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# TOBACCO

ESTABLISHED 1886

Vol. LXXIII. No. 1 NEW YORK, NOVEMBER 3, 1921 Per Annum, $2.00 Six Months, $1.00



TADEMA HAVANA CIGARS

ARGUELLES, LOPEZ & BRO.

MAKERS

GENERAL OFFICE AND FACTORY: TAMPA, FLA.

EASTERN OFFICE: 222 PEARL ST., NEW YORK

WAREHOUSE HAVANA, CUBA

H. UPMANN & CO.

ESTABLISHED 1844

Bankers and Cigar Manufacturers

HAVANA, CUBA

CHAS. LANDAU. Agent. 35 Wall St., New York

CIGARETTE PAPER

*Imported French in Bobbins, Reams and Booklets*

Peter J. Schweitzer, 220 5th Avenue, N. Y.

H. DUYS & CO., Inc.

*Headquarters for*

*Sumatra and Java*

*TOBACCO*

142 WATER ST., NEW YORK

RAPP-MULLER CO., INC.

*Importers of*

*Sumatra and Java Tobacco*

152 Water Street, cor. Maiden Lane, New York

OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.

PASBACH-VOICE LITHOGRAPHING CO. INC.

ART LITHOGRAPHERS

GRAND STREET AND MORGAN AVENUE

BROOKLYN, N. Y.

CIGAR-LABELS—CIGAR BANDS

Cable "Quanjer" New York Codes A. B. C. 5th Edition

WM. QUANJER, Inc.

*Importers and Exporters of Leaf Tobacco*

*Sumatra and Java a Specialty*

136 WATER STREET NEW YORK

PERCIVAL R. LOWE

*Leaf Tobacco Broker*

155 Water Street, New York

L. B. HAAS & CO. Established 1883 Growers, Packers and Dealers

CONNECTICUT LEAF TOBACCO

146-152 State Street HARTFORD, CONN.

SONEDA Mild Havana-Tampa, Fla. LORD TEMPLE Sumatra Wrapped

New York Office 120 Maiden Lane

STORM-FISHER & Co

Get a line on our Merchandise and Prices

Telephone 3956 John Cable Address—MARQUESE, New York

JULIUS MARQUSEE & SON, Inc.

*Leaf Tobacco*

141 WATER STREET NEW YORK

Warehouses: New Milford, Conn., Lancaster, Pa., Dayton, O., Viroqua, Wis.

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO

145 WATER STREET, NEW YORK

# LEAF TOBACCO

OF ALL DESCRIPTIONS

PACKERS & DEALERS
EXPORTERS & IMPORTERS

OUR OWN DOMESTIC AND FOREIGN PACKING PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

## Universal Leaf Tobacco Co.

INCORPORATED

21 EAST 40TH STREET

NEW YORK CITY

CABLE ADDRESS: ULTOCO-NEW YORK

TINDECO Cigar Boxes have been adopted by many large manufacturers for packing their cigars.

The Reason — Economy, Satisfaction and Service.

Tindeco is equipped to make the following shapes and sizes — these are available for your use.

**FLAT**

| | | |
|---|---|---|
| 3-1 1/16 x 2-3/8 x 7/8 | 5-1/2 x 2-1/2 x 7/8 | 8- x 5-3/16 x 2-3/16 |
| 3-3/4 x 3-3/16 x 1 3/16 | 5-9/16 x 3-7/8 x 1-3/32 | 6-3/8 x 4- x 1-7/8 |
| 3-3/4 x 3-3/16 x 1 3/16 | 5-7/8 x 4- x 3/4 | 6-13/16 x 3-7/8 x 3- |
| 4- x 2-3/4 x 3/4 | 8- x 4-1/16 x 2-5/16 | 6-3/4 x 5- x 2-13/16 |
| 4- x 2-3/4 x 1- | 8-1/8 x 5-9/16 x 2-1/4 | 7-3/16 x 5-3/16 x 3 |
| 4- x 2-3/8 x 3/4 | 8-3/8 x 4-13/16 x 2-5/16 | 7-3/16 x 5-1/2 x 3-1/2 |
| 4- x 2-1/4 x 3/4 | 8-5/8 x 5-3/16 x 1-1/8 | 7-3/16 x 5-1/2 x 3/8 |
| 4-1/8 x 3-9/16 x 1- | 8-5/8 x 5-5/16 x 1 5/16 | 8-3/16 x 4-15/16 x 2-3/16 |
| 4-5/16 x 3-1/2 x 1- | 9-1/2 x 5-1/8 x 2-3/16 | 8-5/8 x 5-1/8 x 2-1/2 |
| 4-7/16 x 3-1/16 x 1 5/16 | 6-9/16 x 4-7/8 x 9/16 | 8-13/16 x 5-1/8 x 2-1/2 |
| 4-7/16 x 3-3/8 x 1-1/4 | 8-1 3/16 x 4-23/32 x 2-3/16 | 8-7/16 x 5-13/16 x 1-3/16 |
| 4-1/2 x 3-5/8 x 1-1/16 | 8-1 1/16 x 4-23/32 x 1-1/8 | 8-7/8 x 4-5/8 x 2-3/8 |
| 4-5/8 x 4- x 1-5/32 | 8-5/16 x 4-15/32 x 2-1/8 | 8-1/4 x 5-1 1/16 x 1-3/16 |
| 5-1/4 x 3-13/16 x 1-3/16 | 9- x 5-3/32 x 2-5/16 | 8-1/4 x 5-1 1/16 x 2-3/8 |
| 5-1/16 x 3-1/4 x 2-1/2 | 9- x 5-3/32 x 1-3/16 | |

**ROUND**

| | |
|---|---|
| 3-3/16 | 4-1/2 |
| 3-5/16 | 5 |
| 3-3/8 | 5-1/4 |
| 3-5/8 | 5-5/16 |
| 3-3/4 | 5-3/8 |
| 3-31/32 | 5-9/16 |
| 4-3/16 | 6 |
| 4-1/4 | |

**SQUARE**

2-29/32 x 3-15/32

| | |
|---|---|
| 3 | 3-5/8 |
| 3-1/8 | 3-3/4 |
| 3-1/4 | 4 |
| 3-3/8 | 4-3/8 |
| 3-1/2 | 4-3/4 |

**OVAL**

| | |
|---|---|
| 3-1/16 x 3-7/8 | |
| 3-3/16 x 4 | |
| 3-5/16 x 4-1/2 | |
| 4-1/2 x 5-1/2 | |
| 4-3/4 x 5-1/2 | |
| 4-1 1/16 x 5-1 1/16 | |
| 5-9/32 x 5-25/32 | |

THE TIN DECORATING COMPANY OF BALTIMORE, MD.

*[The Largest Metal Decorating Plant In The World]*

New York Office
469 FIFTH AVENUE

Chicago Office
1616 NORTH AMERICAN BUILDING

Manufacturer of

# TINDECO

*Decorated Tin Packages for Cigars*

338.65
TO
1.43


# TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
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## Amsterdam Sales Closed With Small Offerings

### Americans Bought 410 Bales of Sumatra at Closing of Season's Campaign — Prices Were Unexpectedly High — About 16,000 Bales of 1920 Crop to U. S.—The Dates Set for Sales of 1921 Crop.

AMSTERDAM, October 14.—The last Sumatra sale of this year's campaign was held today and as the general situation of our market had gradually come from bad to worse, and trade with Germany and adjoining countries had absolutely stopped, it was expected that there would hardly be any interest in this sale, but against everybody's expectation the sale opened very firm and during the sale prices stiffened more and more.

**American Purchasers at Last Sale**

With the exception of a few lots, more or less desirable, the bulk consisted of very common material. The quantity usable in the United States was very scarce, and in all only 410 bales were bought, of which H. Duys & Co., of New York, secured 364 bales, viz.: 148 bales Senembah/P. M.; 144 bales Senembah/S. B.; 31 bales Sennah/Deli and 41 bales S. & R./Deli.

Jos. Holzman, Hinsdale Smith, and Herzog & Larluy secured each a few bales.

**Total Purchases for U. S. Account**

In all about 18,300 bales have been bought during this year for United States account, but deducting from this quantity, the tobacco sold by the Americans to European Houses, the quantity shipped to the United States will not exceed 16,000 bales. This we predicted already at the beginning of the campaign.

**Next Inscription Dates Undecided**

There has been much talk about the sales of the coming 1921 crop, but no dates have been decided on as yet, and all depends on the progress of the commercial disease now harassing the world. It is, however, pretty sure that no sales will take place before the middle of April and probably not before May.

## A Cheerful Outlook for Manila Cigars

Charles A. Bond, Tobacco Agent for the Philippine Government, returned to New York, Monday, bringing convincing evidence of a bright future for the Manila cigar trade throughout the country.

On his inspection trip, which was long and associated with a lot of hard work, Mr. Bond visited Chicago, Milwaukee, Minneapolis, St. Paul, Butte, Spokane, Seattle, Portland, Ore., San Francisco, Sacramento, Reno, Los Angeles, Salt Lake City, Denver, Kansas City and St. Louis. In each city, he endeavored very carefully to ascertain the exact condition of present business. Actual knowledge of existing conditions from coast to coast enables him to speak informatively concerning the growing demand for good Manila cigars.

A number of large and successful distributors of Manilas, particularly in the Mississippi Valley, and on the Pacific Coast, are devoting their attention principally to shaped cigars that will retail at five cents each. The trend of trade is decidedly toward a nickel cigar. In this class, the hand made, all long filler Manila in workmanship, appearance and real quality is unquestionably the best on the market.

Notably there is less business done in the cheaper Londres. A number of importers regard Londres now as comparatively unimportant. In some shipments recently received, Londres formed not more than a tenth of the quantity imported. Instead of ordering Londres, numerous live jobbers are featuring sizes that emphasize excellent value for a nickel.

How smokers are responding to appeals of this sort, how strongly and steadily Manila business is being built up, is well shown in various cities. In Spokane, one Manila brand is acknowledged to be the best seller of all cigars on sale in Spokane.

In Minneapolis, St. Paul, St. Louis, Kansas City, Denver, Seattle, Portland, San Francisco and Los Angeles the Manila cigar trade undeniably is attaining greater stability and importance. Dealers who are featuring established brands say unhesitatingly that business is satisfactory, trade is increasing.

In the Northwest, the Cazador shape is acquiring marked popularity. In Kansas City, a Club shaped cigar is preferred. San Francisco smokers are much addicted to the Presidente size.

## Boston Branch Plans for Annual Convention

BOSTON, Oct. 29.—Boston Branch of the Tobacco Salesmen's Association of America, at a meeting in the Boston City Club last night, laid plans for the annual convention of the National Board of Tobacco Salesmen in Boston, Dec. 29 to 31.

Pres. E. J. Mulligan presided at the meeting and about 50 members attended. It was announced that at the next meeting, Nov. 11, the members of the jobbers' association will be guests.

## Big Deal on in Wisconsin

JANESVILLE, Wis., Oct. 28.—A deal which if consummated will be the greatest tobacco transaction in the history of the state, and whereby Wisconsin growers will dispose of 10,000 cases. It is expected to be completed within the near future, according to advice received by C. E. Culver, secretary of the Rock County Tobacco Growers' Association, one of the largest in the State.

It is planned to sell the tobacco to manufacturers in Florida where it will be made into a new 5 cent cigar. The tobacco which Wisconsin growers expect to sell is the 1918 crop now in the warehouses. If the deal is completed it will make the prospects for the sale of the 1921 crop much brighter.

A carload of tobacco from Rock county will soon be sent to a warehouse in Florida to be fed to the market there. The Wisconsin department of markets is said to be negotiating the deal.

## The Merger Did Not "Merge"

David A. Schulte announced Tuesday that the proposed merger of the United Retail Stores and the Schulte Retail Stores had definitely fallen through, because a satisfactory arrangement could not be worked out.

**Working Day and Night**

PERKASIE, Pa.—For the first time in several years cigar factories are being operated nights on account of a rush of orders.

## Famous Harvard Tobacconist Passes Away

BOSTON, Oct. 29.—Fred H. Leavitt, whose tobacco store at Harvard square has been for years the rendezvous for Harvard students, is dead at the Goddard Hospital in Brockton, which is conducted by his son, Dr. Pierce Leavitt, and where he died following an operation on Wednesday.

**Joseph Holzman Is Home**

Joseph Holzman, 185 Water street, walked down the *Olympic's* gang plank on Tuesday of this week. He has been abroad, and played a buyer's part at the Holland inscriptions, getting some good leaf.

**Opens Factory at Hazleton**

HAZLETON, Pa., Oct. 29.—H. C. Neweller, of Perkasie, Pa., has opened a cigar factory here.

## A Review of the Porto Rican Tobacco Situation

### First-Hand Impressions Gained by José B. Matienzo, Who Has Carefully Investigated Leaf Conditions on the Islands—During a Three-Weeks' Tour Mingled With Producers of the "Weed" on Many Plantations.

José B. Matienzo, president of the Millsco Agency, returned from Porto Rico on the steamship *San Lorenzo*, a few days ago, after accomplishing an important mission for one of the very largest of the tobacco and cigarette manufacturing companies of the United States.

Senor Matienzo sized up the leaf situation first hand, after a journey of three weeks throughout the Island. He says:

"I spent three days in the Cayey section, and I talked with tobacco growers on every hand; not only in that district but in the Cidra and Comerio sections, I mingled among the producers of leaf on many plantations.

**The Situation Bad**

"The situation is pretty bad, financially. Most of the growers have either got their tobaccos in the hands of the banks, or they are holding on to it, with the expectation that better prices will be obtained later on.

"There is one optimistic phase of the situation, however; that is, the banks are holding back the tobaccos, pledged on mortgage, and are not forcing sales.

**Banks Will Hold On**

"The executive managers of two of the more representative banks, both of which are holding large leaf reserves in chattels, frankly assured me that it was not their intention to enforce sales on their leaf holdings at the present time. Both financiers were positive in their assertions that they would hold their leaf in hand until better prices prevailed. If better prices do come, as undoubtedly will be the case, the higher quotations will be the veritable salvation of nearly all the leaf growers on the Island of Porto Rico.

**A Lack of Money**

"There is a lamentable lack of money on the Island. Every line of business suffers as a consequence. Growers, who lack money and visible assets, cannot procure backing to do any planting; therefore, there has been little done, and not much more will be done.

"Growers who have had a little money to sustain them, and who, therefore, have not been forced to sell, have been able to obtain a fair price for their leaf.

"Not a month ago one of the growers in the Cayey district showed me bills of sale which proved that he had disposed of his leaf at 72 cents. That is not a bad price, and he did not have to sell it then nor there.

**Many Desert Leaf Industry**

"The Growers who have no money with which to plant are, in numerous instances, withdrawing from the industry altogether.

"Recently there have been a number of leaf buyers from New York in Porto Rico, but the majority have returned empty-handed. Some of the more substantial factors in the industry have frankly informed me that they are glad that such depressing conditions do prevail temporarily in the sections of Cayey, Comerior and Caguas, because the reversal will eliminate the driftwood in the planting fraternity, some of whom have permitted the prices obtained last year to

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guide them injudiciously in their turning over of the present crop.

"The temporary upset is bound to have a stabilizing effect next year.

### The Warehouses Loaded

"I saw numerous tobacco warehouses and they were all loaded with leaf. Among them were the houses of the Independent Tobacco Growers' Corporation, and the members thereof are stubbornly holding on to their leaf, all of which is in the Cayey section."

### Baltasar Mendoza Arrives

"Senor Baltasar Mendoza, one of the largest tobacco growers in Porto Rico, was preparing to sail for New York as I left. He arrived here Monday, October 31, on the steamship *Ponce*.

### Luis E. Iturrino Leaves Cohn

"Luis E. Iturrino has severed his connection with Cohn & Co., the Porto Rican Leaf merchants, and has taken charge of the Cayey branch of La Plata. He was formerly in charge of a Caguás branch.

### Delay Will Not Lower Prices

"Manufacturers and dealers in the United States should disabuse their minds of the idea that they can deflate prices of Porto Rican leaf by delaying their purchasing. They buy at an advantage who purchase now. The later the buying the higher the price is going to be. It is no longer a question of dickering with the growers, leaf buyers must deal with the banks. The latter are positive in their assurances that they will not force sales. The banks will surely save the growers; the postponement of sales by the financial institutions will be the salvation of the growers.

"Unquestionably by January or February the demand for quality Porto Rican leaf is going to be so acute that growers of the better grades will see the price mount to their objective—that's 85 cents.

### Leaf Merchants on The Steamer

"Quite a coterie of Porto Rican leaf dealers and growers accompanied me on the journey to Porto Rico, including Harrison Johnson of Caguas; M. J. Simerman, and R. Bray, an old tobacco merchant who recently went to Porto Rico, to take charge of the Caguas branch of La Plata."

## Porto Rican Stamp Suit Not Likely to Be Tried

"There is a misapprehension concerning the mooted points at issue in the suit of the Porto Rican-American Tobacco Co., and other companies, against the Treasurer of Porto Rico and the government thereof," said José B. Matienzo, the president of the Millsco Advertising Agency, of New York, who recently returned from Porto Rico and whose agency represents the Porto Rican Government in the United States as advertising and publicity promoters.

Said Senor Matienzo in elucidation of the points at issue:

"The rights of the Government of Porto Rico to exact taxation from guarantee stamps is expressly conceded by the Porto Rican-American Tobacco Co., and associated disputants, but objection is expressly made to the requirement of purchasing stamps at their face value in advance and for future use. Exception is also taken by the protesting parties-at-law to some of the specific methods of inspection."

"It is now generally understood," concluded Senor Matienzo, "that the threatened suit will never come to trial and that the objectionable features of procedure, in inspection and in the advance payment of the stamps, will be satisfactorily adjusted for all concerned."

### Cigar Factory and Grocery

KEWANEE, Ill., Oct. 28.—J. P. Hodson, local cigar manufacturer, has leased the store building at the corner of North Tremont and Sixth streets to where he has moved his cigar factory. Mr. Hodson will run a small grocery and candy store in connection with the cigar business. The building is being decorated and placed in condition for the retail part of the business.

# Baltimore Retailers Are Getting Liberal Offers

**Local Jobbers Allowing Special Discounts and Gratuities on Quantity Orders—Considerable Activity Manifest in the Oriole City.**

BALTIMORE, Md., Nov. 1.—With the advent of November came good news for the retailer, who has been hearing of the big things that would be started in Autumn. They were notified by local jobbers that special discounts would be allowed on two factories' products, and a gratuity distributed with cigarettes manufactured by another. On all products of R. J. Reynolds Tobacco Co., a trade discount of 3% would be deducted from the face of invoice. A special allowance of 35c. per 1000 will be made on S. Anargyros Co. brands for a limited period, and on W. Duke Sons Co. brands, such as Fatimas, Chesterfields, Piedmonts, etc., a gratis of three packages of Piedmont 10's will be given for a limited time, on all orders of 1000 cigarettes, assortment permitted.

Apologies and thanks, says Jack Reynolds, of the "little club," to the many new friends that taxed the place to capacity on opening night. Apologies for the limited space and thanks for the splendid support accorded the opening. The appointments, service, and cusine are such as to insure a complete success.

Mr. Middleman (Middleman & Weise) reports heavy purchases by his firm anticipating good Fall trade. Their ten live wire salesmen make it a safe bet that the stock will soon be depleted.

Stroller cigarettes have been placed in most sections of the city by T. A. Davis & Sons, with substantial repeat orders coming in. Mr. Lovis, formerly with Wm. Deickes, Inc., is now specialty man on cigars for the Davis firm.

Manager Dorney (W. Duke & Sons Co.) is securing first class location for the new photo-display machine advertising Chesterfield and Piedmont cigarettes.

Catering to the best of Baltimore's pleasure seekers, the Century Roof made its debut Saturday evening. It is destined to become a mecca for the critical eater with its excellent menu.

Business at the Emerson Hotel stand is brisk on account of the races and conventions. Imported cigars are enjoying a better sale, and Graham Cowilwey's are repeating satisfactorily. Fatimas, Camels, Deities, and Pall Malls are going big.

In a drive for box trade Thos. Sopher & Co. (Pratt and Charles streets), are featuring their factory brands. Gonzalez and Sanchez Senators and Nacirema Blunts are recent additions to their stock.

Mr. Paul (Kaufman Bros. and Bondy) visited the local trade with a complete line of pipes and smokers' articles. Joe Meyer is still on the sick list and Mr. Paul taking his place.

The steady demand for Monument Square and Uncle Willie cigars is sure gratifying to H. C. Pfaff Light & Lombard streets. He anticipates a big sale of 25's this Xmas.

J. W. Naff Jr. (1128 W. Baltimore street) is taking advantage of the November discounts on cigarettes. He moves a pile during a month and says Camels, Chesterfields, Fatimas, Beechnut and Lucky Strikes are selling fast.—ORIOLE.

# San Francisco Profited by Influx of Visitors

**Big Cattle Show and Shriners' Circus Have Been Good Drawing Cards—Extra Holiday Orders Helping to Swell Trade Tide—Competition for Window Space Has Become Keen, and is Provocative of Much Discussion—Newsy Trade Notes.**

SAN FRANCISCO, Oct. 25.—Probably the most notable thing about the past week has been the large number of retailers from out of town who have been in San Francisco, called here by their desire to place orders for holiday stocks, as well as the big cattle show and the Shriners' Circus. Not only have the wholesalers profited by this visitation from country merchants, but the retailers have felt the impetus given their business by the influx of visitors. Visiting the wholesale and jobbing houses today one found everybody particularly busy, caused by the big increase in business and the extra holiday trade that is now being felt.

### Business Rapidly Approaching Normalcy

While business has not reached normal, it is rapidly approaching that state and unless untoward events intervene it will probably be hitting along on an even keel by the early part of next year. The increase in business in the past six weeks has been most satisfactory, the only cloud on the horizon at the present time being the matter of collections, which are only fair. Both wholesalers and retailers are realizing more and more that the person who goes out after the business is the one who will show the best record after the 1921 sales records are closed. One cannot put down the oars nowadays and think that the boat is going to float along of its own volition; there must be push and vigor at every turn of the road.

### Discussing the Use of Windows

Considerable discussion has arisen in San Francisco of late in the matter of what the smaller cigar merchants should do with their windows. A large percentage of these dealers have been renting their windows to various jobbers or to persons to make it a business to obtain leases on the best locations and then dispense them to the highest bidders. In fact the latter practice has become very prevalent, with one window operator alone having the call over the best locations. The point of argument is as to whether the retailer should rent out his window space for the showing of goods in which he may or may not be interested, or whether he should keep the space himself and use it to foster his particular business alone. Cursary examination shows that many of the leaders rent out their windows for the showing of lines of goods which they do not carry in stock to any great extent and thereby lose the entire selling value of their windows, believing this to be overcome by the small amount of rent that they receive for the space. Some declare this to be shortsighted policy and argue that if the window is worth a certain amount to somebody else it certainly is worth more to the dealer for the exploitation of his own goods. Take for instance a dealer who has rented his window space and suddenly he makes a deal that if properly exploited will largely increase his sales. His window space is not available to tell the public his story and he has to depend on his counter space or shelves to put over his proposition. Jobbers, claim, also, that the competition for window space has become such that in order to keep on the bandwagon they are compelled to waste much money and effort and fail to get the cooperation of the dealer. It is held that the merchant who keeps his windows to himself and exploits only those goods in which he is interested is the one who will profit most in the long run.

William Kraus, Flor de Moss and Say So cigars, is now in Los Angeles, where he expects to remain for several weeks. He will carry on an intensive campaign in the southern city in the interest of his brands.

### Metal Cigarette Case Sales

The Liberty Store of the General Cigar Co., at Market and Kearney streets, holds the record for the special sale of metal cigarette cases, disposing of 247 in about six weeks. The Macdonough store at Fourteenth street and Broadway, Oakland, was second with 187 sales.

C. F. Bowers, who now conducts a general merchandise store at Newcastle, was a visitor in San Francisco this week, making purchases for the holidays. Mr. Bowers, who included a full line of General Cigar Co. goods in his order, was formerly superintendent of the lumber mill interests of the Red River Lumber Co., at Westwood, Cal.

L. Bloomberg, who has two large retail stores at Sacramento, recently visited in San Francisco, placing orders for holiday goods. L. Macdonald, of Danville, was a San Francisco visitor this week, he too being interested in obtaining a full line of holiday stock.

The General Cigar Co. announces that Van Dyke Banker tens are now being received. Orders for this packing already exceed the capacity, as has been the case with White Owl twelves.

M. A. Gunst, of the General Cigar Co., left today for a trip to New York, where he will remain from six weeks to two months.

Robert Blaine, of Haas Bros. cigar department, reports an excellent demand for holiday packings of Corinas, as well as other brands handled by this firm.

### Tuval Well Placed

Harry Bercovich Cigar Co, reports a very satisfactory business for the Tuval cigar. Arrangements are now being completed for attractive window displays for the Tuval. Leon Greenebaum, representative in this territory, has placed the Tuval in all the leading hotels and clubs of San Francisco.

### "Ever Busy"

E. B. Richards, who has gained the sobriquet of "Ever Busy," has been making a large placement of the products of the Tobacco Products Co., of which he is representative. His assistant, D. H. Brainard, is now in the Los Angeles territory.

### Preparing for Industrial Exposition

Active preparations are under way by the Harry Bercovitch Cigar Co., the John Bollman Co. and Frankel, Gerdts & Co., for the big display to be made at the California Industrial Exposition which will be held in the Civic Auditorium starting next month.

Mack Horn, of the Golden State Leaf House, will leave next Monday for a tour of the southern California district.

Gene Rich, who conducts three large retail stores in Portland, Oregon, visited in San Francisco this week.

The Harry Hoefler Candy Co. had one of the most attractive booths at the Shriners' Circus.

Sam Israel, Jackson street jobber, announces that he has received holiday packings of Garci y Vegas.

Announcement has been made that, effective November 1, "44" cigars will be reduced from $72 to $65, and will be retailed at three for a quarter instead of ten cents straight.

The Royal Nestor cigarettes will hereafter be in plain tips only, the cork tips being discontinued.

The Ameriacn Tobacco Co. is now busyly engaged with holiday packings of its products.

S. Bachman & Co. report a fine business for Muriel Needles, the new size manufactured particularly for the Pacific Coast trade. Shipment are being rushed out by express, but are all taken up before they arrive.

M. H. Falkenstein, of S. Bachman & Co., is now in the northwest territory, visiting all the principal cities.

### A Message from Mr. Gato

S. Bachman & Co. are carrying on a comprehensive advertising campaign for

Gatos, fac-similes of the newspaper advertisements being circulated among the dealers. In the advertisement printed last Sunday the title is "A Message From Mr. Gato," with the sub-title, "Gatos now back to Pre-War Values." The message from Mr. Gato says:

"There are so few brands of really Clear Havana Cigars in California that you can almost count them on the fingers of one hand. Of these Gato has been one of the best known for fifty years—hence the name 'Gato-1871'. On my recent trip out West I found thousands of men (accustomed to smoking the best Havana cigars) resenting the wartime prices. I decided then and there to remove this barrier instantly, rather than wait for a gradual decline. Therefore, we have dropped our prices to the bottom at a single stroke."

## Leaf Tobacco Held by Manufacturers and Dealers

### October 1, 1921 and 1920, and April 1 and July 1, 1921

WASHINGTON, D. C., Nov. 1, 2 P. M.—These statistics represent for dealers in and manufacturers of tobacco other than the original growers: (1) The quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who, on an average, had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the preceding calendar year; (2) all imported leaf tobacco in United States bonded warehouses and bonded manufacturing warehouses.

POUNDS OF LEAF TOBACCO ON HAND

| Types | October 1 1921 | October 1 1920 | July 1, 1921 | Apr. 1, 1921 |
|---|---|---|---|---|
| Aggregate* | 1,547,439,732 | 1,271,524,630 | 1,672,017,169 | 1,818,781,268 |
| Chewing, smoking, snuff, and export types: Total | 1,136,484,421 | 849,199,335 | 1,235,156,013 | 1,363,499,010 |
| Burley | 324,351,157 | 267,789,489 | 371,662,086 | 399,001,690 |
| Dark Dist. of Ky. and Tenn.-Total | 256,310,276 | 283,185,141 | 305,023,383 | 307,285,600 |
| Dark fired of Clarksville, Hopkinsville, and Paducah Dists. | 155,730,543 | 179,252,673 | 190,673,074 | 178,847,170 |
| Henderson | 7,930,033 | 12,131,865 | 11,376,244 | 13,478,792 |
| Green River | 45,014,679 | 47,211,812 | 50,212,891 | 58,795,025 |
| One Sucker | 47,635,021 | 44,588,791 | 52,761,174 | 56,164,613 |
| Virginia Sun Cured | 9,467,028 | 9,678,521 | 9,812,090 | 10,071,426 |
| Virginia Dark | 34,615,071 | 30,808,505 | 41,679,065 | 50,180,089 |
| Bright Yellow Dist. of Va., N. C., S. C., and Ga... | 482,739,692 | 229,703,235 | 483,109,364 | 571,148,382 |
| Maryland | 19,404,698 | 18,477,699 | 12,434,935 | 14,487,067 |
| Eastern Ohio Export | 9,355,595 | 9,134,926 | 11,205,800 | 11,014,954 |
| All other domestic, including Perique-Louisiana | 240,904 | 421,819 | 229,290 | 309,802 |
| Cigar types: Total | 338,201,814 | 331,848,564 | 359,094,774 | 367,854,067 |
| New England, including Connecticut—Total | 63,678,268 | 61,008,056 | 68,141,467 | 72,141,267 |
| Broad leaf | 29,981,716 | 27,537,941 | 31,719,927 | 31,955,546 |
| Havana seed | 26,042,908 | 28,251,881 | 29,969,101 | 33,871,769 |
| Shade grown | 7,653,644 | 5,218,234 | 6,452,439 | 6,313,952 |
| New York | 3,546,640 | 2,478,732 | 4,021,958 | 4,486,991 |
| Pennsylvania | 83,072,395 | 87,750,309 | 93,621,921 | 93,918,626 |
| Ohio | 78,303,267 | 79,762,907 | 76,224,671 | 78,771,348 |
| Wisconsin | 93,474,974 | 85,343,630 | 103,535,326 | 102,404,820 |
| Georgia and Florida | 8,311,509 | 6,569,036 | 5,544,193 | 6,852,773 |
| Porto Rico | 7,698,041 | 8,746,150 | 7,865,653 | 9,115,752 |
| All other domestic | 116,720 | 189,744 | 139,585 | 162,490 |
| Imported types | 72,753,497 | 90,476,731 | 77,766,382 | 87,428,191 |

*Leaf tobacco on hand Oct. 1, 1921, includes 1,176,852,511 pounds, for which the "Marked weight" was reported (i.e., weight at time it was packed or baled), and 370,587,221 pounds for which the "Actual weight" was reported. The corresponding amounts included for 1920, were 882,564,836 and 388,959,794 pounds, respectively; for July 1, 1921, 1,256,669,857 and 415,347,312 pounds, respectively, and for Apr. 1, 1921, 1,372,241,606 and 446,539,662 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "Marked weight" was reported, in order to ascertain the actual weight. The total for Oct. 1, 1921, includes 1,381,771,003 pounds of unstemmed and 165,668,729 pounds of stemmed leaf tobacco.

## Studying Tobacco Industry in South Carolina

### Federal Trade Commission Agents Investigating for the Government—Seeking Information as to Crop Conditions, Methods and Practices in Handling, Prices Paid, Grading, Etc.—Walter J. Johnson Writes Interesting Review.

FLORENCE, S. C., Oct. 29.—Agents of the Federal Trade Commission are in the tobacco belt of South Carolina now making investigations for the government of the industry, covering practically every phase of the subject. G. A. Martin, of Washington, spent last week in the Florence territory, and will be in other counties of the belt for several weeks.

According to these agents of the commission, the government is interested in the general crop conditions, methods and practices of handling, prevailing prices paid to the producers, value of grading and tying tobacco, length of the seasons, market news reporting service, establishing grades in the industry as is done now for cotton, grains and many other farm products. The investigation is very thorough, and of such character that it is expected to enable the government, when the data is compiled, to adopt effective remedial measures for the betterment of the industry.

While in Florence, and her territory, Mr. Martin interviewed a number of the citizens who are most actively engaged and interested in the tobacco industry of this section.

#### Statement Re Tobacco Marketing

Walter J. Johnson, secretary of the Florence Chamber of Commerce, prepared the following statement for Mr. Martin, examiner for the Federal Trade Commission:

"As a primary consideration, I would venture the opinion that the buying companies are paying all they should for the tobacco—they are paying the price for which the producers will sell. *No one need expect anyone else to pay any more for a given commodity than is necessary to get it.* As a part of this same consideration, I believe also that the producers are getting all they could reasonably hope for—they are taking the price which is offered, are not making any general effort to demand any better prices, and persist in their poor and inadequate ways of handling their crop. These are the present conditions. They are probably as good conditions as may be expected reasonably so long as present practices obtain.

#### The Buying Interests

"The buying and marketing interests, probably better called the manufacturing interests, very closely resemble a monopoly. The control of the market is in the hands of allied companies, which, speaking financially, means one buyer, practically. In off years, when money is tight, competition is virtually eliminated. These allied companies let the independents take what tobacco they are able to buy, and then pay the producer what they will for the balance. Yet there has been no reduction of prices for manufactured stuff, to the consumer, to correspond with the reduction in prices for the raw material—this without considering the probably reduction in labor, materials, and general operating costs.

(No reduction in internal revenue tax has been made.—Editor.)

"So much for the manufacturers, for I have never entertained any idea that the tobacco manufacturing interests should be expected to pay, altruistically, any more for any single item of their business than they had to pay. Not a single one of the producers who may score them most bitterly for the prices they pay, even alleging, 'they are stealing our tobacco,' *would pay a whit more than necessary* for tobacco were he in the position of the manufacturer.

#### Not Without Evils

"The tobacco industry is not without its evils which belong only to the producer. To these, in my judgment, we must apply the chief remedies of the industry—inasmuch as we are concerned chiefly with the welfare of the producer.

"In the first place, our producers place their premium on quantity instead of quality. Generally speaking, their standards of cultivation, curing, and general care, are poor. None of our planters has a pack house. His tobacco is cut today, fired tonight and tomorrow, opened tomorrow night for ordering, and the next day rushed to market—green, often in poor order, even then in process of changing, the final product still an absolute uncertainty. Not till they change from this practice, can they hope for uniformly good product and good prices.

#### Not in It for the Love of It

"The pack house, and the process tobacco undergoes in it, reveals positively the quality of the tobacco. If the planter hopes, by rejecting the use of the packing house to 'beat' the manufacturer, he must not blame the manufacturer, in turn, for 'beating' him. The farmer is not planting tobacco any more for love of it than the manufacturer is in the business for the love of it.

#### Should Be Graded

"As to grading and tying, by all means, tobacco should be graded but I am not so certain about tying. Every rehandler, or 'pinhooker,' as he is sometimes termed, in the market, always sorts into grades the contents of every pile of tobacco he buys on speculation. Manufacturers grade tobacco—and, in the adver-

(*Continued on page* 15)


CIGAR CANS

Standard Square Round Corners For 25 Cigars | Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies | Large Round For 50 Cigars | Round Humo-Tray For 25 Cigars | Standard Round For 25 Cigars

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NEW YORK, THURSDAY, NOVEMBER 3, 1921

## TOBACCO'S STATISTICAL POSITION

Holders of tobacco securities, especially those of companies engaged in growing the weed, should be particularly interested in the government's tobacco crop estimates, which have not been properly stressed. The government estimate of this year's crop is 889,000,000 pounds. That compares with 1,508,000,000 pounds last year. Hence the 1921 crop is the smallest since 1908. Exports this year have been on the increase, totaling 318,000,000 pounds for the seven months ending July last compared with 278,000,000 pounds during the corresponding period of 1920. But July exports were at an annual rate of 636,000,000 pounds, or 71 per cent of this year's crop. If manufacturers, wholesalers and retailers should abandon their policy of hand-to-mouth buying it may well be that the country's greatest need, a good five-cent cigar, as former Vice-President Marshall expresses it, may be as distant of realization as ever.—New York *Evening Mail.*

The *Evening Mail's* figures, which appeared on its financial page last Tuesday, are not up to date. They were evidently taken from the Government's August 1 estimate, which indicated that the tobacco crop this year would total only 889,266,000 pounds.

The official forecast as of September 1, showed that the production this year would come up to 948,324,000 pounds. And the Federal Reserve Board's figures just out and published elsewhere in this issue of Tobacco, place the 1921 tobacco yield at 991,564,000 pounds. Accepting these last quoted figures, however, as the correct ones, even then there is an enormous shortage, as compared with the December, 1920, estimate of 1,508,064,000 pounds. And many tobacco manufacturers who are holding off on buying leaf, may yet find themselves "up against" a hard proposition, as was the case recently with textile manufacturers who discovered to their dismay that the shortage in the cotton supply had sent that staple from 12 cents to 20 cents within a short time.

Of course, only a small percentage of the tobacco grown in this country is suitable for use in the production of cigars.

With regard to that much-desired five-cent cigar, it is quite pertinent to say that there are at the present time a number of pretty good five-centers on the market; but just how long the manufacturers will be able to keep up the standard of quality, deponent sayeth not.

## COULD BE MUCH WORSE

Things are not so bad as they might be. We haven't heard any woman reciting, "A man's only a man, but a good cigarette's a smoke."—*Arkansas Gazette.*

## OBTAINING CREDIT ON FALSE FINANCIAL STATEMENT

Where a false financial statement is furnished to a mercantile agency with the intent that it be relied on for the purpose of obtaining goods on credit, the person rendering the statement and obtaining goods is guilty of larceny, according to a recent decision.

Woronoff and Edson gave a signed statement to the Dun and the Bradstreet agencies, showing that they had a surplus of $22,827, and later ordered from the International H. Company goods to the amount of $1,266. The seller requested a financial statement, to which the buyer replied that they never gave any, but referred to the statement given the agencies.

In this statement it was stated that a cash book, ledger and sales book were kept. Before the time of credit expired the buyer filed a voluntary petition in bankruptcy. The seller served notice on them to produce their books for examination, and their attorney replied that it could not be complied with as they were in the hands of the receiver. A warrant for their arrest was obtained under the provision of the penal law, providing:

"A purchase of property by means of a false pretense is not criminal where the pretense relates to the purchaser's means or ability to pay, unless the pretense is made in writing and signed by the person sought to be charged, and whenever a person states he keeps books of account and if, at the expiration of the term of credit, fails to pay, shall produce such books within ten days on notice for examination, and failure to do so is made presumptive evidence that every pretense relating to the purchaser's means or ability to pay in such statement were false at the time of making and known to be false." By an amendment the law also includes the giving of a statement to mercantile agencies with intent that it be relied upon as a basis of credit."

The court held: "Suppose the seller, with the statement in his possession, called upon the defendants and asked to see their books and they refused to permit any examination to be made, or suppose that upon a trial involving the truth of the financial statement given to the agency, these purchasers failed to produce or account for their books, would there not be a natural inference to be drawn from such refusal and failure that the books were not in accordance with the statement and that the latter was false? This provision of the penal law is but a statement of natural inference to be drawn from such facts. The presumption is not disconnected from the main facts; it is not arbitrary or unreasonable. It is the natural result to which the undisputed facts reasonably lead."

## MAKING TOBACCO LIGHTER

The German Research Institute for the tobacco industry, located at Grimma, near Leipzig, has applied for a patent to protect its newly perfected process of bleaching tobacco leaves. Dr. Christian Ulrich, speaking for the Institute, claims that treatment of tobacco leaves after the new method will improve them in several respects. Dark leaves will be converted into lighter shades, the latter being in overwhelming demand; their aroma will be improved, their combustibleness increased and a large part of the nicotine will be extracted. The process has been made available to the industry already, that is, firms can buy the right to apply it for 3,000 marks.

It takes only a half hour to apply the treatment to the leaves. Raw tobacco is used, preferably. The leaves do not have to be moistened or prepared in any manner whatever, previous to the treatment. After the treatment has been applied the tobacco is wet, but it is not necessary to dry it first; one may roll it immediately. It is claimed the treatment does not impair the elasticity and flexibility of the leaves.

The process is also to be applied when mouldy leaves are to be restored to usefulness. The Germans expect to use this new method in order to make their domestic tobacco more palatable, for German grown tobacco is not only dark in shade but also contains a rather strong charge of nicotine. In addition, the Germans expect to treat Sumatra wrappers in a similar manner, because most of the Sumatra wrappers are too dark for the German taste. Besides, it is claimed, Sumatra wrappers are too strong for German smokers who generally prefer a mild cigar.

Manufacturers are instructed in the use of the new method at the Grimma Institute. Instructors are also sent out by the Institute where the traveling expenses are paid by the applicant.

## A LABELLED FAILURE

Two years ago the cigar-makers of Boston went on strike. When they found that their old jobs were closed, with the help of their union, they started a factory of their own, known as the "Boston Union Cigarmakers' Union Co-operative, Inc." Last week they filed a bankruptcy petition with the Federal Court. Their liabilities are estimated at $60,000, and their assets less than half that sum.

This failure proves again not only the necessity of highly trained executive management and control, but it shows that in Boston, at least, a cigar factory cannot be operated profitably under union conditions. It is said that more than $125,000 has been sunk by the unions in this single experiment, in which they tried to demonstrate that their rules were not incompatible with financial success.—*Lancaster (Pa.) Examiner.*

## SMOKING AND MATCHES

The Montana State Firemen's Association is circulating an illustrated little "dodger" on which the following appeal appears:

*"Mr. Smoker:* Do you know that lighted cigars, cigarettes, and matches start hundreds of fires and cause an enormous loss in property values? One may smoke and enjoy the fragrance of good tobacco without being a potential fire brigand. Be sure your match, cigar or cigarette is extinguished before discarding it."

*"Help Stop the Waste."*

## THE ALMIGHTY DOLLAR

A well-known Wall Street figure who was recently in Europe, commenting on the various European currencies, said that the merchants of each country regard all other money, excepting their own and the dollar, with suspicion.

"The Swiss merchant will not take French francs, the Belgian doesn't want German, Swiss or French currency and the French and German merchants display similar prejudices.

"If you are leaving one country for another you had better have all your money changed into the currency of the country you are visiting, or else keep American bills. They are acceptable everywhere. In fact, merchants are so eager to get them that they will very often make a concession on price to get the coveted American money. With gold, American paper money is the one universal medium of exchange in Europe."

## COLTON WAS CORRECT

"Imitation is the sincerest of flattery."

# American Tobacco Production---Its Position and Outlook

**The First of a Series of Special Articles Written for TOBACCO**

**By DR. ARTHUR SELWYN-BROWN**

More than half the world's annual tobacco crop is garnered in the United States. Since the settlers in Jamestown, Virginia, about 1620 started raising commercial tobacco crops the tobacco industries have been among the most valuable of our soil industries. The annual farm value of the crude leaf tobacco grown is about one quarter that of the farm value of the cotton crop. The actual statistics* disclosed by the Department of Agriculture's report short show that while the farm value of the cotton crop in 1920 was $914,590,000, that of the tobacco crop was $318,359,000. These returns show that the farm value of the United States tobacco crop last year was worth about a third as much as the cotton crop, which happened to be a short crop. These figures show that the tobacco crop, which is generally thought to be a luxury product, compares in national industrial value, with our great cotton crop, which is recognized as our greatest industrial crop from the farms, and chief supporter of the great textile industries.

Our tobacco-growing statistics not only compare favorably with those of our other plant industries, but with tobacco statistics generally. The world's tobacco crops average about 2,500,000,000 pounds per annum. The production in the United Statae averages about 1,500,000,000 pounds. More than half the annual supply of leaf tobacco is raised in the United States and its dependencies.

Cold figures, however, do not properly emphasize the importance of our tobacco industries. These have reached such a high degree of efficiency, and excellence, as to provide standards for the world. We have the most highly intensive methods of tobacco growing, the finest types of plants for all manufacturing purposes and our marketing, warehousing, packing and exporting systems are unequaled in any other country. All of these advantages combine to make the tobacco industries of the United States lead the world in production, packing, manufacturing and distribution methods.

Practically every class of commercial tobacco is grown or manufactured within the United States.

Special types of cigar and cigarette tobacco are imported for manufacturing or blending purposes. Cigar leaf tobacco comes from Cuba, Porto Rico, Philippines, Sumatra, and Santo Domingo.

The principal cigarette leaf togacco imports are from Turkey, Egypt and Greece. The value of our imports of leaf tobacco, products and manufactures, is about $100,000,000 per annum as compared with $62,764,357 in 1918 and $32,600,512 in 1916. The value of our imports is now three times as large as it was before the war. The exports of our tobacco and tobacco products have increased about fourfold in the same period. The value of the exports in 1916 was $73,485,296, and in 1920, $268,693,799. Leaf tobaccos rank highest both in the imports and exports. This shows that our international trade in tobacco benefits both our farmers and manufacturers, and not the members of one industry alone.

Our exports of leaf tobacco last year were valued at $288,693,799, as compared with $73,485,296 in 1916. Cigarettes were the next important tobacco product exported. Their value in 1920 was $35,977,374 as compared with $7,584,345 in 1916. These figures show the rapid growth of our cigarette exports. The detailed statistics indicate that our cigarette makers are finding large markets for their products in China, British India, and the Straits Settlements. Cigarette exports to China last year were valued at $16,006,961, as compared with $4,891,258 in 1916. The other Oriental countries took about $4,000,000 worth of our cigarettes last year as compared with about $2,000,000 in 1916.

A total of 15,833,870,000 cigarettes were exported in 1920. China took 8,500,000,000, or more than half; Italy took 2,000,000,000, and India and the Straits Settlements 1,000,000,000 each, while Spain and other parts of the Orient absorbed 500,000,000 cigarettes. Our cigarettes are more in demand than all our other manufactured tobaccos.

Cigars numbering 952,361,000 and valued at $1,146,175 were exported last year together with 5,185,157 lbs. of plug tobacco valued at $2,878,015, and 4,887,721 lbs. of smoking tobacco valued at $2,196,713. All these products show large increases in quantities and values when compared with the export statistics for pre-war years. After making due allowances for the inflation of prices in some markets, there is little doubt that we have done well in securing broader and richer foreign markets for our tobacco products than we ever did before. Furthermore, the excellence of the products we are sending abroad is generally commented upon in eloquent terms.

We discover on examining the revenue returns that the consumption of tobacco within the United States is repidly increasing. There is a marked increase in the number of cigarettes consumed. These numbered 10,626,085,700 in 1920 as compared with 8,874,774,980 in 1917. The increased prices at which cigars are selling in retail is stopping the expansion of cigar-making industries, but is increasing the consumption of pipe-smoking tobacco. Smoking tobaccos amounting to 4,000,000 lbs. per annum are now consumed as compared with 3,772,078 lbs. in 1917.

In addition to the articles accounted for above there were large quantities of cigarettes, cigars, smoking and other tobacco products held in the bonded warehouses.

American tobacco is grown in many states. The principal commercial crops, however, are gathered in a few. Kentucky had 550,000 acres under tobacco in 1920 and produced 467,500,000 pounds of tobacco. This is the leading tobacco state. North Carolina ranks next with 582,000 acres of tobacco lands producing 384,120,000 pounds of leaf. Virginia cultivated 243,000 acres of tobacco last year for a return of 177,390,000 pounds of leaves. Virginia was the leading tobacco producing state before the Civil War. Since that time, Kentucky has held the leading position.

The character of the soil, temperature and climatic conditions influence the crop yields. The average yield of all the states last year was 796 pounds, as compared with 761 in 1919 and 874 in 1918. Georgia produced 600 pounds per acre, and Pennsylvania 1,510 pounds. The cause of the great yield in Pennsylvania was the demand of local factories for cigar tobacco. Farmers fertilized the soil so as to obtain heavy crops. The crop returns show how their investments succeeded. They indicate how greatly the average production can be increased when necessary.

A valuable discovery made by the physiologists of the Bureau of Plant Industry last year promises to greatly aid in the productivity of our tobacco lands and in the improvement of the quality of the tobacco leaf. Experiments on the growth of tobacco plants under the stimulation of electric lights proved that within suitable limits of temperature moisture and other conditions of plant growth, any variety of tobacco may be made to flower and fruit at any season of the year in any district, and to yield exceptionally good crops.

These experiments were carried out with the view of finding a means for counteracting the injurious effects of long or short daylight hours upon plant growths. It is well established that various plants have a habit of flowering and fruiting at specific periods of the year. This is due to seasonal changes bringing about certain definite physiological changes in the chemical and physical activities of plant growth. It was thought that by controling these, a means could be discovered for regulating the growth of tobacco crops. This was done so successfully that experiments with tobacco plants of the type known as Maryland Mammoth yielded a crop estimated at 2,000 pounds per acre. This plant does not flower in the field in Maryland because the summer days are too long. But by shortening the daily light period by using dark chambers, or lengthening it by using artificial light, reproductive activities may be induced at will.

Maryland Mammoth tobacco has been grown with much success in southern Maryland for some years past. Many of the plants yield over one hundred marketable leaves. The plant, however, does not flower in the field, or flowers so late in the season that the seeds fail to mature. Seeds must be secured from greenhouse plants or from other states, such as Florida. The government experts have now shown growers in Maryland how, by simple artificial means, to secure the maturity of the seed on the field and how to strengthen the growing plants, the weight of the crop and the quality of the leaf. Valuable suggestions are also made as to increasing the number of tobacco crops in any given region. The use of these scientific methods, of course, imply more intensive agriculture.

Warehouse statistics show that the leading types of tobacco now marketed are "Bright yellow," which is raised in Virginia, North Carolina, South Carolina and Georgia; "Burley" grown in Kentucky, Indiana, Ohio and West Virginia, and "Dark Fired," which is grown in Kentucky and Tennessee. Cigar types are chiefly raised in Pennsylvania, Ohio, Wisconsin and the New England states. The largest crops grown are of the "Bright Yellow" variety. The others are produced in about the order in which they are referred to above, excepting that there is more cigar leaf produced than "Dark Fired."

Many of the finer types of leaf are grown by farmers for special purposes. These are not segregated in the official statistics. It is difficult to estimate their quantities. They are, however, of far less importance than the commercial types specified above.

The question is raised as to whether it would not be possible to stimulate the commercial production of some of these finer types. There is little difficulty experienced in their growth and there are vast areas in several of the states which are suited to their growth. The problems which must be solved in extending their cultivation are, therefore, not agricultural but economic. Tobacco planters can only raise crops which are easily marketed. When manufacturers require larger quantities of the finer types of leaf for blending purposes, the planters are ready and willing to meet all demands.

A broad survey of the present tobacco situation in the United States discloses most favorable conditions. Production statistics show a rapid annual increase, the manufacturing returns are satisfactory and our international tobacco trade is on a sounder footing than ever before. There is no reason to expect any immediate charge in present healthy prospects.

*All statistical figures in this article are taken from the U. S. Department of Commerce reports, 1920, and the Agricultural Year Book, 1920.

### Maine Jobbers Meet

PORTLAND, Maine, Oct. 25.—A meeting of the Maine branch of the New England Tobacco Dealers' association was held yesterday afternoon at the Falmouth hotel. The sessions were well attended, it being the purpose of the organization to get on a solid foundation and take up matters pertinent to the tobacco trade.

### St. Joseph Store Sold

ST. JOSEPH, Mo., Oct. 26.—Jesse E. Heiser has bought from R. S. Stewart a cigar store at 118 South Sixth street.

## Tobacco Men Join Meeting on Tariff

Charles Fox, chairman of the Legislative Committee of the National Cigar Leaf Tobacco Association; and W. L. Crounse, the Association's Washington representative, recently held an extended conference with the officials of the United States Tariff Commission concerning the tobacco schedule of the tariff bill now pending in the Senate Finance Committee. While the conference was requested by the tobacco men, it was largely devoted to explanations by Mr. Fox of the technicalities of the Sumatra and Havana cigar leaf trades, and the officials expressed great satisfaction at being able to confer with so well-equipped an expert as Mr. Fox, especially with reference to conditions in the Havana trade.

It is not the function of the Tariff Commission to suggest rates to the committees of Congress but rather to make recommendations concerning classification and to supply technical and commercial information with respect to the industries involved. It is understood that the Tariff Commission will recommend changes in the classification of the existing law but it is too early to indicate what these modifications will be. The Commission will also furnish the Finance Committee with a brief report upon conditions in the cigar leaf trade which presumably will be submitted in support of suggested classification changes.

Both Mr. Fox and Mr. Crounse emphasized the fact that the cigar industry has been at a standstill for twenty years and, during the current year will probably produce no more cigars than in 1902. It was urged that every possible consideration should be shown the industry in framing recommendations to Congress as it is obvious that the industry is suffering from ill-advised legislative enactments and a short-sighted policy of taxation. Special emphasis was put upon the fact that American cigar leaf growers have a vital interest in a continuous supply of both Sumatra and Havana tobaccos at a reasonable cost, and that the interests of the growers and the cigar manufacturers of the country are practically identical.

While the Senate Finance Committee announced that hearings on the agricultural schedule were to be resumed Tuesday, November 1, no date has yet been fixed for the sugar and tobacco schedules which were passed over just before the hearings were suspended on August 31. It is understood, however, that the Finance Committee will appoint a sub-committee to continue the hearings and that the tobacco schedule will be taken up as soon as the pending internal revenue revision bill is finally enacted.

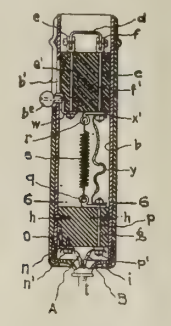
## Cincinnati Market

CINCINNATI, October 29.—Offerings in the Cincinnati burley leaf tobacco market yesterday were the largest since the market was reopened October 5. Warehouse men are much encouraged by the support being accorded the sales here, both by the shippers and the buyers representing the large manufacturing interests.

There was a large attendance at the sale yesterday at the Globe Warehouse. Interest was keen in all grades, but particularly on the medium to good red leaf. The bulk of the offerings sold between 10c. and 20c. per pound and under keen competition. The tobacco, grade for grade, seemed several bids above last week's prices. Nondescripts and extremely common trashes, which have predominated in recent breaks, were not so plentiful yesterday. This had the tendency of causing a sharp rise in quotations, with the result that the average for the day was the highest yet paid, $12.36 per 100 pounds.

## Patents Recently Granted

No. 1,393,888, Cigar-Lighter. Francis B. Farnsworth, Montreal, Quebec, Canada.

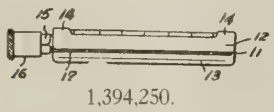


1,393,888.

A lighter comprising a carrier, an insulated plug in the carrier, electrical connections carried by the plug, and including a high resistance igniter exposed at the outer end of the plug, and electrical connections within the carrier and presenting an open circuit including the connection in the plug and manually operated means for closing the circuit.

* * *

No. 1,394,250. Cigarette-Making Machine. Castellari Cesare, Montreal, Quebec, Canada.

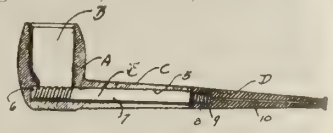


1,394,250.

In a cigarette making machine, a pair of hingedly connected members movable into position to form a tube having a longitudinal opening for the gummed edge of a cigarette paper, one of said members being provided at the hingedly connected portion thereof with stops lugs adapted to limit separation of the members, the other of said members being provided opposite the hingedly connected portion thereof with a projecting lip lying outside of the longitudinal opening and forming a support for the gummed edge of the cigarette paper, and a forming plate movable within said members.

* * *

No. 1,394,292. Pipe. William Ewart, Niagara Falls, Ontario, Canada.



1,394,292.

The combination with a pipe including a bowl and a stem having a bore communicating with the bowl, of a supplemental stem fitted in the bore and having a longitudinally extending passageway, the inner end of the supplemental stem projecting into the bowl, and external screw threads formed on the inner end of the supplemental stem, the supplemental stem having a longitudinally extending slot formed in its inner end communicating with the longitudinal passageway and with the screw threads, the slot being adapted to be positioned at the lower end of the bore in the bowl

## Takes on El Dallo

Greensboro, N. C., October 29.—El Dallo is the name of a new ten-cent cigar added to the stock of Callum Tobacco and Candy Company. This cigar, manufactured by Wertheimer Brothers, Baltimore, has an imported Sumatra wrapper and long filler and is already finding a healthy distribution in this territory. The local distributors expect to make it one of their leading brands.

### Leases New Britain Store

New Britain, Conn., Oct. 29.—D. A. Schulte, Inc., of New York, has acquired a long term lease for the store at the corner of the Railroad Arcade and Main street.

# NEW YORK
## Doings and Sayings
## Goings and Comings

### Ullnick Comes East Again

A. L. Ullnick, of M. J. Lopez & Co., 1397 Avenue A, has come back from a Western trip.

* * *

### On a Western Circuit

Mannie Hyman, Rodena cigar salesman for Lincoln & Ulmer, 109 Prince street, is making a tour of the west.

* * *

### Improvements Found on All Sides

Lincoln & Ulmer, cigar manufacturers, 109 Prince street, report a better line of business coming in from all sections.

* * *

### Increasing Output

Merriam Segar factory, 101 Spring street, is getting into full swing again, and is increasing production very materially.

* * *

### Evidences Not Lacking

R. F. Fels, vice-president of the Portocuba Corporation, the large tobacco importing house, 207 Pearl street, says that business is getting better right along.

* * *

### In the Pacific Northwest

A. J. Mitchell, Garcia Grande cigar salesman for Julius Klorfein, 476 Broome street, is calling on the trade in the northwest en route to the Pacific Coast.

* * *

### Making Successful Selling Trip

J. L. Friedenthal, the hustling young tobacco broker, of 244 Pearl street, is away on a middle western selling expedition, and his reports bear a most roseate hue.

* * *

### Popper Going South Again

R. Popper, of E. Popper & Co., 1510 Avenue A, who has only recently returned from a trip over the southern territory, will leave shortly to cover the same route.

* * *

### Helping 'Em to Smoke Up

Harry Handler is in Oklahoma, providing cigar dealers with a full line of Garcia Grande cigars, made by Julius Klorfein, 476 Broome street.

* * *

### Getting Results for Gato

George W. Thompson, who travels New York and the New England States for the E. H. Gato Cigar Co., 203 West Broadway, is mingling with the trade in his territory.

* * *

### Reports Much Success

A. Jacques, the strong salesman for Merriam Segars, Inc., 101 Spring street, is making a tour through south and middle west. His reports are of the most encouraging character.

* * *

### Al Korn Travels Up-State

Al Korn, of the M. F. Minden Co., 1809 First avenue, is out of town. He is visiting cigar jobbers and the trade up-State, and has been sending back to his office both reports and orders.

* * *

### In His Favorite Territory

Henry Eberhardt, cigar sales representative of Lincoln & Ulmer, 109 Prince street, is cultivating his favorite garden spot, New Jersey, where a reasonable number of healthy orders reward his diligent efforts.

* * *

### Visits the City of Brotherly Love

M. A. Andre, of Andre, Ortiz & Co., the recently organized Porto Rican tobacco house, 135 Water street, went over to Philadelphia last Friday. Mr. Andre has a number of important customers in the City of Brotherly Love.

* * *

### Back in Cigarette Game

H. M. Gross, a former cigarette salesman, is again "on the road." This time he is pushing the sale of English Ovals in New Jersey. His orders coming into

(*Continued on page 21*)

NEW
PORTO RICO
All grades. Carefully selected of best quality
INLAND TOBACCOS
Samples with lowest quotations furnished upon application.

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HAVANA & PORTO RICO TOBACCO

PACKING HOUSES
HAVANA, CUBA
CATANO, PORTO RICO

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NEW YORK

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*Kentucky*
*Tennessee*

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**41 East 42nd Street**

*Telephone Murray Hill 5631*

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**Southern Pacific Company**


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Oct. 31.—The calling off of the railroad strike did not serve to bring about any wild upswing of stocks inasmuch as this result had been pretty much discounted; the gains made in the preceding week were for the most part maintained although in most cases slight losses were registered. Net changes for the more active tobaccos and figures reached are as follows:

| | | |
|---|---|---|
| American Sumatra | 35½ | |
| American Tobacco | 124⅜ | — ¾ |
| American Tobacco B | 123¼ | — ⅞ |
| Consolidated Cigar | 46¼ | — 1½ |
| Tobacco Products | 61⅛ | — 2¼ |
| United Retail Stores | 51⅜ | — 2¼ |

The smoldering fire under the United Cigar and Schulte combination burst into flame by the announcement first that the United Retail Stores was to buy out Schulte and subsequently by the statement of D. A. Schulte that while an offer had been made if any consolidation resulted he would head the resulting company and that in any case the Schulte stores would not lose their identity.

Inasmuch as the rumored basis of exchange was a share of Retail Stores for one of Schulte, the publicity had the effect of pushing Schulte to a new high figure, 45, taking into consideration the two stock dividends that Schulte has declared in common stock in its history. At the present writing there is considerable Schulte in the market resulting from old stockholders who are taking profit or from recent ones who have given up belief in the merger.

The interest centering around the above combination had no visible effect either on the United Cigar Stores old stock or the United Retail Stores stock.

The snuff stocks Weyman-Bruton and Helme are quietly being accumulated and while there is no spirited bidding for the stock almost every transaction takes place at a slightly higher level.

In connection with the Schulte-United merger it had been rumored that Retail stores might liquidate its holdings of Reynolds B; at any rate the weakness of this issue of late has been marked; another version is that a big stockholder is getting out. The process seems to be to make a close market on the curb, where the stock normally does not belong, advertise extensively, and occasionally give the stock a rapid run up.

There has been considerable inquiry of late in regard to the Universal Leaf Tobacco issues, particularly the common stock. Another closely held issue that has been brought to the front is the common stock of the Metropolitan Tobacco Company, the largest distributor in the district. There is very little information available in regard to the earnings of the common and the officers are not inclined to add to the existing store. It is understood the dividends in the stock are being paid at the rate of 20% per annum.

## Baltimore Market

### Sales More Than Twice the Receipts

BALTIMORE, Md., Oct. 27.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland.—We have to report for this week receipts of 412 hogsheads, besides which there were 96 hogsheads of old crop reinspected. Sales totaled 929 hogsheads.

Prices for all good and fine grades advanced again, with 47c. being the top price to date.

Ohio.—Nothing to report.

### Official Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Oct. 26:

**Receipts**

| | This Week | Prev. | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland | 508 | 32,456 | 32,964 | 30,329 | 21,449 |
| Ohio | .. | 254 | 254 | 254 | 2,423 |
| Total | 508 | 32,710 | 33,218 | 30,583 | 23,872 |

Reinspections this week: Maryland, 96; to date, Maryland, 2,635.

**Deliveries**

| | Maryland: Coastwise and Domestic | Maryland: For. | Maryland: Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 7 | 1,279 | 1,286 | ... | 1,286 |
| Previously | 4,788 | 20,352 | 25,140 | 361 | 25,501 |
| | 4,795 | 21,631 | 26,426 | 361 | 26,787 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 17,379 | 4,591 | 21,970 |
| Receipts since | 30,329 | 254 | 30,583 |
| | 47,708 | 4,845 | 52,553 |
| Delivered since | 26,426 | 361 | 26,787 |
| Stocks today | 21,282 | 4,484 | 25,766 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 929 | .... | 929 |
| Previously | 29,041 | 705 | 29,746 |
| | 29,970 | 705 | 30,675 |

### September Match Imports

WASHINGTON, D. C., Nov. 1.—According to figures which have just been made public by the Department of Commerce, the value of the imports of matches during the month of September was $252,128, while the value of the exports was $19,168.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 106 | 110 |
| American Snuff Pfd. | 80 | 90 |
| American Sumatra | 35½ | 36½ |
| American Sumatra Pfd. | 65 | 75 |
| American Tobacco | 125 | 125½ |
| American Tobacco "B" | 123 | 123⅜ |
| American Tobacco Pfd. | 93½ | 97 |
| Consolidated Cigar | 23 | 25 |
| Consolidated Cigar Pfd. | 65 | 68 |
| General Cigar | 58¾ | 59¼ |
| General Cigar Deb. | 90 | 92 |
| General Cigar Pfd. | 90 | 98 |
| Liggett & Myers | 150½ | 152 |
| Liggett & Myers "B" | 147½ | 150 |
| Liggett & Myers Pfd. | 103½ | 105 |
| Lorillard, P. | 143 | 146 |
| Lorillard, P., Pfd. | 102½ | 105½ |
| Tobacco Products | 60½ | 61 |
| Tobacco Products Pfd. | 80 | 86 |
| United Cigar Pfd. | 102½ | 106½ |
| United Retail Stores | 50½ | 50¾ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 74 | 78 |
| American Cigar Pfd. | 80 | 84 |
| American Mach. & Fdy. | 125 | 150 |
| American Tobacco Scrip. | 105 | 107 |
| Bayuk Bros. Pfd. | 80 | 90 |
| British-Amer. Tob. Co. | 11½ | 12½ |
| Conley Foil | 13 | 16 |
| Eisenlohr & Bros. Com. | 55 | 61 |
| Eisenlohr & Bros., Pfd. | 86 | 91 |
| Geo. W. Helme, Com. | 155 | 163 |
| Geo. W. Helme Pfd. | 90 | 94 |
| Hav. Tobacco Com. | 1 | 1½ |
| Hav. Tobacco Pfd. | 1½ | 4 |
| Imperial Tobacco Co. | 8½ | 9¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com. | 80 | 88 |
| J. S. Young Pfd. | 87 | 93 |
| McAndrews & Forbes Com. | 100 | 104 |
| McAndrews & Forbes Pfd. | 80 | 84 |
| Mengel Co. Com. | 36 | 40 |
| Philip Morris | 4 | 7 |
| Porto Rican A. T. Co. | 63 | 70 |
| Porto Rican A. T. Scrip. | 65 | 80 |
| R. J. Reynolds "A" | 65 | 75 |
| R. J. Reynolds "B" | 33½ | 34½ |
| R. J. Reynolds Pfd. | 101 | 103 |
| Schulte Retail Stores | 33 | 38 |
| Tobacco Prod. Export | 4 | 7 |
| Tobacco Prod. 8% Scrip. | 95 | 100 |
| Tobacco Prod. 7% Scrip. | 92 | 95 |
| United Cigar Stores | 125 | 140 |
| Universal Leaf Com. | 115 | 130 |
| Universal Leaf Pfd. | 94 | 98 |
| Weyman-Bruton Com. | 155 | 165 |
| Weyman-Bruton Pfd. | 90 | 94 |


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

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**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
Tel. Hanover 7733


### Consolidated Cigar Dividend

The Consolidated Cigar Corporation has declared a regular quarterly dividend of 1¾ per cent on the preferred stock, payable Dec. 1 to stock of record Nov. 15.

### Edward Steif, Ltd., Inc.

CHICAGO—Edward Steif, Ltd., cigars, tobacco, etc., 1350 Morse avenue, has been incorporated with a capital stock of $10,000. Incorporators: L. P. Govirtz, Edward Steif and Wm. Jaffe.

### Cigar Man Enters Bankruptcy Plea

SPRINGFIELD, Ill.—The cigar business of Fred. L. Gester, of Litchfield, has gone up in the smoke of dull business. Gester filed a voluntary petition in bankruptcy in the United States district court. He lists assets as $400 and debts of $1,316.

### Tobacco Products' Earnings

The Tobacco Products Corporation's earnings in the first three-quarters of this year aggregated more than $1,688,000, sufficient to pay the full year's dividend on its common and preferred stocks, according to information given out. The company's financial position is said to be better than it has been at any time in the last three years.

### In Hands of Receiver

NEW CARLISLE, Ind., Oct. 24.—The cigar business conducted here since January by Joseph E. Stevens and Ray DeLoter, as partners, has been placed in the hands of Everett L. Fields, as receiver.

### Herbs Tobacco Factory

HUDSON, N. Y., Oct. 29.—Announcement is made by M. William Herbs of this city that he has become the sole owner of the F. & M. Herbs Estate tobacco factory, having lately purchased the interests of the F. C. Herbs estate.

### American Tobacco Co.'s Dividend

A dividend of 3 per cent has been declared upon the common stock and common stock B of the American Tobacco Co., payable December 1, in cash, to stockholders of record at the close of business November 10.

### Regular Liggett & Myers Common Dividends

Liggett & Myers Tobacco Co. has declared the regular quarterly dividends of 3 per cent on the common and common B stocks, both payable December 1 to stock of record November 15.

### United Cigar Stores, Ltd.

TORONTO, Oct. 29.—Shareholders of United Cigar Stores, Ltd., have approved its reorganization and sale of assets to new company to be organized under same name. This was the alternative to raising money through sale of bonds. Shareholders, however, were unable to subscribe the $1,200,000 required. This concern has no connection with company operating under same name in United States.

# Cleveland Going On Even Keel Without A Ripple

**Two Practically Smokeless Conventions—Retailers Getting Rid of Odd Sizes, Those Troublesome War Kids—Look for Late Holiday Rush—Breezy Bits of Timely Trade Talk.**

CLEVELAND, Ohio, Oct. 29.—At last nothing unusual has happened for a whole week to disturb the serenity of business. Of course, there has to be a few conventions, the Order of the Eastern Star and the Northern Ohio School Teachers gracing the city with their presence—almost smokeless affairs—but outside of that nothing has occurred to mar the calm of business that is "taking over" the whole city. It seems that everybody is just sitting back and letting things slide. Of course, cigar dealers are still getting rid of those odd sizes and getting their stock on a normal plane. It seems that the holiday rush will come just a trifle late this year, as compared to last, although in some quarters one already hears murmurs of holiday orders and yearly inventories.

### One Cent Sale

This is the time of the Marshall Drug Co.'s annual "1-cent sale." This event has become almost a tradition to Clevelanders, who, it is needless to say, take good advantage of the extraordinary purchasing powers of the copper penny. In this sale any article may be purchased for a cent providing one is bought at the regular price. In the matter of cigars, for instance, and Marshall's "sure" sell a lot of cigars, if one buys a 10-cent cigar, he may buy another for a cent, or two for 11 cents. In the good old days they used to "hang out" at the corner sal—— now it's the drug store, and can you blame them?

### Football Star

There are reasons and reasons for resigning from a good job and doing so in order to play football is not a very common one. Bert Fiorretto is the young man to "pull this stunt." Bert was selling the City of Roma, a Havana selling for 10 cents, until recently when he quit to play halfback on the championship East Tech eleven. The call of the game was too strong, says Bert. If Bert can play football as well as he can sell cigars, his team is assured of a real star.

### Big Cut

Morris Weis, on East Ninth and Euclid ave., has cut the price on his 10-cent size, Castellano's, almost in two. One can buy all he wants now for six cents each.

### Advertising

The American Tobacco Co. is putting across a big campaign on their 111 cigarette. The success of this cigarette, selling at 15 cents per package of twenty, is almost assured in Cleveland.

### Reynoldo President Expected in Town

Walter Arnheim, president of the Reynaldo Cigar Co., of Pittsburgh, is expected in town any day now to complete plans with his Ohio jobbers, The Baer-Wolf Co., for a big campaign on the Reynolds cigar. It might be interesting to note that at the present time the Reynaldo cigar is truly one of Cleveland's "favorite favorites." "There is every reason to believe that holiday business will be the largest in the history of the company," writes Mr. Arnheim.

### Slashing!

The Colonial Hotel Cigar Store has cut the price of La Palverez 10-cent size so that two of these sellers can now be bought for that same thin dime.

### Detroit Products

Detroit and Cleveland have long been noted as fierce rivals in everything, and for a Clevelander to boost Detroit or any of its products is considered nothing short of sacrilege. In the matter of cigars, however, Cleveland cannot help but boost the products of the San Telmo Cigar Co. of Detroit, the La Resta and the Pastora cigars. These cigars have been going "great guns" and their wonderful sales of late have been nothing less than wonderful.

### Lucia Man in Town

Mort Hammer, of the Ryan & Raphael Co. of Chicago, makers of the Lucia cigar, has been in town all week and cannot deny that he has the writer's cramp from sending in orders.

### Dual Offering

Pyle & Allen Co.'s Hippodrome store is setting a "hot pace" when it comes to "special offers." An Italian briar pipe valued at $1 and a package of Herbert Tareyton smoking tobacco costing 50 cents are offered together for 93 cents.

### Big Field

Jim Doran, "Smilin' Jim" himself, is quoted as saying that ever since the "Rubber men" of Akron have learned to smoke cigars, his warehouse of San Felice and El Verso's is never quite full.

### In Town

H. Berchu, he of Natural cigarette fame, is back in our midst once again after a rather short but profitable stay in Toledo.

### Close Run

One sees more than plenty of little cigars in the windows this week. Whether because of Hallowe'en or not, but the "pocket editions" are giving their "big brothers" an awful battle.

### To Open Nov. 1

The Consumers' Cigar Store, 624 Prospect avenue, will be open for business not later than November 1.

### Big Campaign

It is election time "down Akron way" and candidates have their pictures at every place. A visitor from Mars, however, would be instantly led to believe that the great Teddy Roosevelt was once more in politics, and one can hardly blame him. Everywhere one sees Teddy's picture, on every post, on every billboard, in every paper. The politicians may rest easy, anyhow, for it is all but a part of the Summit Wholesale Grocery's campaign on T. R. cigars. This campaign, if nothing else, is bound to put this popular product of the Great Lakes Manufacturing Co. to the fore as one of Akron's best "bets."

### Akron Jobber

H. Ferbstein has a chip on his shoulder. Anyone can blow it off by denying that the Gerard cigar is not the "one best thing" in the "Rubber City."

### R. G. Dun Ads

The R. G. Dun cigar is being "driven home" solid. Ads. in the local papers have again shown their worth in actual dollars and cents in sales.

### New Packages

Wallace & Schwarz Co., local jobbers, report phenomenal business on Robt. Burns in the new neat wooden box in which these cigars are packed, wrapped in foil. A box of these cigars retails at 75 cents.

### Rivalry

It is interesting, indeed, to watch the embryo contest between Dave Blum and Turner & Cornsweet, located across from one another on Euclid avenue, near East Ninth street. The contest seems to be to see which one can do more cutting in price per square inch and get back to 1914-prewar prices first. So far it is a fairly even tie. The consumers are hoping that both reach the goal that is aimed for.

### Going Big

Caspar Rosenberg may well be congratulated on the success of his Ology cigar. This Cleveland-made product is meeting with huge success everywhere, and a big holiday business may be safely predicted.—HERB.


F. M. Lockwood & Co.

*Stock Brokers*

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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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# Tampa Cigar Factories "Interrupted" by Storm

**Some Lost One Day's Work, Others Two, as Result of Atmospheric Disturbance—Tobacco Growers Suffered Severe Losses—Cigar Orders Are Flooding the Factories—Great Demand for Cigarmakers—City Has Bright Business Outlook.**

TAMPA, Fla., October 30.—Interruption of the process of filling the steady stream of orders that is flowing into Tampa was the only damage of any appreciable extent suffered by the local cigar industry in the storm which swept this section last Tuesday. Reports sent out early, while Tampa was cut off by fallen wires, were greatly exaggerated, and the loss to the city, principally along the water front and to the power and telephone companies will be less than a million dollars. Some factories lost only a day because of the weather, but the majority lost a couple of days. The principal damage that was general was a few broken windows, hardly a factory escaping without one or two being blown in. A dozen tin roofs were rolled up as neatly as if a gang of experienced men had done the job, and then crumpled up as they dropped to the street. A few "paper" roofs were blown full of holes and some shingles were snatched from a few other roofs. Otherwise the factories were undamaged.

### Growers Hard Hit

Not so in Pasco county, where tobacco growers suffered heavy losses to their "shades" and barns. The heaviest loser was the Sunny Brook Tobacco Co., Dade City, whose losses are estimated as high as $100,000, which is possibly a bit too high. Eight barns were blown over and practically all of its shades were blown down. Heavy rains will also hurt any tobacco unpicked.

### Leaf House "Soaked"

In the city here, the heaviest damage was suffered by George Grahm, leaf dealer, whose tobacco warehouse was flooded by rising water of the Hillsborough river. An accurate estimate of the full extent of his damage is not available.

### Welcome Floods

Meanwhile, orders are flooding the factories and the available supply of cigarmakers has been unable to keep up with the rush. There are approximately 8,500 cigarmakers at their benches in Tampa factories, and at least a dozen manufacturers here have indicated that at least 2,000 more could be used, possibly more.

### More and Better Workers Wanted

Hundreds of workers who went to other cities during the strike have not returned and their places have not been filled. There is a distinctive demand for the better workmen, bonded factories being especially in need of men to make the higher priced cigars, for which there is a suddenly large demand for the holiday trade.

### Working Full Force

Jorge Leon, of San Martin & Leon, states that his factory is working full force and that he needs more men to keep up with the demand for Hoya Cubas and San Martin y Leons.

### Packing on Sundays

At A. Santaella's plant, Mariano Alvarez has had to convert a part of his space on the south side of the building, and enlarge the windows there to increase the size of his packing room to keep up, and at that, is still working his full packing force Sundays.

The Henriquez Cigar Co.'s Carmello Wonders, a ten-cent product, is finding such a ready demand that E. Henriquez added more men last Monday, and tomorrow, (Monday again), will add still more, all that he has been able to find available.

### His First Visit

Among the visitors here the past week was S. A. Fassler, of Fassler & Silberman, Hartford (Conn.), leaf growers and packers. This is Mr. Fassler's first trip to the cigar Metropolis, and he was immensely pleased with what he found. He was shown about the city by Victor Diaz, his representative here, calling on the trade and getting a royal reception. He returned home Friday.

### Looking for Cigarmakers

F. R. Knight, manager of the Curry & Smith factory at Orlando, was in the city for several days and reports that he is willing to take any idle workers here to Orlando with him. This plant is working a full force and overtime to keep pace with orders.

### A Dollar Product

Ernest Berger, of the Tampa-Cuba Cigar Co., reports a surprising demand for his plant's latest offering, Maravillas, which is retailing at a single iron man, one bone, 100 cents of coin of the realm. These are being packed in individual cedar boxes and five boxes in another cedar package, and are offered as an especially attractive number for the holiday trade. They are about nine inches long—and some smoke!

C. O. Munden, Val Antuono's right hand man, has returned from a vacation spent on an automobile trip to Miami, where he had an enjoyable visit. He was especially delighted with the condition of the roads going and coming.

H. M. Lott. leaf dealer here, has returned from a business trip to Hartford.

## Dade City Cigar Factory to Increase Capacity

DADE CITY, Fla., Oct. 24.—The Tampa-Cuba Cigar Co., under the management of Edwin DeLong, is employing one hundred hands and working overtime. The business has increased so much that the company is contemplating an addition to the present building. They have standing orders for 500,000 cigars a week; in addition to this, they are filling a special order for 300,000 of one kind of cigar. Mr. Weller, of Tampa, will give the making and packing of this order his special attention.

The company recently filled an order for 110,000 cigars which were sent to Yokohama, Japan. This is considered a large export order.

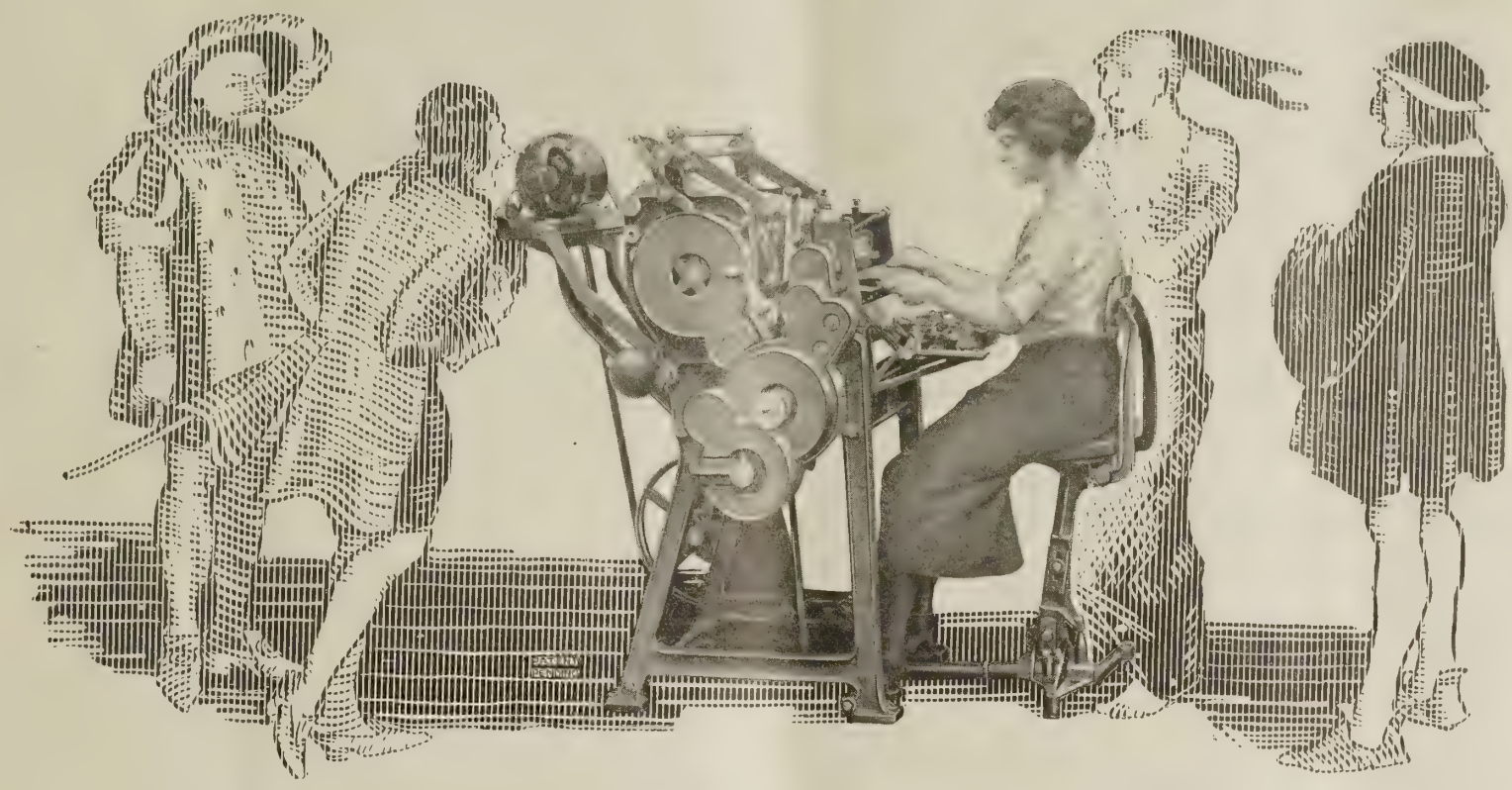
The Dade City branch of the Tampa-Cuba Cigar Co. was established here about three years ago and has grown to such an extent that it is now one of Dade City's leading industries.

### New Wholesale Tobacco House

MODESTO, Cal.—C. C. Eakin has opened a new wholesale tobacco establishment here.

LA DALINA MILD HAVANA CIGAR
MADE IN ALL SIZES
KRAPKO & COHEN, Makers 1455 NOSTRAND AVE., B'KLYN, N. Y.
ALSO MAKERS OF THE MARUSALO CIGAR

# UNIVERSAL HISTORY OF TOBACCO



*The original Indian who discovered Tobacco together with Columbus and Sir Walter Raleigh would view with amazement the present status of tobacco in the daily life of the world and wonder at the workings of the Universal Tobacco Labor and Stock Saving Machinery and Devices, which are an important factor in the production of millions of cigars each year.*

## What Cigar Manufacturers Know

PROFITS in cigar making come from cost reduction just as much as from increased sales. Cigar manufacturers, knowing that the stems of filler tobacco can be crushed in the leaf by the Model F Universal Tobacco Stem Crushing and Booking Machine and used in making cigars, have already reduced their filler tobacco costs from 15% to 25%.

Stem-Crushed (not corrugated) filler leaf is worked just as easily by the cigar maker as "stripped" tobacco. The finished cigars, made of "stem-crushed filler" burn as freely, taste as well, smell as fragrantly and, in fact, are identical, by every smoking test to "stripped filler" cigars. There is no difference in the finished product: the only difference is in the increased profit to the manufacturer.

*Full Information on Request. Write Now.*

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116 West 32nd Street, New York, U. S. A.
Factory: Newark, N. J., U. S. A.
UNIVERSAL TOBACCO MACHINE CO. OF CANADA, Ltd.
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Patented

The Model C3 Wrapper Register

*The Model C 3 Universal Cigar Wrapper Register counts and registers one, two and three-cut wrappers in pads of fifty cuts.*

ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President T. W. WEBB, Secretary Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

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LEAF TOBACCOS

Commission Merchants & Exporters

*Our Tobaccos Always Open Up To Sample*

WILSON, N. C., U. S. A.

*The largest bright leaf tobacco market in the world*

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C. N. Kan, President Y. K. Kan, Vice-President

Cable: "Nanyang" Tel. Circle 3058

THE NANYANG BROTHERS TOBACCO CO., Limited

680 FIFTH AVENUE, NEW YORK

*Head Offices, Hongkong and Shanghai*

## Season Sales Very Light at Danville

DANVILLE, Va., Nov. 2.—Statistics on the sales of leaf tobacco issued by W. Crews Wooding, president of the Danville Tobacco Association, shows that thus far this season 3,967,523 pounds have been sold for $1,020,303.68, or at an average of $25.72 per hundred pounds. These figures when compared with the same period a year ago show a distinct falling off in the number of pounds sold.

During the month of October the sales on the Danville market totalled 3,453,376 pounds at an average of $26.80, the amount paid out being $925,483.36. During the month of October 1920 the sales amounted to 9,194,649 at an average of $28.08.

The reason for the sharp decline is readily discernible. This year's crop was late in maturing because of adverse weather conditions and it has been impossible for the growers to market their leaf in the absence of moist weather in which to "order" it.—TETLEY.

## Good Prices at Lynchburg

LYNCHBURG, Va., Oct. 28.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week | 44,900 |
| Sold to Oct. 29, 1920 | 519,000 |
| Sold to Oct. 28, 1921 | 76,600 |
| Decrease for 1921 | 442,400 |

While more tobacco was brought in this week than last, sales were mighty small for the season of year. It would come in in pretty good quantities if the weather was favorable for handling tobacco, as many farmers are anxious to market at least a part of their crop. So with a warm rain good sales may be expected.

The market now is in fine shape with all grades of tobacco in splendid demand.

Prices are high, ranging from $6 for common lugs to $54 for good leaf, and with better grades coming better prices are looked for.

Our offerings consisted entirely of dark tobacco and our buyers show that they are willing to pay fine prices for all desirable types of tobacco.

## Top Price at Kinston, $1.01

KINSTON, N. C., Oct. 28.—Quality counts in tobacco culture. "Quality" is a word that is mentioned more frequently on the "weed" markets of this belt than anywhere else. It is probable. George Whitfield, a Duplin county farmer, today proved that pains and skill in the management of a growing tobacco crop will reward the soil tiller far beyond the market's average when selling time arrives.

Whitfield, who has sold tobacco here since the market was first established a generation ago, sold five lots of his 1921 crop at a North Kinston warehouse for an average price of $81.06 per hundred pounds. One additional small lot of 52 pounds brought $1.01 a pound, a big manufacturer being the purchaser. The market average is still under 37 cents.

Farmer Whitfield's entire crop this year will net him more than $700 an acre, or hundreds of dollars better than the belt average. His farm, in the noted Beulaville section, has one advantage over most farms in the matter of soil. Otherwise Whitfield's $700-an-acre crop in 1921 is the result of his own industry and knowledge.

## Prices Hold Up at Henderson

HENDERSON, N. C., Oct. 29.—With every break in the Henderson tobacco market this week being above the 100,000 mark the price is still running high, and there is a general satisfaction among the growers.

Not including any of the sales of this week, the Henderson markets up to and including last Friday's sales had disposed of 1,966,504 pounds for $508,889.74, the season's average to that date being $25.36. Including the sales for the present week, the season's total will go well on toward 3,000,000 pounds for the season, bringing nearly $700,000, at an average of around $26 per hundred.

## More Active at Greensboro

GREENSBORO, N. C., Oct. 29.—The Greensboro tobacco market showed slightly increased activity yesterday and a total of nearly 20,000 pounds was sold. The prices on the better grades were a little higher. The high mark for the day was 70 cents and a number of piles were sold for above 50 cents. Cobb and Thomas had a pile for 68 and another for 50. E. F. Segroves sold one pile for 50 cents, and F. M. Buchanon had a high price of 59 cents.

## Big Sales at Winston-Salem

WINSTON-SALEM, N. C., Oct. 22.—Sales of leaf tobacco this week were around 2,000,000 pounds and in the matter of prices the high mark for the season was reached when the average for one day's sales was $36.67 per hundred. The average for the week was around $35.

## Season Average at Wilson

WILSON, N. C., Oct. 29.—H. B. Johnson, secretary of the Wilson tobacco board of trade, reports 18,732,896 pounds sold for the season, which brought $5,364,131.48. The all around average is $28.64 per hundred. For the week ending October 27 there were 2,476,690 pounds, which sold for $781,133.26, an average of $31.53, a decrease of $1.62 per hundred.

## Heavy Sales and Firm Prices

NEW BERN, N. C., Oct. 29.—Total sales for the week, 168,821 pounds; average price per 100 pounds, $24.64.

Sold to date of 1921 crop, 1,622,104 pounds; average price per 100 pounds, $20.61.

Sold to same time last year, 2,228,318 pounds; average price per 100 pounds, $17.11.

Sales heavier than last week and prices remain firm.—NEW BERN TOBACCO CO.

## Danville Market Is Now in Full Swing

DANVILLE, Va., Nov. 1.—The arrival of long delayed rain and humidity is having the effect this week of forcing by far the heaviest sales of the present season. It is the "season" for which the growers have been anxiously waiting and they are taking advantage of it to the fullest extent. Very little tobacco has been sold yet, but now that the market has struck its stride and the higher types of tobacco are commanding prices which are satisfactory to the growers they are anxious to sell. Realization that the common to medium grades will not command any higher price is having the effect of setting it loose on the market.

### Top Price, $97 Per Hundred Pounds

The Danville average went up 41 cents per hundred pounds last week. The sales totalled 1,315,371 pounds at an average price of $28.28, or bringing a total of $371,990.73. Prices on some of the medium grades, the official report on market activities says, showed an upward tendency. One lot of tobacco sold during the week for $97 per hundred, the highest price paid for any one pile this season.

### Mutual Marketing Campaign Continues

The Tobacco Growers' Co-operative Campaign for more members in Virginia is drawing to an end and December will see it brought to a close. The fact that the membership dues will be raised from $3 to $10 is forcing into line many who for various reasons declined to become a party to the pooling contract. It is estimated that seventeen thousand growers have signed up and are prepared to market their crop collectively like the organized cotton growers and fruit producers are doing in Texas and Oklahoma. The campaign is going on in the twenty-nine tobacco producing counties of Virginia, and reports from various centers indicate that a large number of growers who did not agree with the principles before the beginning of this season have now decided to join. A bulletin from the organizers says: "The growers of Virginia have organized for big business, which bids fair to command millions in capital and bring them steady markets and fair prices.

### A Crucial Test Likely in January

The next interesting phase of the development of the new organization is expected in January when the directors of the association will meet to make the enterprise operative. During the past eighteen months the work has been theoretical and the farmers have been told the benefits which will accrue from the organization when it is working. It now remains to put it into working order and this promises to be a crucial test.—TETLEY.

## To Erect Building

RICHMOND, Va., Oct. 29.—The Imperial Tobacco Co., Ltd., of Great Britain, has purchased for $140,000 a tract of land in the heart of the business section of Richmond and will construct there the principal offices of the company on this side of the Atlantic. The transaction was announced by E. S. Carlton, managing director.

## Oxford Average, $29.36

OXFORD, N. C., Oct. 31.—Total sales for the week, 530,211 pounds; average price per 100 pounds, $29.36. Sold to date of 1921 crop, 1,778,958 pounds; average price per 100 pounds, $25.25. Sold to same time last year, 3,768,559 pounds; average price per 100 pounds, $23.69.

## Durham Average, $34.80

WINSTON-SALEM, N. C., Oct. 29—Total sales for the week, 1,498,996 pounds; average price per 100 pounds, $34.80.

Sold to date of 1921 crop, 8,087,268 pounds; average price per 100 pounds, $29.67.—WINSTON LEAF TOBACCO & STORAGE CO.

## Williamston Average, $29.91

WILLIAMSTON, N. C., Oct. 26.—Total sales for the week, 191,491 pounds; average price per 100 pounds, $29.91.

Sold to date of 1921 crop, 1,450,244 pounds; average price per 100 pounds, $25.02.

Sold to same time last year, 1,773,238 pounds; average price per 100 pounds, $19.14.—F. W. GRAVES & Co.

### No Longer in Double Harness

CHICAGO—Elfman & Gordon, retail cigarists at 423 So. Clark street, have agreed to sever the business bands that have heretofore held them together. Barney Elfman is continuing the business alone.

## Studying Tobacco Industry

(*Continued from page* 5)

tising of their fancy goods, never fail to stipulate 'highest grade,' etc. With all these precedents of the purely commercial end of tobacco, the producer could make no mistake in bringing his goods to grade. So doing would probably impress upon the farmer the importance and the value of producing goods of standard quality.

### Tying in Former Days

"Old tobacco men tell me that tying was used in the days when the 'stick' was used in the big drying and processing machines of the stemmeries. Today the apron is used chiefly so that the tobacco is not wanted tied. If it is tied, it must be untied for processing. This is my information from tobacco men, whose word I value highly, and, knowing of the mechanical changes in the processors, I would hesitate to say either that tobacco should be tied, or that it should not be tied.

### Difficulty in Establishing Grades

"The establishment of government grades, similar to cotton, grain, potatoes, and naval stores, and other produce, would be tremendously valuable, I believe, for the tobacco industry. Anyone with even a rudimentary knowledge of tobacco must, however, sense the difficulty of making such grades inasmuch as the manufacturers make individual grades, which their employes and buyers are able to observe with satisfactory accuracy, one would be impressed that the government can do as much and as well.

### A Market Reporting Service

"Another especially valuable service, which the government, either the state or the federal, might render, would be an adequate market reporting service for tobacco. This could be operated right now to advantage, without waiting for the establishment of a basis trade. Total sales and total prices should be reported, and the average, day in and day out, would give a fair idea of the prevailing prices. I speak from personal experience after having operated such a service among the markets of Florence county. This information is furnished the buyers by the warehousemen—why should it not be furnished the farmers?

### Suggestions for Criticism

"Almost anyone can criticize destructively—pick out the faults. Such I am guilty of here. But in conclusion, I would offer my suggestions for constructive criticism:

"1. Such disintegration of the buying and manufacturing monopoly must be effected as will create greater competition for the crop. Prices of the manufactured product then will more nearly follow the market of the raw product.

"2. The producing interests of this section must be induced to change their principle of quantity at the cost of quality. They must provide also to handle their tobacco to show best quality.

"3. Standard grades should be established by the government, and selling and buying enforced on grades. Adequate market reporting service should be included with grading reforms.

"All this is largely a matter of compulsory measures—legislation, rather than length of seasons, moral suasion, and such methods. People generally educate themselves when they are compelled to do it—and the farmers of this and other sections of the country are no exception, as a class, to that general rule."


Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed

Samples sent on request.

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TRADE T. R. MARK REGISTERED

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We have large and improved facilities for buying and handling

**GEO. A. LEA & CO.** DANVILLE, VIRGINIA, U. S. A. **Leaf Tobacco Dealers**

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

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LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco
Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.
Winston-Salem, North Carolina, U. S. A.

E. B. Ficklen, President Cable "FICKLEN" E. B. Ferguson, Sec. and Treas.

**E. B. FICKLEN TOBACCO CO., Inc.**

Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample Facilities for Redrying by Steam or Natural Season
Samples Furnished ..Correspondence Solicited

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Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

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Leaf, Strips, Scraps and Stems

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ANDREW JAMISON, President Established 1885; Incorporated 1910

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*ALL GRADES OF OLD BELT*
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

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BUYERS, REHANDLERS AND REDRYERS OF

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Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.

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Cable: Austin, Greeneville

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Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

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# Louisville Tobacco Market Reports

## Heavy Sales During Week

LOUISVILLE, Oct. 29.—Only one warehouse on the Louisville tobacco breaks conducted a sale yesterday. Sales during the week, however, have continued extremely heavy in volume.

The Planters-Farmers Warehouse sold 41 hogsheads of burley tobacco yesterday at a range of $3.85 to $17.25 a hundred pounds and 6 of dark at $3.50 to $7.

The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

### Tobacco Sales for the Week and Year to October 28

| Warehouses | Week. Auction sales | Private sales | Total for week | Year. Jan. 1, to date |
|---|---|---|---|---|
| Turner | 107 | ... | 107 | 5,410 |
| Kentucky | 286 | 2 | 288 | 14,138 |
| Main Street | 165 | .... | 165 | 9,584 |
| Planters - Farmers | 368 | 15 | 383 | 13,076 |
| Tenth Street | 182 | 1 | 183 | 8,758 |
| Louisville | 317 | ... | 317 | 9,001 |
| | 1,425 | 18 | 1,443 | 59,967 |
| Year 1920 | ... | ... | 793 | 47,703 |
| Year 1919 | ... | ... | 2,159 | 55,191 |
| Year 1918 | ... | ... | 491 | 52,828 |

### Classification of This Week's Sales

| | Old Crops. | 1920 Crop. | Total. |
|---|---|---|---|
| Burley | 10 | 1,356 | 1,366 |
| Dark | 39 | 38 | 77 |
| | 49 | 1,394 | 1,443 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops. | 1920 Crop. | Total. |
|---|---|---|---|
| Burley | 7,260 | 48,443 | 55,703 |
| Dark | 3,056 | 1,208 | 4,264 |
| | 10,316 | 49,651 | 59,967 |

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 44,506 | 48,201 | 47,265 |
| Dark | 3,197 | 6,990 | 5,563 |
| | 47,703 | 55,191 | 52,828 |

### Comparisons with Previous Years

| | 1921 | 1020 | 1919 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 50,656 | 42,663 | 55 256 |
| Sales of new crop to date. Original inspection | 41,296 | 35,175 | 48,368 |
| Rejections— | | | |
| Rejections this Week: | | | |
| Burley | 332 | ... | ... |
| Dark | 21 | ... | ... |
| Total | 353 | 161 | 298 |
| Percentage of Rejections to Auction sales: | | | |
| Burley | 25 | ... | ... |
| Dark | 27 | ... | ... |
| Total | 25 | 21 | 17 |
| Rejections, Jan. 1 to Date: | | | |
| Burley | 12,924 | ... | ... |
| Dark | 474 | ... | ... |
| Total | 13,398 | 11,883 | 8,698 |
| Receipts— | | | |
| Receipts this week | 1,287 | 484 | 1,651 |
| Receipts. Jan. 1 to date | 48,839 | 37,941 | 50,473 |

### Official Quotations at Louisville, Oct. 28, 1921

| | Burley: Dark Red | Burley: Bright Red | Burley: Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mixed) | 4 to 5 | .. to 6 | 6½ to 7 | .. to 4 |
| Trash (sound) | 6 to 7 | 7 to 8 | 8 to 10 | 4 to 5 |
| Common lugs | 7 to 8 | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 18 to 22 | 6 to 7 |
| Common leaf (short) | 7 to 9 | 10 to 12 | 17 to 20 | 7 to 9 |
| Common leaf | 11 to 13 | 14 to 18 | 20 to 24 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 25 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 55 | 22 to 25 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower. HELM GLOVER, Secretary.

## Paducah Market Report

PADUCAH, Ky., Oct. 28.—There has been very little activity in tobacco for the last several weeks, and there has been very little that we could say that would be of special interest to the trade. Some hogshead tobacco is being sold by the Planters' Association and some small lots of Independent stocks. The greater part of which has been common leaf selling at 11 to 20 cents. A few hogsheads of wrappers and self workers have sold at 20 to 30 cents, but these are about all gone and the volume of business is extremely light. A few hogsheads of both old and new lugs are being sold each week, most of which is common and medium grades selling at 5 to 7 cents.

There is in this district something like 5,000 hogsheads of old and new lugs for sale. The greater part of them are common to medium. Holders are generally expecting bigger prices than they have been able to realize. Some very decent lots have been offered of crop run purchases at 5 to 5½ cents average, and some commoner lots priced down as low as 3½ cents, but the market is very quiet and little doing.

### French Regie in Market

The French Regie buyers have been in the market for the past several weeks for loose tobacco, and the greater part of the old stocks left in the country have been purchased or delivered to prize houses to be prized for the account of the owners. Prices for common and low leaf have ranged from 6 to 10 cents loose, with lugs selling at 1 to 3 cents.

The continued dry weather for the past 30 days has been unfavorable for the curing process of the new crop, and a great deal of the later cutting has cured off colors, and a good warm season is badly needed and would greatly benefit the later cuttings.

### Much Extra Good Dark Leaf

Tobacco in the barns has been perfectly dry now since it was cured, and it is impossible to make a close inspection in the barns, but we know we have a large percent of extra good dark leaf, but we are fearful that the later cuttings, which represent something like a third of the crop, are damaged by reason of the unfavorable curing weather. The crop altogether will not be as good as we expected it to be 30 days ago, but we can't tell so much about this until we have had a good handling season and tobacco has had a chance to change color, which may happen under favorable weather conditions.—W. B. KENNEDY.

## Redrying Plant Sold

LEXINGTON, Ky., Oct. 29.—The International Planters' Corporation has sold to the Lexington Leaf Tobacco Co. 86 feet on Broadway for $70,000.

On this lot there is a redrying plant, which was bought by the corporation about three years ago, according to Frank Vaughn. Last year the purchasers rented the plant from the owners and will continue to use the plant for redrying tobacco, it was stated.


**FRIEDBERG BROS., Inc.** LEAF TOBACCO

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N. Y. Office, 185 Canal St.
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Barnesville, O.

We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

## The Burley Co-Operative Drive

LEXINGTON, Ky., October 29.—More than 15,000,000 pounds of tobacco have been signed up to the pool of the Burley Tobacco Growers' Co-Operative Association since the general meeting of growers, workers and leaders of the campaign here a week ago, Organization Manager Joseph Passonneau announced yesterday. Mr. Passonneau predicted that the pooling movement, which has for its purpose the signing of 75 per cent of the burley crop to a co-operative marketing pool, will be a success by the time limit set by Judge Robert W. Bingham, of Louisville, Chairman of the Organization Committee, which is November 15.

Probably more than 2,000,000 pounds additional were signed yesterday, but reports have not been received from all points at which meetings were held. One half million pounds were signed at Newcastle, where Aaron Sapiro, California lawyer, who planned the organization, spoke.

Judge Bingham spoke at Falmouth; Congressman James C. Cantrill, at Madison, Ind., and former Congressman James N. Kehoe, at Munfordsville, Hart County. James C. Stone, Vice Chairman of the organization, spoke at Grayson, Carter County.

The situation may be summarized as follows:

"The drive will go over," says Aaron Sapiro, confidently, on leaving Kentucky.

Total pledges for week reach 15,000,000 pounds.

Fayette County forms three squadrons of twenty workers each to tour lagging counties from now until November 15.

Merchants of Garrard County volunteer to close stores three days to assist in week's drive. Trimble County's stores also will close this week.

Gallatin, Scott, Harrison and Carter Counties reach 75 per cent mark, bringing total number to nineteen.

Every man in crowd at Milton meeting signs contract.

## Selling Tobacco in Other Countries

LEXINGTON, Ky., Oct. 30.—James C. Stone, vice-chairman of the organization committee of the Burley Tobacco Growers' Co-operative Association, yesterday pointed out that this country is practically the only one in the world in which the tobacco grower had nothing to say as to the price of his tobacco.

"I talked recently with a well-known tobacco man," said Mr. Stone, "who has bought and sold tobacco in seven different foreign countries besides having a large business in the United States. He said that in every one of these foreign countries the farmer who grows tobacco, or his representative, in a co-operative association of some kind, fixes the price he is to receive.

"This gentleman told me that he had never seen tobacco sold in any of these countries as it is sold here. He said he had bought tobacco in China, Java, Korea, Sumatra and South Africa. In South Africa, he said, the farmer sells to the dealer through samples. If the price offered is not satisfactory, the farmer takes his samples home and holds for a better market.

"Java and Sumatra pledge their tobacco to the Dutch co-operatives and sell it in Holland through those co-operatives. There is never any trouble about getting the price the growers ask for.

"Chinese growers market their tobacco through commission merchants who deal directly with buyers from foreign countries as well as local buyers. Korea sells its tobacco in the same way.

"China is the first country to have tried the co-operative marketing plan, the system running back 1,200 years in that country. In every one of these seven countries, according to my informant, if the price of tobacco is not satisfactory, it is simply held until the price is satisfactory, and the buyers always come to terms. They'll do it here, too."

## Shelburne's New President

LEXINGTON, Ky., Oct. 29.—J. Cloud Bosworth was elected president of the Shelburne Tobacco Warehouse Co. at a meeting of the directors at the warehouse on South Broadway. Mr. Bosworth was eleceted to fill the vacancy caused by the death of Silas Shelburne.

The following directors were re-elected: Clarence Graves, Frank P. Drake, H. M. Bosworth, Howard Lee, E. H. Doak, J. C. Bosworth. M. Wigglesworth was elected to fill the vacancy on the board caused by the death of Mr. Shelburne.

## The 1921 Tobacco Crop

Despite a general improvement in the condition of the growing tobacco crop of the United States during the month of September, 1921, the new crop will be more than a third smaller than that of last year. The latest available Government statistics show a general average condition for the entire country October 1 amounting to 75.6 per cent, which was an improvement over the previous month of 5.1 per cent.

The actual yield predicted for the current year is placed at 991,564,000 pounds, which will be a decrease of 516,500,000 pounds, or approximately 34 per cent compared with the final estimate of the crop of 1920. The improvement in the various producing states during the month of September, however, caused an additional 43,240,000, or 5 per cent, to be added to the forecast for this year.

The following is a summary of the condition of the tobacco crop of the United States on October 1, 1921, and the predicted yield therefrom, as indicated in the latest available Government statistics:

| STATES. | Condition Oct. 1 | Forecast, Pounds |
|---|---|---|
| Massachusetts | 94.0 | 16,300,000 |
| Connecticut | 95.0 | 39,406,000 |
| New York | 95.0 | 3,168,000 |
| Pennsylvania | 93.0 | 57,139,000 |
| Maryland | 65.0 | 12,422,000 |
| Virginia | 57.0 | 83,806,000 |
| West Virginia | 85.0 | 7,116,000 |
| North Carolina | 63.0 | 196,006,000 |
| South Carolina | 65.0 | 52,954,000 |
| Georgia | 65.0 | 9,500,000 |
| Florida | 82.0 | 3,969,000 |
| Ohio | 84.0 | 38,993,000 |
| Indiana | 80.0 | 11,024,000 |
| Illinois | 86.0 | 566,000 |
| Wisconsin | 92.0 | 61,180,000 |
| Missouri | 84.0 | 4,927,000 |
| Kentucky | 85.0 | 337,068,000 |
| Tennessee | 78.0 | 53,945,000 |
| Alabama | 70.0 | 1,348,000 |
| Louisiana | 85.0 | 280,000 |
| Arkansas | 83.0 | 447,000 |
| United. States | 75.6 | 991,564,000 |

The states of Kentucky, Ohio, North Carolina, Pennsylvania and Connecticut, among the largest producers, contributed mainly to the increased forecast for the month of October. The condition as of October 1, 1921, is 6.4 per cent under the average for the ten-year period preceding.


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Cameron Tobacco Company
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*Manufacturers of*

*High Class Smoking Mixtures*

"OUR LEADERS"
Eutopia--Jefferson--Kiltie Mixtures

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Old Hill Side Smoking Tobacco
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
CLOWN CIGARETTES
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
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If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

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The Largest Tobacco Seed Growers in the World
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DEALERS IN DOMESTIC TOBACCO
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165 Water St., New York

# Connecticut Growers Have Wanted "Dampness"

## The Desired Frosts Have Come—Tobacco May Soon Go Into Bundle—Buyers Can Then See What They Are Getting—Methods of Recent Years Unsatisfactory—Census of 1921 Crop Taken.

HARTFORD, Oct. 29.—The continued clear weather has not given the growers an opportunity to take down but very little, except in a few cases where the crop was taken down early.

The past week there have been sharp frosts and most of the growers prefer to have their tobacco hanging until such frosts have come so as to freeze out any possible mold or other fungus that may have become attached to the leaves hanging near the ground on the bottom tiers.

### Ought to Be Ready Now

In the advent of a good damp time now growers will take down all that they can possibly handle and get it into the bundle ready for assorting. The majority of the growers have taken down but very little, if any, and are now "praying" for a "damp" so that they can get their tobacco down and then know what they have got to offer the trade, as the majority of the growers feel better satisfied to sell their crops when both the buyer and themselves absolutely know what they are bargaining. The way the tobacco has been bought the past few years has been unsatisfactory to both the seller and purchaser, as the sales were made when the tobacco was still standing in the fields and no one could know how it would cure on the poles.

### May Obviate Wrangles

The tobacco bought under such conditions could only be bought under broad conditions, which were that the crop was to be delivered in merchantable condition, and there has been differences of opinion as to the definition of "merchantable condition" and there has been many controversies which have been unpleasant and had to be settled by the courts.

The majority of the growers contend that the time to sell their crop is when the buyer can see what he is actually buying, that then is the only time when values can be intelligently placed on the crop.

### Some Shipments Made

There has been some increased activity on 1920 tobacco, and during the past week several shipments have been made, which are to a certain extent relieving the storage room of the warehouses, and at the present time there is more tobacco in cases in many of the warehouses than is ordinarily the rule at this season of the year.

There is still some call for filler and low grades; filler prices are low, ranging between 6 to 8 cents per pound on the scale.

The growers who cased their 1920, are now having it sampled and are anxious for the market to open so that they can sell out their packing as many of them are finding some difficulty in holding both the 1920 and 1921 crops, both crops having cost them more to produce than any previous crops grown in the Valley.

Many of the growers who refused to accept prices that they were offered for their 1920 crop, when the buyers were out after it now regret that they did not sell as the prices now offered are much less and the grower will have to meet with loses in holding the 1920.

### May Pool Fertilizer Orders

Fertilizer men are among the growers for 1922 business, but very little has been done, as the prices asked are still altogether too high in the opinion of the growers, and there is considerable talk among the growers of pooling their orders for the chemicals and either adopt home mixing or have some responsible men mix the goods as ordered, as those who did it last year claimed that they got better analysis and at a much lower figure on the ton basis.

However, the majority of the growers are not ready to talk or make many plans for growing another crop until there is some movement started to clean up that which they already have on their hands.

### A Connecticut Tobacco Census

For the first time in the history of the cultivation of tobacco in Connecticut has a census been taken by towns and varieties and the one just taken shows that the acreage of Havana seed was greatly reduced in 1921 in several towns, and that Broadleaf was planted in large acreage to replace the Havana seed, more especially in Suffield, Windsor, Enfield and Windsor Locks, which formerly grew Havana seed almost exclusively. The census was taken by the New England crop statistician, V. A. Sanders, with the assistance of the various county Farm Bureau Agents and growers. These figures are thought to be very close to absolute accuracy and the acreage of Shade has been checked up carefully by Dr. Chapman and is supposed to be absolutely correct.

The total as given for Connecticut is 30,519 acres, of which 26,851 acres were grown in Hartford County.

### Types Grown

The types grown are Havana stalk, Havana primed, Broadleaf, Shade and the new hybrid known as Round Tip, are growing fast in favor.

**Connecticut Tobacco Acreage for 1921, Crop as shown by Census**

| Hartford County, Town of | Havana Stalk | Havana Primed | Broadleaf | Shade | Round Tip | Totals |
|---|---|---|---|---|---|---|
| Avon | 70 | 20 | 14 | 40 | 0 | 145 |
| Bloomfield | 256 | 0 | 31 | 312 | 0 | 599 |
| Canton | 90 | 10 | 0 | 12 | 0 | 112 |
| East Granby | 721 | 110 | 64 | 210 | 0 | 1105 |
| East Hartford | 30 | 148 | 2528 | 100 | 9 | 2815 |
| East Windsor | 0 | 250 | 2734 | 62 | 18 | 3064 |
| Enfield | 519 | 149 | 1086 | 483 | 40 | 2277 |
| Glastonbury | 0 | 67 | 1817 | 0 | 0 | 1884 |
| Granby | 428 | 38 | 39 | 143 | 0 | 648 |
| Manchester | 0 | 40 | 807 | 380 | 13 | 1240 |
| Simsbury | 499 | 138 | 30 | 504 | 2 | 1168 |
| South Windsor | 0 | 0 | 3389 | 330 | 26 | 3745 |
| Suffield | 1600 | 159 | 1743 | 619 | 15 | 4136 |
| Windsor | 641 | 156 | 444 | 1489 | 59 | 2788 |
| Windsor Locks | 155 | 30 | 575 | 231 | 0 | 991 |
| Other towns | 40 | 36 | 59 | 0 | 0 | 126 |
| Total Hartford Co. | 5048 | 1346 | 15,360 | 4,915 | 182 | 26,851 |
| Tolland County | 40 | .... | 1,340 | 716 | 28 | 2,124 |
| Middlesex County | 244 | 238 | 117 | .... | .... | 599 |
| Litchfield County | 649 | 50 | 18 | 48 | .... | 765 |
| Fairfield County | 180 | .... | .... | .... | ..... | 180 |
| | 6,161 | 1,634 | 16,835 | 5,679 | 210 | 30,519 |

A similar census is now being taken in the Massachusetts tobacco section of the Connecticut Valley and should be completed at an early date.—X. Y. Z.

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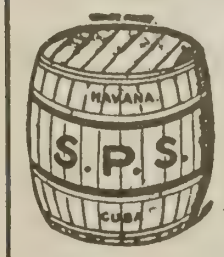

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LEALTAD, 110, HAVANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

# Red Fire Up-State But Not Glittering for Trade

## After Election, Though, It May Be Better, So Hopes the Hot Chair Club—One of the Sullivans Puts the Blackstone Punch in Troy—Sure, Battle Ax Went Over Without a Ford—Starting Off With a Million Cigars.

New York State Capitol District,
Red-Fire-Week, 1921.

"What's that music, Sam, 'nother Radical-Red parade?" Jim Stubb inquired from his County Chairman's seat with the Hot Chair Club, still in extraordinary session with Stubb & Ash, Inc., jobbers and retailers to tobacconists everywhere. "Seems to me we're having more politics than business this last week, anyway!"

"Such a shame, ain't it?" groaned Sam Ash, after selling two ward heelers three stogies to smoke at the meeting of their opponents. "Here we got it ev'rythin' ready for a fine Fall and Winter trade—an' where is it? Instead o'buyin' smokes, y'unnerstan', them schnorrers is spendin' all their jack for red-fire!"

### Rensselaer County Gets One, Too!

"Guess I'll have some pyrotechnics in Troy soon!" spoke up Velvet Sullivan, the former Liggett & Myers' adjutant o'Rensselaer County, as he hurried into the Committee on Enrollment. "Reason is that I have just signed up with the Dearstyne Brothers Tobacco Company here in Albany for the Blackstone account across the river.

"Starting out today with Earl Goodrich, I will tackle one of the new Dodge chariots, with the distribution direct to the dealer. All window displays and other advertising will also be done in Troy, and the surrounding domain, with my little outfit. Nothing else will be sold except the Waitt & Bond products, Blackstone and Totem cigars."

### Where Was Hank Ford in 1899?

"Opening up in great style, ain't you?" annotated Jim Stubb, shifting his cramped position a trifle to reach for a box o'genuine Swedish safety matches made in Barberton, Ohio. "So unlike the first days when I went on the road, peddlin' Battle Ax for twelve cents the pound, sixteen ounces net, tax paid!

"Then I hiked off through Herkimer County, sometimes working the Adirondacks three or four weeks at a clip in the dead o'winter. Sure, I had a rig—a open-faced top buggy with a rangy bay nag who never had me pinched in a speed trap nor in a traffic jam!

"At that time, I believe, Mister Ford was vulcanizin' bike shoes, and wonderin' how much a million dollars really was! Now, you boys trot off in your double-sixes, all wrapped up in a bigger-than-weather mackinaw, like Leo Greenwald here, who only comes in once a year!"

### Sometimes Leo Drops Off Here!

"You're right, I haven't been in Albany in some time," assented Leo Greenwald, toddling into the chapter rooms of the Committee on Semi-Occasionals with his Interboro Cigar Company valise and green umberel. "But one reason is our factory rush on certain cigars. Two such oversold brands are the Flor de Melba and the John Ruskin.

"Everyone wants ten-cent goods now. Nickel stuff, too, is coming back strong. Eight, seven and six-cent cigars died with the war. But Manila brands are in especial favor. Big sizes, regular coronas for a dime, are what the smokers want, say the jobbers. And that's what I'm givin' 'em, along with nice holiday packings for ye olde yuletide trade."

### "Send Us a Million!" Said They

"Got to tell you a bone I pulled, though," grinned Leo, letting his belt out two more notches, so he could calc'late-to-set with the Hot Chair Club delegates. "It was some time since in Rochester. Yep, I stop off there, too, occasionally. This trip I wandered into a big grocer jobbing house up there, just because someone told me they had a live cigar department, I guess.

"Anyway, the cigar buyer had an office, desk, n'ev'rything, including a glass top on the desk. Under this here glass there was a puzzle map o'New York State, with Pennsylvania thrown in for good measure and running over.

"On the map there were small red, white and blue thumb-tacks. All over the Rand-McNally they were, too, projectin' out from every tank-town in the two States, it seemed.

"So when the boss admitted that these patriotic tacks each represented a salesman, and that the firm covered the whole blamed territory like a damp blanket, I wasn't a-tall s'prised when he said he'd take a million Cobs, delivery 50M per week with our usual advertising co-operation, such as we placed in Chi for the Sprague-Warner people.

"This was all fine, but when I got down in Pa I found out that the provision house sold only grocers—no cigar people a-tall, and there I was all tied up with an exclusive territory agreement! Fact of the matter was, I didn't stop to think, when closing the deal, that a grocery wholesaler usually sold to retail grocers exclusively, leaving a pile of real cigar store and drug firms without my product in productive acreage!"

### Every Day's a Birthday, Leo!

"Ran across a chap down in Phillie, though, who sure plowed his acreage!" went on Leo, slipping three more holes in the belt as he continued to talk to the Committee on Taverns. "He was in Green's Hotel, right there on Chestnut street, you know.

"And I blew in there one day, prob'bly the first time I'd ever run in the place, so far's as I know. Never seen the fella back o'the desk, anyway, and I'd bet on it! Just the samey, he nodded, smiled, pushed the frisky fist across the hotel-register, called me by name, wanted to know how the good-ole-cigar-business-was, and all that.

"Had me guessin', I'll say! Couldn't place him, nohow! But he shoved me in a nice room at a fair price, and I figured I should kabbible. Particularly, because every house in Philadelphia was jammed to the doors that night, clear down Broad street from the Adelphia, Bellevue-Stratford, and so on, to the wharf in Camden.

"Well pleased I was, then, I tell you! But, as I came downstairs again, this same clerk leaned over the desk, beckoned me to his ear, and whispered that his father had a birthday tomorrow, and would I——.

"Sure I would, and I did! Came across with the smoke merchandise just as though it was a gift to President Harding, with the compliments of the Lucy-Gaston-Page-Association! Then I sat down in the writing room to think, wondering how that gink got me for my name and business, then for the cigars!

"Gave up the riddle after a minute, and was about to make up my day's business to mail the firm, when in skidded Eddie Hanover, who travels out o'Providence with a line o'ten-cent jewelry. Right away Eddie makes me in the corner, and comes hoppin' over, three jumps at a jump.

"'Hey, Leo, tell me sumthin', wilya?' pleads the jewel-king, shakin' hands like he knew I knew what he wanted to know. 'Who is that bird back o'the desk? Do I know him? He's hip to me, anneyways—callin' my nom, number, biz, an' all. Then he lined me up with a purty fair den, soaked me half-rate, he says, an' sotto-voiced that his nine year ole sister has it a birthday or some'thin' tomorrow, an' wants it I should give him a lavileer for a souvenir!'

"Well, I kidded Eddie into thinkin' this here thing was all right, never lettin' on that he soaked me, too, for his pop's big-time. But I slams over to the desk in the mornin', when I checked out, an' I says to this same clerk, says I:

"'Now see her, Freddie, or whatever your house-name is, howinell did you tip me off when I walks in here yesterday, hey?'

"'Easy, Mr. Greenwald, easy! Just lamped over to the mail desk when you first came through, askin' for your letters from home, an' so-on. Some of

them epistles, y'know, stated on the upper left hand corner that you was mostly on the road for a cigar house, and the typewriter gave away your full name and address in purple ink! See you again, Mr. Greenwald—hope the cigar business is much better then—good day to you, sir!' And I ask you—ain't such a goof as him entitled to a box o'cigars, teclapearl necklace thigamajig, an' whatever safety razors, bon-bons, an' the like he can cop out with a fringy trick so antique as that, huh?"

**Hi-Yi Cabot Sold the Virgin Leaf**

"Antique tricks is sometimes great stuff, y'unnerstan'," insisted Sam Ash, keeping a vacant spot in the cash-register for the influx of Federal Reserve notes ultimately to be exchanged, after election, for cigar merchandise. "Mebbe yuh should remember Hi-Yi Cabot, the chap who introduced Virgin Leaf here for the ole D. H. McAlpin Company, hey?

"Well, this here Cabot was a hard worker, unnerstan' me. He had funny idears on how to sell tobacco, but he got away with it, alright. Day and night he worked, nu matter how it should even rain or snow. Travelin' always in them days, either with a hoss an' wagon, on jerk-line railroads—what'd he care so long as he sold the goods?

"Half the time Cabot worked in town or country all day, then hopped a freight for night travel to the next county-seat. Any caboose on a freight was a lil' bit o'alright for Cabot. Snoozed in that the same as if he was bein' pullmaned on the Wolverine Special, y'unnerstan'.

"Or, if he happened to be awake when the duster rolled through a station at midnight, an' they was even three people on the platform asides the express-agent, Cabot would lean outa the window yellin': 'Hi-yi, hi-yi, hi-yi—Virgin Leaf!' An' he'd swing back an' forth a cloth banner or waxine sign to center attention on his stuff.

"Even if the loco just stopped a second for water or orders, off jumped Cabot to tack a sign on a friendly Western-Union pole! Every fence in this here Capitol District then had a Virgin Leaf poster on the top-rail, else Cabot hadn't been through that way yet!

"Eatin' or sleepin', nu difference, Cabot breathed Virgin Leaf! He couldn't set down to a table without tellin' all the other bean-jugglers that Virgin Leaf was a rattlin' good chew, better yet than anney fine-cut on the market, unnerstan' me.

"An' while fine cut was sellin', Jim, this here Hi-Yi Cabot sure had a lotta people interested in Virgin Leaf. Some of 'em just bought it outa curiosity, I guess, to see what Cabot was makin' all that there noise about. But, after the investigation, they seemed to like the tobacco which Hi-Yi Cabot kept yellin' about, nu doubt about that!"—THE SMOKER.

**Opens New Cigar Store**

MARINETTE, Wis.—John Krummel has opened a new cigar business in the Skubitske block here.

**New Cigar Store and Newsstand**

BYRON, Cal.—Raymond DuBois has opened a new cigar store and newsstand at 8 North California street.

## New York Doings

(*Continued from page 8*)

Philip Morris & Co., 72 Fifth avenue, indicate that he is in a fertile field.

* * *

**Booking Orders in Buffalo**

Vic Lopez has recently been booking orders in Buffalo for Julius Klorfein's Garcia Grande cigars. He and his fellow salesmen are keeping the Klorfein factories pushed to the limit of production.

* * *

**Robinson Joins Benito Rovira**

M. Robinson, formerly of the General Cigar Co., has joined the ranks of the Benito Rovira Co., 315 East 62nd Street, He started out on the road without wasting any time, and at present is in St. Louis.

* * *

**Having Splendid Success**

Samuel Fisher, of Storm, Fisher & Co., manufacturers of Soneda and Lord Temple cigars, 126 Maiden Lane, is making a triumphal tour of the mid-west. He was in Chicago a few days ago from where he sent a glowing report.

* * *

**October Gave Good Account of Itself**

John H. Goetze, vice-president and treasurer of John H. Goetze & Co., tobacco importers, of 203 Pearl Street, says that business is picking up speed remarkably fast. October showed vast improvement over many of the immediately preceding months.

* * *

**Stahl Sees Improvement**

Cheery optimism pervades the cigar factory of Jacob Stahl, Jr., & Co., 339 East 93d street. Some substantial holiday orders have been received lately from the Eastern states, while the Middle West and the Pacific Coast are two other sections showing well on the Stahl books.

* * *

**Kleiner Sends 'Em Out**

Sam Cohen has taken a little trip up New York State with Marie Antoinette, and just to show that there's no hard feelings, August Solomon has departed with the same lady for the state of Ohio. E. Kleiner & Co., 320 East 63rd Street, sent both expeditions forth with blessings.

* * *

**Paying His Respects to Chicago**

Amadie Levie is making it his business to see that Chicago smokers are supplied with Garcia Grande cigars. He hit the Windy City several days ago, and his reports to Julius Klorfein's office, 476 Broome street, show that he did not get there before more Garcia Grandes were in strong request.

* * *

**Powell Tries Shade Grown**

Leopold Powell, of Leopold Powell & Co., cigar manufacturers, 408 East 93d street, has just received a small shipment of the new crop of shade grown tobacco from Connecticut. A few cigars have been made from it, and have proved more than ordinarily attractive, though the leaf is not quite seasoned enough as yet for smoking.

* * *

**Studying the New York Situation**

Arthur Chanin, tobacco grower of East

(*Continued on page 28*)


SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
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COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK
Main Depot.....22 Fourth Avenue, New York City
Harlem Branch.....179-185 East 116th St., N. Y. C.
Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch.....Hudson & Clinton Sts., Yonkers, N. Y.
Staten Island Branch.....1189 Castleton Avenue, West New Brighton, N. Y.
Jamaica Branch.....22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch.....114-116 Ocean Avenue, Patchogue, N. Y.
Bronx Branch.....4561 Park Avenue, New York City
Newburgh Branch.....Cor. First & Chambers Sts., Newburgh, N. Y.

GARCIA GRANDE
Mild Havana Cigar
STANDARD MAINTAINED ALWAYS
Jobbers feature the
*GARCIA GRANDE*
for
*Reason No. 1.* They can always rely upon its uniform quality.
*Reason No. 2.* The smoker, the final judge, always comes back for more.
J. KLORFEIN, Manufacturer
476-478 Broome St. NEW YORK 62 Wooster St.

STICK TO Cinco - IT'S SAFE

8c.

EISENLOHR'S Cinco CIGARS

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

FLOR DE
MANUEL
CIGAR

"THE BLEND THAT MAKES HAVANA MILD"

ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

THE TOPIC OF THE DAY

Mild Havana Cigars
10c—2 for 25c
Corona Size 15c

Wherever they go they leave satisfied smokers and have proven to be the best seller where high grade cigars predominate.

BOBROW BROTHERS, Inc.
*Manufacturers*
Philadelphia Penna.

# Philadelphia Dealers Making Various Drives

## P. Lorillard Co. Pushing Beech-Nut Cigarettes—Retailers Making Strenuous Efforts to Enliven Business—David Label Charged with Buying Stolen Cigarettes, Held Under $5,000 Bail—Live Topics Tersely Treated.

PHILADELPHIA, Pa., Nov. 1.—The P. Lorillard Co. has been making a special drive on Beech-Nut cigarettes. Jobbers have been giving a package of Helmars gratis with each carton of Beech-Nuts. Rebates of 35 cents on 10,000 Turkish cigarettes were offered by some of the distributors.

### The Order of the Day

Other drives are being conducted by many retailers and manufacturers as well. The Sterner Store, 20 North 12th street, is featuring Madame Butterfly and Falk's Serene Tobacco. It is also making specially attractive offers on pipes, each pipe previously having been cured by the Sterner method, which immediately seasons it.

The Holt Cigar Co., 14-16 South Broad street, is conducting a cut price sale of 250,000 Lord Baltimores.

The Scarlett store features Garcia Grads, Garcias, La Azora, El Sidello and the nationally advertised smoking tobaccos, together with the established cigarettes at cut rates.

The Philadelphia distributing branch of the General Cigar Co., 1147 North 4th street, is conducting an advertising campaign on the White Owls, three for a quarter.

Antonio Roig & Langsdorf are widely advertising Girards in the new packet of ten, retailing at $1.35.

### Oversold and Still Selling

Allen R. Cressman's Sons, whose factories in this city, Allentown, Camden, Tylersport and Bethlehem are working at capacity production and still are oversold. During the week they added to the sales force Chester B. Koontz, of Norfolk, who will work with the new distributors in that territory, the Queen City Cigar Co. October was the best month of the year for the Cressman company.

### Want More Bayuk Cigars

Secretary Harvey L. Hirst, of Bayuk Brothers, has returned from an extensive Western trip. He visited Kansas City, Chicago, Toledo and other centres. He reported that distributors everywhere complained that they could not secure enough Bayuk goods promptly to fill their requirements. Clyde L. Davis, of the Old Dominion Tobacco Co., paid headquarters a visit during the week. The Bayuk Co. is now packing its popular five-cent leader, the Charles Thomson, in twentieths to meet many urgent requests for this packing.

### David Label Arrested

Quite the most sensational development of the week was the arrest of David Label, owner of a chain of cut rate cigar stores with headquarters at the northwest corner of 15th and Arch streets and president of the Retail Cigar and Tobacco Dealers' Association now in course of organization, on the charge of receiving stolen goods, specifically cigarettes valued at between $4,000 and $5,000 which, it is charged, were stolen from Pennsylvania Railroad freight cars at the Bustleton siding. He was held in $5,000 bail, although at the preliminary hearing he asserted that the cigarettes which have been identified by Pennsylvania Railroad detectives as part of the loot, had been purchased by him in a legitimate sale, and that he had a bill of sale for them.

The arrest followed raids on Label's establishments, at which it is claimed there was recovered stolen property valued at nearly $5,000. Testimony was offered at the hearing that detectives had found 235 cartons of cigarettes in the Label warerooms which they identified as part of the property stolen from a freight car standing on the Bustleton siding on September 11 last. They testified further that this theft was only the last of a series in the same general vicinity and that the aggregate of losses to the railroad ran to over $20,000. The detectives furthermore averred that they found in the Label stores wrappers from two or more shipments answering the description of tobacco covers reported stolen several months ago. After his arrest Label was taken to City Hall and released on entrance of bail on a copy of the charge. The following day he was arraigned before the presiding magistrate in the City Hall Court. Testimony was given by City Detectives Bentz and Boyle and Pennsylvania Railroad Detective Keyser. The detectives and Label angered Magistrate Macleary when they failed to respond to the calling of their names. The court officer said that they were in the adjoining corridor discussing the case. When counsel for Label explained that he and his client and the detectives had been discussing the case and that they had agreed to postpone the hearing for a week the magistrate criticized them severely; said he would hear the case in his court at once. The detectives then testified to the recovery of several hundred cases of smoking tobacco which had been identified as stolen from Reading Railway cars. Label denied knowledge that the goods were stolen and averred he would produce a bill of sale. He was held in $5,000 bail.

### Mayer Activities

Additional hands are being engaged by Sig C. Mayer & Co., both at the factory at Hallam, Pa., and the local factory at 4th and Cherry streets, in the effort to get goods out on time, particularly the large holiday orders now being received. The firm reports being oversold on its leaders, Rey Oma and El Wadora. The company manufactures a large number of other brands for special trade.

### Has Eleven Sizes on Market

President Samuel Olster, of the Ruyera Lopez Cigar Manufacturing Co., 3d and Race streets, is making an extensive Western trip which has been signally successful in the booking of orders. He is in Detroit this week. Capacity production is assured until the close of the year or beyond. The firm has now eleven sizes on the market.

### A New Ten-Cent Size

Morris Cravis, of the Progressive Cigar Corporation, 12th and Race streets, who has been ill for the last six weeks, is convalescing at Atlantic City and is expected back at headquarters at the close of this week or the forepart of next. The company is placing on the market a new 10-cent size of the popular Madame Butterfly and repeated orders already have been received.

### Making 44 Cigars Exclusively

The factory at 8th and Willow streets, for many years occupied by T. J. Dun & Co. and now a branch of the Consolidated Cigar Co., is being operated exclusively on the 44 cigar. It is under the management of Superintendent Ables.

### Good Orders from South

Edward M. Laing has left the city for a month's trip through Pennsylvania and New York states in the interest of the P. C. Fulweiler & Bro. Co.'s Lew Wallace and La Madrid. Southern sales for these brands are reported to be exceptionally active.

### In Holiday Attire

The Stratford Cigar Co., Front and Arch streets, is placing on the market attractively boxed packings of 40ths for the holiday trade. W. A. Hall, ad-

vertising manager, called at the Philadelphia factory during the week, running up from Washington.

### Halpern Affairs Adjusted

The financial affairs of the Halpern Cigar Co. have now been adjusted to the satisfaction of the creditors and of the proprietor, and production has been resumed on a capacity basis. During the partial close down there accumulated orders for the firm's leaders, Edmund Halley and Fifty-fifty, which assure the full working of the factory until the end of the year.

H. N. Huesner, of Hanover, Pa., manufacturer of the Doughboy, a leader among the low-priced cigars on this market, visited the trade during the week.

### Seeking More El Producto Cigars

Julius C. Laing, of the Northwestern Grocery Co., Seattle, Wash., was a visitor during last week at the G. H. P. headquarters, anxious to secure a large shipment of the G. H. P. cigars for distribution throughout the Northwest. He also visited the Bayuk Brothers Co.

Al Metzger, of Berriman Brothers, made the trade rounds, showing the firm's special holiday packings.

Morris D. Neumann, has returned to his new factory, 324-326 North Ninth street, from a trip through the Middle West. He booked many orders for the El Tello, made in four sizes, and the El Moriso.

### New Distributors for La Palina Cigars

The Congress Cigar Co., 21 North Second street, reports being almost 6,000,000 oversold. Schwartz & Co., Newark, N. J., have just been appointed distributors for northern New Jersey. The firm is packing the regular 40ths for the holiday trade.

### Reintroducing the Ace

Manager Harold Bedard, secretary of the Juan F. Portuondo Cigar Manufacturing Co., 1110 Sansom street, has just returned from a trip through New York State and northeastern Pennsylvania, where he has been introducing the new Portuondo quality cigar, the Ace, which retails at five cents and which was produced in response to a very insistent demand for a really good, low-priced smoke. It is 4½ inches long, of mild Havana and is well made. The brand was produced before the war and is now being reintroduced. The Ace made the Portuondo firm renowned for five-cent cigar production. Mr. Bedard placed the cigar with distributors in Buffalo, Rochester, Wilkes-Barre and, in fact, all the leading cities of the sections visited. He will soon start on a trip through the Middle West for the introduction of the cigar in the territory, and he proposes to make a considerable addition to his sales force.

### Retailers Will Try Again to Get Together

Inability to secure a meeting place in the Chamber of Commerce headquarters is given as the reason why the proposed call last week for the Retail Cigar and Tobacco Dealers' Association was withheld at the last minute. A meeting, however, is promised for Thursday night of this week, and a call has been issued by Secretary N. W. Mead.

### Prosperity in Other Towns

Prosperity in the cigar manufacturing industry in York, Pa., is reflected in an increase of wages. Heinemann Brothers, operating a factory at Felton, in the York district, have increased the pay of rollers two cents a hundred to 54½ cents. All of the 175 factories at Red Lion, near York, are operating, although some consist merely of the proprietor and members of his family. Others employ hands by the hundreds. Many are in need of additional hands. Just a few months ago a majority of the factories were idle, and all those that were operating were on part time. Ten additional factories were opened in the York district this Fall and a number of additional ones are under consideration.

## Henry L. Porter—Information Wanted

The New York Life Insurance Co. writes to TOBACCO as follows:

**Re: Policy No. 24,240**

"In an endeavor to locate Henry L. Porter, a policy holder, or the relatives of the insured, in order to make payment of the Matured Endowment, we recently addressed W. S. Hostetler, publisher of the *Banner-Press*, of Wadsworth, Ohio, where Mr. Porter lived and did business as a cigar manufacturer at date of application, December 26, 1863.

"We were informed by Mr. Hostetler that the insured moved from Wadsworth to New York City about 1870. There were two children in the family, a daughter, Lillian, and a son, Charles, the latter now being, according to the estimate of our informant, about sixty-three years old. Such is the sum and substance of our information to date.

"On account of Mr. Porter's connection with the tobacco industry, we are making bold to address you in the hope that you may be able to supply information that will be helpful in the attempt to locate our policy holder or his children, Lillian and Charles. We bespeak your good offices to the end that we may find the insured or his heirs and thus proceed to the payment of the Matured Endowment."

Any of our readers who may be able to shed any light upon the whereabouts of Henry L. Porter or his heirs, will confer a favor on concerned, if they will address the Editor of TOBACCO, or write direct to Norman R. Haskell, assistant secretary of the New York Life Insurance Co., 346 Broadway, New York.

### Al Mandel Sells One Store

NEW BRUNSWICK, N. J., Oct. 29.—Al Mandel has sold his Albany street cigar store to Sachs & Benowitz of Perth Amboy. The new owners have taken possession and are very progressive. They will not only sell all the lines of cigars, cigarettes, etc., that Mr. Mandel handled, but candy and perhaps other things as well.

Mr. Mandel still has his George street store and a wholesale business. He sold his Albany street store only because of the pressure of his other business.

### Headquarters Moved

PHILADELPHIA, Pa., Nov. 1.—Hereafter, Baum & Neely, Inc., cigar distributors, heretofore located at 1323 Arch street, will be located at 1425 and 1427 Chestnut street. Wholesale department on second floor.

### New Sweating Room

AKRON, Pa., Oct. 22.—C. F. Steiner, cigar manufacturer, has put up a new tobacco sweating room and is installing a hot water heating plant in the factory.


EL PRODUCTO

When Did *You* Last Smoke an EL PRODUCTO?

**Let's you and us sit down now and smoke one with our *brains* as well as our lips. Let's see if there's any real reason for the demand that has, in a few years, made El Producto one of the great big brands.**

**As you take an El Producto from the box you'll find it as pretty a piece of cigar workmanship as you ever saw. That *ought* to mean a cigar that will smoke coolly, evenly and sweetly to the last inch.**

**And Character? We can't describe it any more than you can. But there's Character to that distinctive blend of choice Havana that can't be copied. You'll find it in every El Producto from 10 cents straight up to 30 cents.**

**When you consider that there is a shape and size for every preference and pocket book—**

**Is it any wonder El Producto is where it is?**

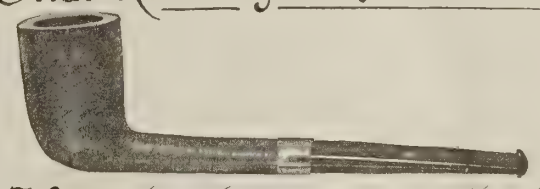
G. H. P. CIGAR CO., Inc.
PHILADELPHIA

*for real enjoyment*

SWEET ROOT

K B&B

Briar Root as Nature made it.



*We take pleasure in calling your attention to our new*

SWEET ROOT
*Line of Briar Pipes*

*Ask for Assortment No 29*

*Twelve distinctive styles for discriminating smokers.*

KAUFMANN BROS & BONDY
33 East 17th St
NEW YORK

*BRANDS THAT BUILD UP BUSINESS*

**VEGA DEL REY**
**BOUQUET DE LA ADA**
**ARRIUS**
**AFFECIONADA**
**CAPITOL CLUB SPECIAL**

**S. H. FURGATCH Y CA., 75th Street & Avenue A., New York**

FREDERIC LEDERER
TOBACCO
106 FRONT ST., NEW YORK
Cable Address: FRELEDER

SAN FELICE
For Gentlemen of Good Taste

The Nations Choice
for a Quarter of
a Century

Now Banded

The Deisel-Wemmer Co.
Makers, Lima, Ohio

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

E.M. SCHWARZ & CO'S MOZART & LOVERA
G.J. JOHNSON CIGAR CO'S DUTCH MASTER
44 CIGAR CO'S ADLON & 44
Consolidated ~ Cigar ~ Corporation's Standard Brands
Head Office
81st Street & East River
New York
S.I. DAVIS & CO'S EL SIDELO
T.J. DUNN & CO'S HARVESTER & BACHELOR
LILIES CIGAR CO'S LA AZORA

# Chicago Business Hurt by Lack of Co-Operation

## Price-Cutting and Other Evils Flourish as Result of Non-Cohesion Between Dealers — United-Schulte Negotiations Aroused Lively Interest—Numerous News and Trade Notes.

CHICAGO, Oct. 29.—That dealers in Chicago's cigar fraternity are not co-operating for the best interests of the industry and are consequently injuring their own business, is the opinion of one of the city's leading retailers. The fact that price cutting in cigarettes has broken out all over the city is due to the fact that there is no co-operation here amongst the independents who are trying to meet the "cuts" offered by the United and Schulte chains. Lack of an association has hurt the retail trade greatly and the quicker the dealers get together the better off they will be.

### A "Cut for Fair"

The Fair offers a sale of 150,000 Val Roma cigars which were purchased from the manufacturers; 3 for 50 cent Senator size, are sold at 3 for 25 cents; 15 cent Ambassadors, Cabinets, Corona and Epicures also go at 3 for 25 cents; 2 for 25 cent Perfecto, Panatella and Media Perfecto, at 2 for 15 cents; 10 cent Dinies and Blunts at 3 for 20 cents. Besides special reductions by the box a special 5 per cent discount is given in lots of 1,000 or more.

### Rob Freight Train of Cigarettes

Five armed bandits held up an Atchison, Topeka and Santa Fe freight train a few days ago, thirteen miles out of Chicago, and stole thirty-eight cases of cigarettes.

Newspaper, trade publication and advertising men of the United States and Canada are meeting here this week in their annual convention.

### Going After Holiday Trade

Hickey Bros., Iowa's most progressive cigar merchants, are going after the holiday business strong. They have just closed with the Thomas Cusack Co. to have placed in Davenport and Rock Island, Ills., 32 billboards 10 feet by 25 feet in size, showing the Cusack "holiday dress" Santa Claus, Christmas tree and all with a big space for Hickey Bros. Christmas gifts. Each sign is made of eight attractive colors. The great success of Hickey Bros. has been their advertising stunts combined with courtesy and only the best merchandise that the market affords.

The news that came out Thursday in the Chicago newspapers regarding the United Cigar Stores Co. and the Schulte chain negotiations caused quite some excitement in the local trade.

### Will Have Time to Smoke, Anyway

"Man-made time" will give place to nature's time tomorrow morning at 2 A. M., when Chicago's clocks will be turned back one hour. Daylight saving time will come to an end after reigning since April 24.

### Imported Brands Reduced

The United Stores are offering imported cigars at reduced prices. Perfectos go over the counter at 30 cents and Belvidere size at 20 cents.

### Well Pleased with Sales

Harry Lewis, of I. Lewis Cigar Mfg. Co., Newark, N. J., after a few days visit, left here Wednesday for St. Louis, where they are placing on the market again their Cobs cigars which now retail at 5 for 15 cents. He is well pleased over the sale of John Ruskin and Flor de Melba cigars in this territory.

C. A. Paulson Co. is about to add two new retail stores to its present chain. Both stores will be opened on the northwest side.

I. Lewis Cigar Mfg. Co. is now conducting a newspaper campaign here on the John Ruskin cigar.

### A Cigarette Proposition

Liggett & Meyers Tobacco Co. is now offering a gratis deal on each 1000 of its cigarettes. The company gives free to the dealers with each 1,000, two 10-cent packages of Chesterfield cigarettes.

### A Five-Cent Cigar Display

At Louis Deutsch & Co., 21 North Dearborn St., is seen one of the best and largest window displays of 5 cent cigars that has been shown in the loop for many years. The brand that is featured is the Romeo-Garcia Resago made by Harris & Son Cigar Co.

### Good! Keep It Up

"Think prosperity, talk prosperity and you will have prosperity."

### New Manager on Job

The Mi Lola Cigar Co., of Milwaukee, Wis., has placed F. W. H. Clarke in charge of the Chicago and nearby territory. Mr. Clarke is an experienced cigar salesman and with the well-known Mi Lola brand of cigars in back of him, he will surely meet with great success here.

### A Recent Visitor

R. E. Tucker, Jr., sales manager of the high grade department of the American Tobacco Co., was a recent visitor.

### On Business Bent

Eddie Nicholas, of the organization department American Tobacco Co., New York office, was here on business.

Up on the north side there are many Fatima window displays now showing. Dealers report a good sale on this brand.

### Exposition On

The "Uptown Chicago" exposition opens at the Broadway Armory, Nov. 1 and will run to Nov. 6. It will be a big boost for the north side merchants and will attract thousands of visitors.

### A Cut Price Sale

Tibbetts & Garland, the "Stop and Shop" store, 16-18 North Michigan avenue, offered a cut price month-end cigar sale, 3 for 50 cent Lozano or Elegante size, while 10,000 lasted, went at $5.95 the box of 50. Imported perfectos, 35 cent size at $6.88 and imported Belvederes $5.23 a box of 25. In this three-day sale such well-known brands as Sanchez and Haya, La Venga, Lucius, Antonio and Cleopatra, La Palina, Garcia Grande and Harvesters were offered at prices far below the standard selling price. In cigarettes Fatima and Omars were sold at $2.10 a carton of 200; while Lucky Strikes, Camels, Piedmonts and Chesterfields went at $1.63 a carton.

### In Surplus Property Sale

The surplus property officer at the General Depot of the U. S. Army sold this week at an auction sale 98,000 packages of Chesterfield cigarettes and 158,000 packages of Lucky Strikes.

### A Classy Display

A very classy Lucius display is appearing in the window of Jos. Slater's store

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC

at 116 North La Salle street. A background of velvet drapes shows to much advantage. Charles Andrae, the manager, arranged this display.

### Arrow Cigarettes

Arrow cigarettes at 20 for 15 cents made by Bloch Bros. Tobacco Co., are on sale here.

### Doing Clever Work

F. B. McDaniel is doing clever work here for Cuesta Rey & Co. He has just placed Cuesta-Rey in the Sisson, Hyde Park and Cooper-Carlton, the leading south side hotels. F. B. devotes his time here for Grommes & Elson Co., who are the Cuesta-Rey distributers. And by the way, he subscribed this week to TOBACCO.

### Going Into Many Stores

Webster, from the Webster Cigar Co., of Detroit, is placed with Steele-Wedeles & Co., wholesale grocers, who are placing this old time brand in a great many of the Chicago stores.

### A Factory Rebate

A factory rebate of $2.00 is now being given the trade on Garcia Grande cigars, which are distributed by Wm. A. Vorhauer & Co.

### An Improved Product

The new Tampa-made Robert Bacon cigars of Grommes & Elson Co., are now on sale. They are a big improvement over the ones that were made in New Orleans and are repeating fast.

### Pushing Philip Morris Brands

Geo. H. Mahon, formerly with M. Melachrino, writes he is now in New York State for English Ovals and the Phil Morris brands. Geo. has many friends in the trade who always boost whatever he has for sale.

Thomas Harbich, who has represented the Mi Lola Cigar Co. here for some months past, is no longer connected with the firm.

### Guess Who!

Reports are out that one of Chicago's leading cigar salesmen has handed in his resignation to take effect Jan. 1. He has connected with a Tampa factory whom he will represent here. Further details later.

### A Cinco Campaign

Half page ads. of the Cinco cigar appear in the Chicago newspapers and the Cinco box is shown on the top of a great many cigar counters.

### Returned from East

Sidney Cohen has returned from an eastern tour. This well known cigar man has an interest in the El Predomino Cigar Co. here which manufactures the Della Casa cigar. Sid will live in Chicago this Winter and will cover considerable territory in this section.

### Opened Good Account

Americus, mild Havana from Francisco-Torre, of Tampa, have been the big Detroit, Mich., cigar house. A handsome opening order was given Robert Ellis who closed this important deal on his recent visit to Michigan.

### In the Interest of Red Dot

Louis Goldstine, who represents Barnes-Smith Co., was here for a few days conferring with his distributers, Marks & Samuels, Inc., who distribute his Red Dot 8 cent cigar. He left here Wednesday for Milwaukee and then on to his Minneapolis headquarters.

### A "Knockout" Order

Bob Ellis, of Sanchez & Haya, has returned from an eastern business tour. Bob has closed the largest month's business he has ever had for his firm. The Mooney-Mueller-Ward Co., of Indianapolis, gave him a "knock-out" order for Americus, which they feature in many sizes.

### Every Boy Works Now but Jake

Jacob M. Rosenberg, of Fernandez & Fernandez, Tampa, has closed his order book for the year. In plain English, Jack has sold the factory out for 1921. His Estos-Si and the Karina cigar he makes for Franklin-MacVeagh & Co., are now on sale in hundreds of Chicago's cigar stores.

### Have Parted Company

The firm of Elfman & Gordon, 423 So. Clark street, has been dissolved. Barney Elfman, a hard working retailer, is now operating the business.

### Received Ex-Premier

Elias A. Condax, of E. A. Condax & Co., served on the reception committee that greeted Ex-Premier Venizelos in Chicago on Wednesday.

### Met a Past Master

Had the pleasure of meeting F. W. H. Clarke, the new Mi Lola representative here, yesterday. Mr. Clarke is a graduate of the old school and high up in the art of cigar salesmanship. For the past eleven years he has featured the Havana-American Co.'s brands through J. & B. Moos, and his past record is sure to serve him well in his new venture. "Just watch the sale of Mi Lola grow under his generalship."

### Imported Mixtures

Anderson, Thorson & Co., 54 East Monroe street, are using the newspapers to feature their new brands of English smoking mixtures which they have just received from London. Sarony mixture, in 4 oz. tins, retails at $1.20. Journalist mixture, 4 oz. tins, $1.10, and Taylor & Breeden, 8 oz. tins, at $2.75. These brands Axel Thorson purchased on his recent visit to Europe They also carry Hudson Bay, Captan, Gallaghers, Frontier, Glasgow, Players Navy Cut, Three Castles, John Cotton, Three Nuns and Sportsman mixtures, all imported brands of smoking tobaccos.

Karl Steinkamp, the popular Evanston dealer, is back from Champaign where he "looked over" the Illinois-Wisconsin football game.

Robert H. Borland has resigned as manager of the Greater Hamilton Club. Harry L. Smith, who has been assistant manager, has been appointed manager.

### To Feature Jose Grande

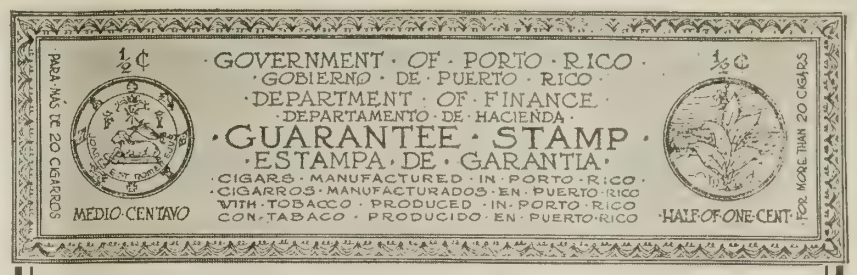
Steinkamp & Co., 624½ Davis street, Evanston, will feature Jose Grande cigars made by Harris & Son Cigar Co. Their opening order for several sizes is now on the way.—H. L. H.

—·❖·—

## Federal Reserve's Summary on Tobacco Production

WASHINGTON, D. C., Nov. 1.—The Federal Reserve Board in its monthly summary of manufacturing and business conditions has the following to say in connection with the tobacco production:

"Favorable weather conditions in certain districts led to an increase in the estimated production of tobacco, the figure for October 1 being 991,564,000 pounds. The quality of the crop in the Philadelphia district is excellent, while it is reported from the St. Louis district that the Burley crop will contain a high percentage of the best grades and that the crop in the western dark districts is among the finest ever raised. Bright tobacco is being marketed steadily on the North Carolina and Virginia markets, and prices seem to be fairly satisfactory to the growers. As the season has advanced, prices have tended to rise, due largely to better grades coming on the floor. Medium to fine grades are bought eagerly, but the prices offered for common tobacco have continued low. Leaf dealers in that district report an active business, especially for cigarette and smoking tobacco, but in the Philadelphia district business is still dull, as cigar manufacturers seem to have sufficient tobacco for their present needs. Sales of cigars in that district continue at about the same level as during September. This is due in part to the receipt of Christmas orders, although these are not in as great volume as in normal years. Manufacturers in the Richmond district are receiving their usual business for domestic consumption, but are as yet doing little foreign business. A tendency towards lower prices is reported, chiefly through the introduction of new brands of cigars and cigarettes."


# STUDY the STAMPS

**when you buy**

# TOBACCO

**from**

# PORTO RICO

**UNDER A LAW RECENTLY PASSED BY THE LEGISLATURE OF PORTO RICO, U. S. IMPORTERS, DEALERS AND CIGAR MANUFACTURERS ARE**

# GUARANTEED

**by that**

# GOVERNMENT

**THAT ALL TOBACCO SHIPPED FROM PORTO RICO COMES UNDER ONE OF THE 3 FOLLOWING CLASSIFICATIONS:**

## CIGARS:—

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd. in P. R. with Tobacco not a product of P. R.*

## TOBACCO:—

*WHITE—Genuine Porto Rican growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries.*
*PINK—Tobacco of Foreign growth.*

## HOW IT BENEFITS YOU

**will be gladly explained by writing or calling on the**

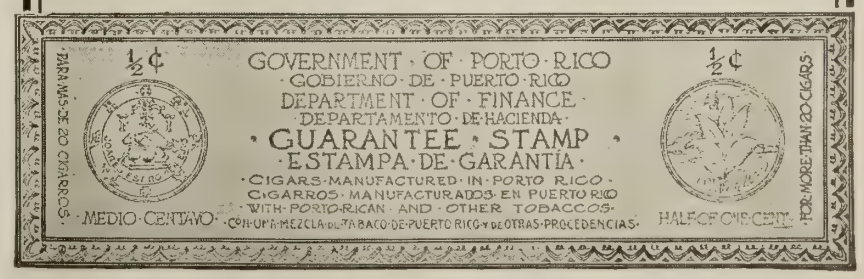
**GOVERNMENT OF PORTO RICO**

## TOBACCO GUARANTEE AGENCY

***J. F. Vazquez, Agent***

**126 Maiden Lane** **New York City**

**Telephone—John 1379**



LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
"Bought When Quality is Sought"
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

All Progressive Dealers Read TOBACCO

# Pennsylvania Tobacco Moving Slow But Surely

**Several Sales Were Effected During the Past Week—Probably 5,000 to 6,000 Cases Remain in Hands of Packers—John S. Bausman Passes Away—Kraus & Co. Re-open Cigar Factory—Great Activity Among Makers of Five-Cent Smokers.**

LANCASTER, Pa., Oct. 29.—This section of the country was visited by a heavy frost two nights this week—Tuesday and Wednesday—and the thermometer went down to 32 degrees for the first time this fall. Luckily all the tobacco has been harvested, and the farmers are certainly joyous over the fact. Late vegetables and flowers, however, were killed and the country is taking on a winter appearance.

### Some Sales Consummated

This has not been a very busy week as far as sales are concerned; still a few have been made and the 1920 crop of tobacco is gradually being bought up and the warehouses are beginning to look empty.

There are possibly 5,000 to 6,000 cases left in packers' hands, and this will be quickly absorbed as soon as business begins to get normal.

### Sold Packing

John Landis, an independent packer at Lititz, Pa., formerly of Baker & Landis, sold his packing this week to Bayuk Bros., of Philadelphia. The lot consisted of about 150 cases, and was only sampled this week. Reported price of the goods is 27 cents—running sizes.

### Two 1916 Lots Change Hands

B. S. Taylor, of Yoe, Pa., bought from the Eisenlohr interests here 350 cases 1916 packing of Wisconsin B's, and Mr. Taylor resold it here to Christ Nolt.

Christ Nolt, local manager and buyer for the P. Lorillard Co., bought from Otto Eisenlohr & Bros. upward of 600 cases 1916 Wisconsin B's for "strip-out" purposes. Isaac Kohler, of Yoe, Pa., was in the market this week and bought heavily of low-grade tobacco for grinding purposes.

### Bought an Unsized Lot

J. H. Lukaher, representing the Belvidere Tobacco Co., of York, was in the market here the past week and bought a lot of 1920 unsized wrapper goods for binder purposes.

Abe Shore, of Horowitz Bros., was here this week looking over the packing of his firm.

### Made Some Good Sales

Robt. M. Granat, of R. M. Granat & Co., local packers, has just returned from a very successful trip to New York, where he sold a big lot of binder tobacco. "Bob" also disposed of over 100 bales of Florida tobacco to York County cigar manufacturers this week. He seems to be very optimistic and says business, both east and west, is improving, and he looks for the return of good times in the very near future.

### John S. Bausman Passes Out Suddenly

The community was shocked this week to learn of the death of John S. Bausman, the oldest and best known broker here. He died of pleuro-pneumonia at the Lancaster General Hospital on Sunday last. He was sick only two days, but on account of his advanced age (he was 76 years old) he didn't have enough vitality to combat the disease, and passed away quickly. "John," as he was familiarly called by his many friends here, was connected with the tobacco business in this city for over 50 years. At the time of his demise he was local buyer for Bayuk Bros. of Philadelphia, which position he had held for years. An honest man, a good buyer, truthful and upright was he, and he hadn't an enemy in the city. Everyone of his friends turned out to pay their last respects at his funeral, and we have lost one of the best liked, and at the same time one of the best judges of tobacco in the county.

While M. Bausman was 76 years old, he didn't look over 60 and was a remarkably well preserved man. He is mourned by a host of friends who always were glad to grasp him by the hand and were always interested in his reminiscences of the tobacco business of 50 years ago. We sincerely mourn his loss.

### New Tobacco Is Coming Along Well

The new tobacco is curing nicely in the sheds. It shows no signs of damage and will go to the tobacco cellars in about six weeks to be stripped and sorted.

### Kraus Factory Reopened

The large cigar factory owned by Kraus & Co., of Baltimore, which is located at N. Prince and Lemon streets, will be reopened on November 1, after having been shut down since May last. This factory, which was formerly the property of S. R. Moss Cigar Co., is one of the largest, most commodious and well equipped factories in the state, and will give employment to upward of 300 cigar makers, besides strippers, packers, shipping clerks, office force, etc., which will bring up their number of employers to over 400, and making their plant a big factor in the hiring of skilled labor in this city. It was closed down last May owing to depressed business conditions, and the company naturally wanted, like all conservative business people, to economize on their expenses. Business with them has improved so much as to necessitate the reopening of this factory. And a large number of orders they now have on hand necessitates the running of their local factory on full time. John G. Berry, for many years connected with this concern, will be the superintendent of the plant. The general manager and foreman is Henry Pearlstein, now of Baltimore, but originally from Lancaster. He has full charge of all the manufacturing interests of the concern.

### Opens New Factory

The Commonwealth Cigar Co., with eight different branches in this and York county, has added another one to the string. It has opened the factory formerly occupied by Sig. Mayer & Co. at Wrightsville. The factory is perfectly equipped, light, airy and sanitary, and has a seating capacity for sixty cigarmakers. This concern is still rushed with orders. Ben Schwartz, of Ephrata, Pa., the general manager, reports to the writer he is over two million oversold. Jos. Schwartz, of Cleveland, who is the broker and salesman for this company, is wiring continually for goods, and the factories are being rushed to the limit and trying hard to keep up with the business.

### York County Factories Busy

The writer has visited the largest and most prominent manufacturers in York county the past week and they all report business good, and state they need cigarmakers more than they do tobacco. Can there be any stronger proof of the fact that the 5-cent cigar has come back to stay? I predicted this state of things months ago through your valuable paper and was ridiculed by some of the largest manufacturers in the country.

### He Who Laughs Last, Etc.

I stuck to my prophecy however, and *knew* what I was talking about, and the fact that *all* makers of 5-cent cigars are busy will remain so, is proof conclusive that I was stating facts.—DICKIE.

OLD PORT 10 for 30c
CUBAN AMBASSADOR 10 for 35c
These Little Cigars Offer a Large Profit to Dealers
H. WEISS, Mfr. 746 Third Ave., New York City

# ONE THING SURE!

Smokers are going to
keep on buying those
Cool, Free-Burning,
Hand-made, Long-filled

# Manila Cigars
## *At Five Cents*

Some smokers will want
Manila cigars that look
better and taste sweeter
at eight and ten cents

**They Can't Be Beat**
**For The Money**

**LIST OF JOBBERS, IMPORTERS AND MANUFACTURERS ON APPLICATION**

**MANILA AD AGENCY, (C. A. Bond, Mgr.)**
**15 William Street, New York**

Telephone: Broad 1015

New OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York



THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

MURAD
THE TURKISH CIGARETTE

Every day MURADS are held higher in the estimation of the men who smoke them.

They are the standard of Taste.

They never disappoint—never fail—never change—

They are 100% pure Turkish tobacco—of the finest varieties grown.

Men are proud to smoke them in any company—on any occasion.

They are the largest selling high-grade cigarette in the world.

The cigarette smokers of America DO prefer Quality to Quantity.

*"Judge for Yourself—!"*

20¢

Amaryas Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World


## New York Doings

(*Continued from page* 21)

Windsor, Conn., is in New York making a study of the tobacco situation. While here Mr. Chanin is making his headquarters with Elias Bunzelman of the Standard Leaf Tobacco Co., 244 Pearl street. He has some important deals pending.

* * *

### Activity in Cigar Business Evident

Geo. P. Bruck, dealer in cigar equipment and supplies, 113 Maiden Lane, says that there cannot be any question about activity in the cigar manufacturing industry. Mr. Bruck declares that he is so busy with orders for molds, presses and other goods that he does not know how to turn to fill pressing orders. He is having calls for the imported Hand-Bottle Sprayer.

* * *

### After a Lapse of Seven Months

Louis E. Prevost, the outside sales representative of H. P. W. Cigarette Co., the manufacturers of exceptional cigarettes, and the H. P. W. Cigar Co., makers of mild Havana cigars, the twin companies, fathered by Horace LeGris, 500 Fifth avenue, is back in the selling harness again after a lapse of seven months. During his absence Mr. Prevost was laid up for physical repairs.

* * *

### Getting Strong Support

English Ovals, the classy cigarette manufactured by Philip Morris & Co., 72 Fifth avenue., are being effectively pushed by an active corps of salesmen, under the direction of Vice-President Frank Swick. They are being efficiently aided in their sales efforts by a strong newspaper advertising campaign, backed up by strong copy and attractive window displays, especially throughout the New England States.

* * *

### Made Brief Visit to Gotham

Frank Strater, secretary of the Havana Tobacco Stripping Co., of Havana, Cuba, after spending a few days at the office of Thomas F. Healy, the New York member of the corporation, at 126 Maiden Lane, left Gotham Friday for Cleveland to visit relatives and friends. He starts from the Ohio city today on his return homeward. Mr. Strater goes by train to Key West, and from there he sails for his Havana headquarters.

* * *

### Wishes 40ths Were Cheaper

According to I. H. MacBride, of Breslin & Campbell, 410 East 68th Street, the only fly in the ointment at the present time is the necessity for charging a penalty of $5 for packing 40ths. If that could be done away with—which it can't—they could sell their Quincy cigars with a letter opener. As it is, they have to send men out for orders, which seems a lot of trouble, even with the holiday business waiting for them.

* * *

### Welcher Factory Hums

Welcher Bros., 530 East 80th street, report that Cyro cigars are being shipped as fast as they are made, and that the factory is operating on a steady basis. Maurice Welcher, who just came back from Chicago with some good orders in his pocket, is going right out there again after more, just as soon as he can attend to a few important details here. He will leave in about a week. E. N. Ackerman will buy a ticket at about the same time, but will depart from the Pennsylanvia Station, bound south.

* * *

### Hither, Thither and Yon

Wm. S. Lakamp, of 113 Maiden Lane, representative of Brunhoff Mfg. Co., of Cincinnati, makers of cigar lighters, cutters, etc., has been hitting the high places at a very rapid rate during the past few weeks. He has visited the important cities in New England, New York State, out into Pennsylvania, Ohio and Maryland. Visited the home office in the Queen City, and some of the other cities two or three times. To say that he has taken numerous life size orders for cigar store accessories lately, is putting it mildly.

* * *

### Making Good Progress

Krapko & Cohen, of the K. & C. Cigar Co., have opened a fine store at 1455 Nostrand avenue, Brooklyn. They are the makers of the Da Dalina cigar and the Marusalo cigar, both mild Havanas, of superior quality. The Marusalo cigar sells from 3 for 25 cents to 10 cents straight, and the La Dalina from 2 for 25 cents up. They have worked up a fine box trade and do a big outside business with some of the best stores of Brooklyn. They are prepared to take care of a good line of out of town business.

* * *

### Rovira Returns from West

J. B. Rovira, of the Benito Rovira Co., 315 East 62nd Street, has returned from a trip to the West with his hearing in perfect condition. He says "They don't holler as much as they do in the East." Jobbers in Kansas City, Denver, Minneapolis, Omaha, and points thereabout, however, spoke loud enough for J. B. to reproduce their words in his order book. R. F. Donovan, who makes his headquarters in Memphis, Tenn., when he is not traveling for Benito Rovira, is at present listening to the voice of the trade in Texas.

* * *

### Lafayette Is a New Brand

The Benito Rovira Co., 315 East 62nd

(*Continued on page* 30)


THE JOBBER AND THE RETAILER
can obtain this

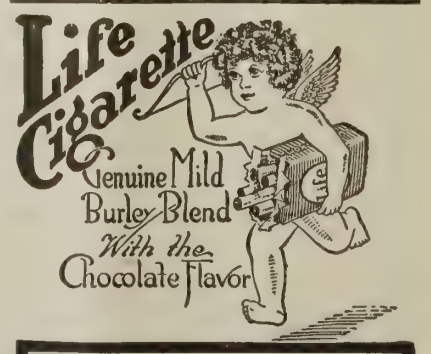
BIG 5c.

straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

ILANG-ILANG
is packed in 100s
*Exclusive territory for*
JOBBERS
Dont Delay—Get this brand for your territory.

Henry Ottenberg
146 Front Street New York

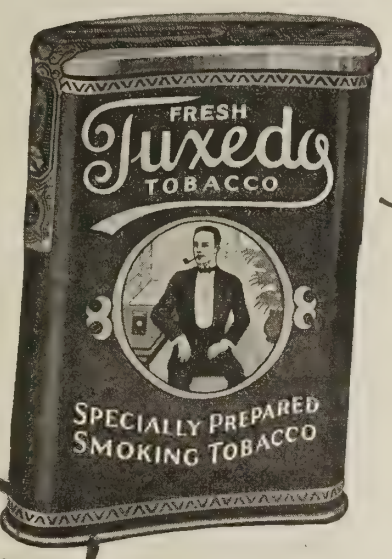





EXCLUSIVE PROCESS
UNION MADE
PATTERSON BROS. TOBACCO CO. TR.
RICHMOND VIRGINIA

# One of the Tuxedo Ads.

88 THE SATURDAY EVENING POST September 24, 1921




fresh
from the factory

We have always guaranteed the quality of TUXEDO—now we guarantee its condition when it reaches you.

To do this the American Tobacco Company has changed its entire plan of distribution. Every modern device for speed—fast trains, motor delivery, and telegrams—has been taken advantage of.

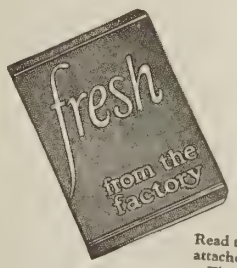
Nothing is overlooked that will clip minutes from the schedule on which TUXEDO is delivered from our factory to your pipe. All this is done because freshness is the essence of smoking tobacco quality.

Today TUXEDO is sold to every dealer in one dozen lots. This makes it necessary for the retail dealer to order TUXEDO continuously but it insures TUXEDO reaching you in fresh condition.

This means that every pipeful of TUXEDO is good and every pipeful alike. You need never smoke stale tobacco again.

© Guaranteed by The American Tobacco Co. INCORPORATED —which means that if you don't like TUXEDO tobacco you can get your money back from the dealer.

fresh
from the factory




Read the little booklet attached to every tin —The story of FRESH TUXEDO.

FRESH Tuxedo TOBACCO

*Reproduced from*

THE SATURDAY EVENING POST

# PARK & TILFORD

are the

# LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

# MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
# TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

## New York Doings

(*Continued from page 28*)

Street, has started making a new brand, the Lafayette. This has a shadegrown wrapper, and represents the first attempt of the company to place such a cigar on the market on a large scale. Decision to produce it was made after an analysis of the market had revealed a decidedly strong demand for such a smoke. Already enough orders have been received for the Lafayette to prove its field unmistakably. It is being made in all the usual shapes, and in the regular packings, to sell at 10 cents straight, 15 cents, and two for 25 cents, with sufficient profit offered to the jobber, and to the retailer as well, to induce both these important links in the chain to devote effort to pushing it.

* * *

### Like Likes It Fine

One of the most active and energetic factories on the East Side of New York is that of the Like Cigar Co., 1459 Third avenue. This has a full staff of employes at work. Recently Peter Tumarkin, a salesman, opened 200 new accounts in Greenpoint and Brooklyn, alone. The company is adhering strictly to a policy of selling no more than the retailer can handle in a reasonable length of time, and thus avoid overstocking him with goods that he may not be in a position to take care of. The result is that its cigars reach the consumer in excellent condition, and a steady stream of orders comes flowing into the factory. A large number of corner and window signs have been placed lately, "The business is there if you go after it." appears to be the motto of the company.

* * *

### La Muna Holds Customers

One day recently Gans Brothers, 467 East 77th Street, counted their customers and the number of years they had been on the books. Since then the whole force has been complimenting itself, for 95 per cent of their jobbers have gone through the war period without any change in relations. According to J. M. Gans, "it will be quite a while before the ball starts rolling" with the speed it should, but when it does, the established clientele will give it some speed. During the war La Muna cigars were in some cases not up to the standard that had been set, it is freely confessed in the Gans office, and without shame, since the situation was unavoidable. Part of the activity at present is directed to building up the quality of the brand—in other words, giving more for the money. Morris Burke, Los Angeles representative, who was in New York recently, has arrived home. On the return trip he made a number of stop-overs and sent back some orders. W. T. Hicks did the same trick in getting back to Montgomery, Ala.

* * *

### The Other Half

One cigar manufacturer, whose factory is not too far from First avenue, has his own idea as to why the Middle West is at the present time, about the best market in the country for smokes. "Sure," he said to a representative of TOBACCO, "sure they sell cigars out there. Why shouldn't they, with all the land they got around them, eh? And that land just crowded, crowded, you understand, with people. They got a population out there what's a population, all standing around close like, in a big circle, if you know what I mean. But here in the East, what can we do? I ask you, what can we do? We got it only half a territory, you understand. You can't sell no cigars in the Atlantic Ocean, you understand. The fishes won't buy them, eh? And the steamer trade ain't worth nothing because when a man gets on one of them big boats he either thinks all the time what a price he's paying, see, or else he's got such a seasickness he wishes he was dead, and you couldn't sell them people cigars not if they was ten cents a thousand. This here East wouldn't be such a bad place if it had a lot of land around it, if you know what I mean, but with half the land under water, what can you expect?

* * *

### La Palina and Kalfon

Team work, when properly balanced, is always more effective than individual effort. This is particularly true of the team-work being done by Meyer A. Kalfon and La Palina. They are properly adjusted to each other.

M. A. Kalfon, the La Palina representative in New York, is a thoroughly experienced cigar salesman, who is well and favorably known to the trade. And La Palina is a high class cigar, made by the Congress Cigar Co., of Philadelphia, and distributed in the New York territory by the high grade jobbing house of B. Wasserman Co., 77 Chamber street. This really makes a triumphant trinity—La Palina, Meyer A. Kalfon and B. Wasserman Co.

Mr. Kalfon says that La Palinas are past the experimental stage in Greater New York and environs. This, he says, is proven by the duplication of numerous repeat orders for La Palina Cigars, which are universally praised by smokers everywhere, and which give dealers such uniform satisfaction, because La Palina is a brand that moves.

Mr. Kalfon has recently been working Brooklyn and New York in conjunction with the Wasserman sales force, and they find that repeat orders come easy as a result of the smoking qualities of this Java wrapped creation, and "our main trouble," says the New York representative, "will be to get enough cigars to fill orders."

### To Be the Semaphore Hereafter

NEEDLES, Cal.—Frank M. Gabbert, who has heretofore conducted a cigar store with side lines, here, has sold out to W. E. Smith, who will conduct the business as the Semaphore.

### Sam and Annie Sell Out

SAN FRANCISCO.—Sam and Annie Cucciara have been succeeded in the cigar business at 3041 24th street by T. B. Anderson.

### Alhambra Cigar Store Sold

SHELBYVILLE, Ind.—Raymond and Morris Compton have bought from Fred Wiseman the Alhambra Cigar Store, at Harrison street and Broadway.


# Don Julian

*Distinctive Havana Cigars*

Manufactured By

GRADIAZ ANNIS & CO.

75th Street and East River, New York

# During the Civil War—

both the Blue and the Grey fought for and smoked "That granulated tobacco made at Durham's Station."

Today as Genuine "BULL" DURHAM this "granulated tobacco" retains all of the fine smoking quality that made it famous before it had trade-mark or name.

## 50 *good* cigarettes 10c

**We want you to have the best paper for "BULL." So now you can receive with each package a book of 24 leaves of [illegible], the very finest cigarette paper in the world.**

GENUINE
"BULL"
DURHAM

Guaranteed by
The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York

# CIGARETTE FACTORY SUPPLIES

Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.

*Write or phone for quick service.*

**New York Cigarette Machine Co., Inc.**
2-6 Elm St., New York. Phone Worth 3820

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

# PERFECT LITHOGRAPHY

CIGAR LABELS BANDS

**American Box Supply Co.**
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK


# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Morro Castle* — Oct. 26

| | Cases |
|---|---|
| Duncan & Moorehead, Philadelphia | 6 |
| G. W. Faber, Inc. | 14 |
| Benson & Hedges | 4 |
| Acker, Merrall & Condit Co. | 7 |
| United Cigar Stores Co. | 15 |
| R. M. Haan | 5 |
| British-American Tobacco Co. | 12 |
| G. S. Nicholas & Son | 4 |
| Park & Tilford | 30 |
| G. Nicholas & Co. | 5 |
| N. Y. & Cuba Mail S. S. Co. | 14 |
| B. Wasserman & Co. | 13 |
| Charles & Co. | 8 |
| Cigars and Cut Tobacco | Cases |
| United Cigar Stores Co. | 1 |

### Tobacco from Cuba

*S. S. Morro Castle* — Oct. 26

| | Bales |
|---|---|
| E. A. Krausman | 25 |
| Order | 147 |
| A. M. Leon | 2 |
| M. Lopez & Co. | 16 |
| Manuel Rodriguez | 13 |
| Shipper | 3 |
| S. Rossin & Sons | 40 |
| Henry Oppenheimer & Co. | 44 |
| S. Ruppin, Inc. | 70 |
| E. Rosenwald & Bro. | 25 |
| Max Schwarz | 222 |
| | Barrels |
| M. A. André | 84 |
| S. Rossin & Sons | 55 |
| John H. Goetze | 13 |
| E. Rosenwald & Bro. | 88 |
| Selgas & Co. | 153 |
| Hinsdale, Smith & Co. | 187 |
| | Packs |
| S. L. Goldberg's Son | 6 |
| Manuel Rodriguez | 15 |
| Shipper | 15 |
| John H. Goetze | 368 |
| Geo. M. Beyea | 9 |
| Bayuk Bros. | 14 |
| Bernard Judae & Co. | 200 |

### Cigars from Porto Rico

*S. S. Tanamo* — Oct. 31

| | Cases |
|---|---|
| Porto Rican Express Co. | 3 |
| United Cigar Stores Co. | 20 |

*S. S. Ponce* — Nov. 1

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 272 |
| United Cigar Stores Co. | 223 |
| André, Ortiz & Co. | 1 |
| Jose Pastrana & Co. | 7 |
| F. Bonilla | 6 |
| Pedro Costa | 3 |
| André, Ortiz & Co. | 1 Barrel |
| André, Ortiz & Co. | 1 Box |

### Tobacco from Porto Rico

*S. S. Philadelphia* — Oct. 31

| | Bales |
|---|---|
| Robert Gans | 14 |
| Stern, Mendelsohn Co., Inc. | 7 |
| E. Rosenwald & Bro. | 38 |
| P. Lorillard & Co. | 300 |
| | Barrels |
| Max Gans & Son, Inc. | 21 |
| Stern, Mendelsohn Co., Inc. | 30 |
| Durlach Bros., Inc. | 50 |
| E. Rosenwald & Bro. | 200 |

*S. S. Tanamo* — Oct. 31

| | Bales |
|---|---|
| R. A. Echevarria | 13 |
| La Linda Diana Cigar Co. | 5 |
| Rosenstadt & Waller | 51 |
| American Cigar Co. | 693 |
| L. Schmidt & Co. | 8 |
| Order | 20 |
| P. Lorillard & Co. | 200 |
| | Barrels |
| R. A. Echevarria | 36 |
| Rosenstadt & Waller | 101 |
| American Cigar Co. | 116 |
| Selgas & Co. | 203 |
| Portocuba Corp. | 35 |
| L. Schmidt & Co. | 26 |
| J. Cohn & Co., Inc. | 50 |
| Order | 56 |
| M. Lopez & Co. | 26 |

*S. S. Ponce* — Nov. 1

| | Bales |
|---|---|
| Selgas & Co. | 5 |
| André, Ortiz & Co. | 16 |
| Leo Hirsch | 25 |
| Porto Rican American Tob. Co. | 25 |
| Pedro Costa | 16 |
| Alkoc Morply Co. | 10 |
| Julius Marqusee Son | 43 |
| Durlach Bros., Inc. | 57 |
| American Cigar Co. | 1129 |
| W. O. Smith & Co. | 5 |
| J. B. Lichtenstein & Co. | 121 |
| | Barrels |
| André, Ortiz & Co. | 68 |
| W. O. Smith & Co. | 5 |
| Nitrate Agencies Co. | 8 |
| Hamburger Bros. & Co. | 156 |
| General Cigar Co. | 12 |
| Julius Marqusee Son | 159 |
| Durlach Bros., Inc. | 200 |
| E. A. Jacobs | 89 |
| Wm. Schall & Co. | 20 |
| Selgas & Co. | 15 |
| Leo Hirsch | 72 |
| Nicomedes Rodriguez | 8 |
| Pedro Costa | 5 |
| Hamburger Bros. & Co. | 9 Packs |

(*Continued on page* 34)


# HIGH GRADE CIGAR LABELS

**We have just purchased the entire stock of the exceptionally fine line of Labels formerly lithographed and carried by Louis E. Neumann & Co. This complete line together with our own and those formerly made by Krueger & Braun is now being offered at exceptionally low prices to close them out. Editions run from 2,000 sets upwards. GOOD OPPORTUNITY TO OBTAIN A PRIVATE LABEL IN SMALL LOTS. Samples furnished on application.**

**WM. STEINER SONS & COMPANY**
257 to 265 West 17th Street NEW YORK CITY

Charles Denby
BEARS THE DISTINCTION OF
NATIONAL FAME AND DISTRIBUTION

LA FENDRICH
*HAVANA CIGAR*
THE EXTRAORDINARY SALE PROVES
ITS GENUINE WORTH AND MERIT

**H. FENDRICH (INCORPORATED) EVANSVILLE, IND.**
MAKERS OF GOOD CIGARS FOR 71 YEARS

# The Selling Power of Flexlume Signs

Here are some of the things which give Flexlume Electric Signs their selling power:

They have maximum advertising display.

They are day signs as well as night signs—**raised**, snow-white glass letters on a dark background.

They have greatest reading distance, lowest upkeep cost, most artistic designs.

**LET US SEND YOU A SKETCH SHOWING A FLEXLUME TO MEET YOUR PARTICULAR NEEDS**

**FLEXLUME SIGN COMPANY, 31 Kail St., Buffalo, N. Y.**

***Flexlume—Electric Signs Made Only by the Flexlume Sign Co.***

***"Wherever Gentlemen Are"***

# EL ROI-TAN

***Sold Everywhere Good Anywhere***

# PERFECT CIGARS

# UNITED STATES TOBACCO EXPORTS FOR SEPTEMBER

Figures compiled by the Department of Commerce. Values Stated in Dollars

| ARTICLES, AND COUNTRIES TO WHICH EXPORTED. | SEPTEMBER— 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. | NINE MONTHS ENDING SEPTEMBER— 1919 Quantity. | 1919 Value. | 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. |
|---|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | | |
| Unmanufactured— | | | | | | | | | | |
| Leaf.....lbs. | 37,260,562 | 23,315,735 | 33,008,771 | 9,761,484 | 371,318,351 | 179,875,422 | 356,250,551 | 192,273,602 | 403,880,003 | 167,729,79 |
| *Exported to—* | | | | | | | | | | |
| Belgium | 1,826,198 | 477,065 | 795,052 | 116,701 | 29,736,158 | 7,469,794 | 20,590,813 | 5,558,699 | 16,379,615 | 2,432,497 |
| Denmark | 294,494 | 175,970 | 328,292 | 52,581 | 15,868,432 | 3,880,886 | 4,443,027 | 1,763,056 | 2,541,172 | 521,064 |
| France | 3,808,463 | 1,044,077 | 3,023,114 | 404,618 | 73,837,943 | 11,696,468 | 48,341,592 | 14,343,232 | 46,006,058 | 7,409,633 |
| Germany [1] | | | 4,269,724 | 910,013 | | | | | 20,129,483 | 4,074,171 |
| Italy | 4,813,444 | 1,305,249 | | | 37,141,464 | 6,804,725 | 27,979,108 | 8,242,180 | 42,023,545 | 9,856,064 |
| Netherlands | 667,937 | 386,576 | 1,476,317 | 321,319 | 34,753,447 | 7,957,752 | 18,439,108 | 5,394,470 | 17,262,258 | 3,906,972 |
| Norway | 186,307 | 47,676 | 440,349 | 133,317 | 7,946,434 | 2,501,284 | 4,091,597 | 1,505,692 | 2,248,825 | 821,381 |
| Portugal | | | 578,355 | 124,251 | 6,551,332 | 1,471,635 | 1,455,950 | 443,885 | 3,434,267 | 772,650 |
| Spain | | | 3,384,369 | 568,750 | 16,190,069 | 2,742,504 | 2,441,495 | 382,610 | 8,324,397 | 1,267,703 |
| Sweden | 1,741,972 | 524,693 | 35,918 | 11,817 | 12,515,882 | 4,705,925 | 9,455,845 | 3,222,105 | 1,553,848 | 536,595 |
| Switzerland | 735,385 | 161,763 | 260,566 | 93,459 | 12,206,568 | 2,829,346 | 2,858,497 | 939,725 | 1,505,937 | 466,152 |
| United Kingdom | 17,085,286 | 15,911,827 | 10,796,498 | 4,668,139 | 245,874,346 | 97,408,136 | 126,522,908 | 100,840,005 | 174,809,240 | 110,098,832 |
| Canada | 1,424,666 | 902,584 | 2,106,194 | 648,140 | 13,638,690 | 5,977,466 | 14,116,384 | 8,376,107 | 13,009,172 | 4,920,264 |
| Mexico | 146,547 | 31,168 | 123,263 | 26,293 | 1,483,398 | 358,086 | 1,396,739 | 312,173 | 1,304,587 | 294,265 |
| Argentina | 262,425 | 95,785 | 17,155 | 6,062 | 4,314,753 | 1,301,234 | 2,175,752 | 733,334 | 3,207,880 | 947,416 |
| China | 1,978,251 | 1,457,982 | 2,328,214 | 840,021 | 11,948,212 | 4,913,265 | 15,794,481 | 11,695,269 | 15,679,459 | 6,930,640 |
| Hongkong | | | | | 5,063,085 | 1,942,670 | 2,007,485 | 952,927 | 1,006,939 | 308,469 |
| Japan | 50 | 25 | 5,380 | 1,333 | 3,566,814 | 2,071,010 | 6,137,982 | 4,015,641 | 1,027,393 | 487,609 |
| Australia | 18,788 | 10,107 | 1,600,355 | 478,966 | 11,135,788 | 5,669,815 | 15,199,342 | 11,621,689 | 19,159,605 | 7,354,546 |
| British West Africa | 666,617 | 253,558 | 285,903 | 78,928 | 10,659,702 | 3,380,006 | 9,566,657 | 3,646,295 | 2,854,956 | 1,024,504 |
| French Africa | 245,898 | 82,287 | 38,529 | 12,864 | 7,177,958 | 1,980,352 | 3,140,599 | 1,002,389 | 1,578,381 | 332,519 |
| Other countries | 1,357,834 | 447,343 | 1,115,224 | 263,912 | 9,707,876 | 2,812,563 | 20,095,190 | 7,082,119 | 8,832,986 | 2,965,847 |
| Stems and trimmings.....lbs. | 1,999,141 | 80,673 | 1,267,460 | 49,790 | 4,657,742 | 234,259 | 9,737,360 | 505,318 | 4,713,050 | 213,673 |
| Manufactures of— | | | | | | | | | | |
| Cigarettes.....M. | 974,449 | 2,215,307 | 787,162 | 1,411,632 | 10,161,333 | 22,031,509 | 12,494,990 | 28,762,176 | 6,299,782 | 12,070,837 |
| *Exported to—* | | | | | | | | | | |
| Belgium | 500 | 2,450 | | | 1,253,554 | 3,390,975 | 941,646 | 3,134,530 | 6,492 | 23,622 |
| Denmark [2] | | | | | | | 61,417 | 207,509 | 1,528 | 9,265 |
| France | 900 | 3,295 | 920 | 6,098 | 530,392 | 1,723,223 | 39,999 | 129,281 | 5,078 | 40,917 |
| Italy | 42,569 | 187,869 | 2 | 15 | 334,224 | 820,210 | 1,921,053 | 4,939,393 | 13,334 | 22,300 |
| Netherlands | 3,000 | 12,481 | | | 277,556 | 846,311 | 209,841 | 631,459 | 51,192 | 120,386 |
| United Kingdom | 10,000 | 23,375 | 1,258 | 4,748 | 1,282,296 | 3,769,266 | 190,343 | 585,874 | 14,304 | 54,436 |
| Panama | 9,578 | 36,471 | 11,462 | 48,013 | 74,527 | 253,078 | 115,771 | 389,389 | 123,855 | 513,697 |
| China | 737,738 | 1,453,890 | 534,475 | 933,109 | 5,023,734 | 8,191,875 | 5,933,015 | 10,901,186 | 4,734,619 | 8,225,034 |
| British India | 77,250 | 229,314 | 3,216 | 11,487 | 167,830 | 552,427 | 1,136,860 | 3,105,131 | 223,833 | 658,961 |
| Straits Settlements | 18,000 | 30,600 | 152,800 | 192,625 | 578,500 | 747,158 | 889,039 | 1,527,866 | 586,150 | 785,875 |
| Siam | 12,000 | 18,900 | 20,000 | 25,200 | 183,806 | 240,350 | 172,750 | 223,958 | 79,000 | 99,540 |
| Philippine Islands | 31,010 | 116,980 | 25,060 | 92,590 | 58,083 | 261,746 | 209,471 | 871,717 | 128,743 | 559,277 |
| Other countries | 31,904 | 99,682 | 37,969 | 97,747 | 396,831 | 1,234,890 | 673,785 | 2,114,883 | 331,654 | 957,527 |
| Cigars and cheroots.....M. | 733 | $16,769 | 117 | $5,440 | 34,993 | $775,291 | 46,528 | $1,016,599 | 4,018 | $119,211 |
| Plug.....lbs. | 361,563 | 174,292 | 158,730 | 94,132 | 4,371,911 | 2,076,610 | 3,922,412 | 2,106,446 | 1,959,025 | 1,073,848 |
| Smoking.....lbs. | 323,933 | 139,827 | 77,448 | 58,700 | 5,068,455 | 2,568,350 | 2,923,787 | 1,526,924 | 6,877,661 | 1,847,416 |
| All Other | | 17,933 | | 44,502 | | 1,492,397 | | 856,060 | | 453,620 |
| Total manufactures of | | 2,564,128 | | 1,614,406 | | 28,944,157 | | 34,268,205 | | 15,564,932 |

# UNITED STATES TOBACCO IMPORTS FOR SEPTEMBER

| ARTICLES, AND COUNTRIES FROM WHICH IMPORTED. | SEPTEMBER— 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. | NINE MONTHS ENDING SEPTEMBER— 1919 Quantity. | 1919 Value. | 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. |
|---|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | | |
| Leaf, product of the Philippine Islands.....lbs. free. | 53,277 | 17,506 | 6,287 | 1,745 | 550,674 | 124,621 | 1,171,631 | 236,263 | 590,653 | 175,265 |
| Leaf, suitable for cigar wrappers.....lbs. dut. | 2,148,620 | 4,114,728 | 165,144 | 342,188 | 6,018,283 | 8,950,586 | 6,992,326 | 12,909,018 | 3,914,560 | 7,881,697 |
| *Imported from—* | | | | | | | | | | |
| Netherlands | 1,375,659 | 2,893,701 | 129,181 | 221,449 | 32,832 | 51,947 | 5,578,938 | 10,922,921 | 3,218,817 | 6,546,742 |
| Canada | | | | | 366,957 | 421,337 | 17,225 | 33,590 | 3,866 | 14,908 |
| Cuba | 3,763 | 16,350 | 5,491 | 25,438 | 26,052 | 64,965 | 24,819 | 87,729 | 89,662 | 192,958 |
| Dutch East Indies | 769,088 | 1,204,622 | 30,472 | 95,301 | 5,592,155 | 8,412,250 | 1,323,367 | 1,807,655 | 601,492 | 1,125,668 |
| Other countries | 110 | 55 | | | 287 | 87 | 47,977 | 57,123 | 723 | 1,421 |
| All other leaf.....lbs. dut. | 3,867,941 | 4,354,572 | 2,428,327 | 2,529,833 | 55,432,570 | 48,880,662 | 61,330,429 | 54,530,439 | 32,408,368 | 32,663,697 |
| *Imported from—* | | | | | | | | | | |
| Greece | 634,587 | 961,159 | 471,235 | 338,061 | 17,864,413 | 19,804,008 | 8,699,805 | 8,502,714 | 11,060,994 | 11,770,385 |
| Turkey in Europe | 15,410 | 10,015 | 29,370 | 11,824 | | | 2,627,234 | 2,123,328 | 636,676 | 585,432 |
| United Kingdom | 249,722 | 238,112 | 106,319 | 93,740 | 124,859 | 133,110 | 661,570 | 556,691 | 416,871 | 454,807 |
| Mexico | | | | | 2,576 | 1,077 | 2,826 | 3,516 | 2,963 | 3,066 |
| Cuba | 1,977,315 | 2,563,180 | 1,682,414 | 1,958,734 | 16,015,398 | 15,342,328 | 18,844,238 | 20,799,729 | 12,874,737 | 14,938,245 |
| Dominican Republic | 84,734 | 35,889 | | | 6,135,041 | 1,077,687 | 3,796,240 | 667,195 | 398,612 | 50,014 |
| Turkey in Asia | 604,176 | 377,437 | 11,325 | 7,443 | | | 15,866,008 | 15,057,056 | 5,016,794 | 3,603,045 |
| Other countries | 301,997 | 168,780 | 127,664 | 120,031 | 15,290,283 | 12,522,452 | 10,832,508 | 6,820,210 | 2,000,721 | 1,258,703 |
| Total leaf.....lbs. | 6,069,838 | 8,486,806 | 2,599,758 | 2,873,766 | 62,001,527 | 57,955,869 | 69,494,386 | 67,675,720 | 36,913,581 | 40,720,659 |
| Manufactures of— | | | | | | | | | | |
| Cigars, cheroots, and cigarettes— | | | | | | | | | | |
| Product of the Philippine Islands— | | | | | | | | | | |
| Cigars and cheroots.lbs. free. | 555,885 | 1,096,750 | 93,453 | 191,373 | 3,028,805 | 5,070,133 | 3,821,264 | 7,580,345 | 1,201,974 | 2,349,052 |
| Cigarettes.....lbs. free. | 900 | 1,454 | | | 5,228 | 6,863 | 8,970 | 12,438 | 1,954 | 3,833 |
| All other— | | | | | | | | | | |
| Cigars and cheroots.lbs. dut. | 66,483 | 569,893 | 26,596 | 238,698 | 322,801 | 2,506,385 | 496,154 | 3,956,338 | 187,796 | 1,644,727 |
| Cigarettes.....lbs. dut. | 767 | 6,216 | 491 | 2,639 | 49,126 | 60,669 | 11,350 | 61,530 | 6,155 | 25,035 |
| Total cigars, etc.....lbs. | 624,035 | 1,674,313 | 120,540 | 432,710 | 3,405,960 | 7,644,050 | 4,337,738 | 11,610,651 | 1,397,879 | 4,022,647 |
| All other.....lbs. dut. | 23,070 | 15,353 | 14,146 | 9,820 | 149,318 | 95,327 | 193,934 | 168,622 | 182,455 | 128,109 |
| Total manufactures of | | 1,689,666 | | 442,530 | | 7,739,377 | | 11,779,273 | | 4,150,756 |

## Imports

(*Continued from page 32*)

**Tobacco from Trieste**

*S. S. Belvedere* —Nov. 1
Bales
P. Lorillard & Co.....1113
Ligget & Myers Tob. Co..... 863
American Tobacco Co..... 551

**Tobacco from London**

*S. S. Adriatic* Oct. 27
Irving National Bank.....1 case
*S. S. Montauk* Oct. 29
Carreras, Ltd. .....5 cases

**Tobacco from Cavallo**

*S. S. Wheeling Mold* —Oct. 24
Bales
American Tobacco Co.....1601
Liggett & Myers Tobacco Co.....8006
Melachrino Tobacco Co..... 582
Order .....3578

**Tobacco from Bremerhaven**

*S. S. George Washington* Oct. 28
W. O. Smith & Co.....2 boxes
Kutsukjen Co. .....646 cases

**Chinese Tobacco from Hongkong**

*S. S. Atreus* Oct. 30
Sun Kwong On Co.....20 cases

**Tobacco from Rotterdam**

*S. S. Westerdijk* Oct. 30
Bales
A. Culp ..... 5
Chas. J. Waxelbaum..... 3
E. Rosenwald & Bro..... 121
H. Duys & Co., Inc. (Louisville, Ky., in bond)..... 17
H. Duys & Co., Inc..... 26
Cases
Cullman Bros. ..... 203
Cullman Bros. (in transit)..... 205
W. Van Doorn, Philadelphia, Pa.. 451
W. Van Dorn..... 4

**Chinese Tobacco from Hongkong**

*S. S. Arcturus* Oct. 27
Kwong Ince Yuan.....5 cases

**Cigars from Kingston**

*S. S. Turrialba* Oct. 27
British-American Tobacco Co...6 cases

**Cigarettes from London**

*S. S. Saxonia* Oct. 26
Philip Morris Co.....1 case

**Cigarettes from Liverpool**

*S. S. Olympic* —Nov. 1
American Export Co.....1 Case

**Cigarettes from Porto Rico**

*S. S. San Lorenzo* —Oct. 24
Cases
United Cigar Stores Co..... 1
Porto Rican American Tob. Co... 3

**Cigarette Paper from Bordeaux**

*S. S. Briez Izel* —Oct. 22
American Tobacco Co. ....300 Cases

**Cigarette Paper from Havre**

*S. S. Rochambeau* —Nov. 1
Cases
Rose, Frank Co..... 50
American Tobacco Co..... 56
Bernard, Judae & Co..... 70

**Pipes from London**

*S. S. Montauk* Oct. 29
Irving National Bank.....2 cases

*S. S. Adriatic* Oct. 27
Davies, Turner & Co.....8 cases

**Pipes from Havre**

*S. S. Paris* Oct. 28
F. S. Lederer.....3 cases

**Pipes from Liverpool**

*S. S. Carmania* —Nov. 1
Davies, Turner & Co.....13 Cases

**Smokers Articles from Liverpool**

*S. S. Cedric* —Oct.
Sutherland International Despatch 1 Case

**Brass Cigarette Cases from Trieste**

*S. S. Belvedere* —Nov. 1
1 Case
Bowling Green Storage & Van Co.

**Licorice Root from Spain**

*S. S. Cabo Villano* Oct. 27
MacAndrews & Forbes.....1084 butts

## Cigar Store Sold

FREDERICK, Md.—The cigar store and pool room in the M. L. Creager building, Thurmount, owned by J. A. P. Mathias, Waynesboro, Pa., was sold to J. W. Fry, of Thurmount. John Kern, who has had charge of the business in the absence of Mr. Mathias, will continue in the store for some time.

## Partnership Dissolved

BAKERSFIELD, Cal.—Walsh & Middleton, cigar dealers, have dissolved partnership, J. M. Walsh continuing alone.

## Star Cigar Store Sold

DINUBA, Cal.—J. and S. Jackman have sold the Star Cigar Store here to W. F. Sheaf.


## CLASSIFIED ADVERTISEMENTS

### FOR SALE

| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP.... | 45c |
| CONN. CIGAR SCRAP..... | 15c |
| PICADURA SCRAP..... | 12c |

SAMPLES SENT ON REQUEST

J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

# TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
Published Every Thursday by the Tobacco Trade Journal Co., New York

Vol. LXXIII. No. 2 NEW YORK, NOVEMBER 10, 1921 Per Annum, $2.00 Six Months, $1.00


## Internal Revenue Collections for September

### Receipts from Tobacco Taxes Were $2,640,958.06 Greater Than in September, 1920—Income from Large Cigars and Large Cigarettes Shows Decline—Sum Collected on Small Cigars and Small Cigarettes Greatly Increased.

WASHINGTON, D. C., Nov. 5.—According to figures just made public by the Bureau of Internal Revenue the taxes collected on tobacco in September of this year were $25,083,975.96, as compared with $22,443,017.90 for September of last year. In September of this year, $4,096,970.33 was collected as compared with $5,037,240.57 collected in the same month of last year on large cigars. Small cigars brought a revenue of $83,699.85 in September of this year as compared with $73,691.25 in the same month of last year. Large cigarettes brought a revenue of $28,041.62 in September of this year as compared with $30,636.94 in the same month of last year. On small cigarettes $14,374,202.16 was collected in September of this year as compared with $10,674,655.35 collected in the same month of last year. In September of this year $596,485.94 was collected on snuff of all descriptions as compared with $563,206.62 in the same month of last year. The revenue on chewing and smoking tobacco amounted to $5,668,015.91 in September of this year as compared with $5,781,836.00 in the same month of last year. Floor taxes on cigars, cigarettes, tobacco and snuff in September of this year amounted to $622.15 as compared with $7,269.39 in the same month of last year. Additional taxes on cigar and cigarette stamps amounted to $2.71 in September of this year as compared with $261.75 in the same month of last year. The revenue collected in September this year on cigarette papers and tubes amounted to $78,657.57 as compared with $151,426.25 in the same month of last year. Additional taxes on tobacco and snuff stamps in September of this year amounted to $117.76 as compared with $4.46 in the same month of last year. The tax on manufacturers of cigars, cigarettes and tobacco (special taxes) amounted to $157,159.96 in September this year as compared with $122,789.32 in the same month of last year.—LAMM.

## Java Sales Crowd Each Other in Holland

AMSTERDAM, Holland, October 21.—The Java sales are following close upon each other. On October 7, about 29,000 bales were sold; today about 20,000 bales, whereas next week 9,000 bales come for sale in Rotterdam, so that our trade has to absorb 58,000 bales of Java in an extremely short period.

It should certainly be better for our market if this avalanche of Java tobacco could be stopped for a while, as the Dutch houses are forced to take up everything, without having any chance to dispose of their holdings at present, as our neighbors seem to have stopped buying entirely.

It is, however, very particular that in spite of the very bad state of affairs, which, by the way, is the only talk in our tobacco centre, the sales were always exceedingly firm, and during the inscription prices always show an inclination to advance, whereas, as soon as the sales are over, it is an utter impossibility to interest any party into tobacco. Today it was exactly the same. The offerings consisted mostly of inferior tobaccos, and contained not a single bale worth while consideration for the United States.

The Hungarian Regie was again in the market and bought 2,000 bales of Besoeki.

## Warehouse Burned

HENDERSON, Ky., Nov. 1.—Fire early yesterday destroyed the Miller & Board loose leaf tobacco warehouse and contents causing an estimated damage of $50,000. The loss on the building was $17,000. More thn 400,000 pounds of tobacco was destroyed. The loss is partly covered by insurance.

## A Connecticut Tobacco Booster

WASHINGTON, D. C., Nov. 8.—Smokers as a rule believe that the best tobaccos come from the South—from Cuba, for instance—but Williard T. Hanson, of Hartford, Conn., claims that his native state produces just as good a tobacco leaf as any grown in any other part of the world.

"In Connecticut," said Mr. Hanson, at one of the local hotels, "we have what is known as the broad-leaf tobacco. It is the finest specimen grown on American soil, and the cigarmakers of the United States know this to be true. In fact, most American cigarmakers use the Connecticut broad leaf for wrappers even when they cannot afford to put Connecticut tobacco in as fillers. The Connecticut tobacco is a strong, dark tobacco that is dear to the heart of smokers the land over. It has a flavor peculiarly its own, and we of Connecticut are very proud of the fact that our native soil produces such a luxury. That Connecticut tobacco is really a luxury is proved by the fact that the land on which this plant grows is held for the highest prices commanded by real estate in the entire New England section.

"Some of the tobacco lands outside of Hartford, on the way to Windsor Locks, have been sold within the last two years for as high as $2,000 and $3,000 an acre. These lands are located in the celebrated Hartford Valley, one of the most beautiful parts of America. Of course, tobacco in Connecticut is grown under difficulties not encountered in some of the Southern states, but even with this Connecticut tobacco is as good if not better than the tobacco they raise in Cuba."—LAMM.

## To Aid Export to Britain

WASHINGTON, Nov. 5.—An advance of $300,000 to finance the exportation of North Carolina tobacco to Great Britain was announced today by the War Finance Corporation.

## Internal Revenue Reports for September

WASHINGTON, D. C., Nov. 3.—The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of September, 1921:

| Products | Sept. 1920 | Sept. 1921 |
|---|---|---|
| *Cigars (large)* | Number | Number |
| Class A..... | 145,712,535 | 201,073,775 |
| Class B. .... | 206,225,327 | 168,818,445 |
| Class C..... | 307,327,247 | 231,023,592 |
| Class D..... | 13,058,542 | 11,100,720 |
| Class E..... | 6,316,465 | 2,411,297 |
| Total ..... | 678,640,116 | 614,427,829 |
| *Cigars (small)* | 50,175,580 | 55,799,900 |
| *Cigarettes* | | |
| (large) .. | 4,273,404 | 3,894,669 |
| (small) ... | 3,557,482,503 | 4,791,397,910 |
| | Pounds | Pounds |
| *Snuff*, Mfd... | 3,131,287 | 3,313,811 |
| *Tobacco*, Mfg. | 32,118,950 | 31,488,809 |

* * *

### Revenue from Porto Rican Products

Tax-paid products from *Porto Rico* for the month of September.

| Products | Sept. 1920 | Sept. 1921 |
|---|---|---|
| | Number | Number |
| Class A..... | 7,749,175 | 5,236,070 |
| Class B..... | 159,200 | 647,000 |
| Class C..... | 16,217,690 | 5,380,900 |
| Class D..... | 1,002,050 | 253,550 |
| Class E..... | 200,000 | ..... |
| Total ..... | 25,328,115 | 11,517,520 |
| *Cigars* (small).. | 960,000 | 1,000,000 |
| *Cigarettes* | | |
| (small) ..... | ..... | 60,000 |

* * *

### Revenue from Philippines Products

Tax-paid products from the *Philippine Islands* for the month of September.

| Products | Sept. 1920 | Sept. 1921 |
|---|---|---|
| *Cigars (large)* | Number | Number |
| Class A..... | 18,193,160 | 6,158,215 |
| Class B..... | 11,723,747 | 964,470 |
| Class C..... | 6,204,228 | 82,078 |
| Class D..... | 57,550 | 1,000 |
| Class E..... | ..... | 250 |
| Total ..... | 36,178,685 | 7,206,013 |
| *Cigars (small)*.. | 6,000 | ..... |
| *Cigarettes* | | |
| (small) ..... | 165,050 | 2,810 |
| | Pounds | Pounds |
| *Tobacco, manuf.* ..... | | 169 |

## Internal Revenue Bill Passes Senate

The Tobacco Merchants Association sent out a special Bulletin yesterday, Wednesday, as follows:

As reported yesterday in the daily press, the Internal Revenue Bill has been passed by the U. S. Senate and is now in the hands of the conferees appointed by both the Senate and the House of Representatives for further action.

The Bill as passed by both Houses *contains no changes* in the Internal Revenue tax rates on cigars, cigarettes or tobacco.

| | |
|---|---|
| | The present tax rates of |
| $3.00 | Per M on cigarettes |
| .18 | " lb. on manufactured tobacco |
| 4.00 | " M on Class A Cigars |
| 6.00 | " " " " B " |
| 9.00 | " " " " C " |
| 12.00 | " " " " D " |
| 15.00 | " " " " E " |
| 1.50 | " " on Little Cigars |
| 7.20 | " " " Large Cigarettes |

as well as the special taxes paid annually by manufacturers of cigars, cigarettes and tobacco remain unchanged, with the exception that, according to an amendment passed by the Senate, in computing the amount of annual sales for the purpose of determining the amount of the Special Taxes, manufacturers need not take any account of cigars, cigarettes or tobacco *"sold for export and in due course so exported."*

### In Re Emergency Tariff

The Bill extending the Emergency Tariff Act from November 27 to February 1, 1922 "unless otherwise provided by law," having passed the House of Representatives some time ago, has now been passed by the Senate with an amendment continuing it in force until superseded by a permanent Tariff Bill.

It will be noted that the Emergency Tariff Act provides for an increase in the duties on imported wrappers of 50c per pound, making the rates thereon $2.35 per pound for unstemmed wrappers and $3.00 per pound for stemmed wrappers.

The Bill now goes to a Conference Committee and will undoubtedly be passed and become effective before November 27, when the existing Emergency Tariff Act expires.

## Government Crop Report

WASHINGTON, D. C., Nov. 8.—The Bureau of Markets and Crop Estimates has the following to say regarding the tobacco crop:

"Indiana: Crop better than expected both in quantity and quality. Sales will start latter part of November.

"New England States: Cured unusually well, quality fine but crop light in weight. Buying is limited.

"North Carolina: Crop all harvested and practically all cured. Marketing slowly with prices improving.

"Pennsylvania: Crop best in several years and has cured well due to favorable weather.

"Virginia: Sales light. Price for good grades improved."

# "Winter-Of-Our-Discontent" Sob Up-State Folks

## Thanksgivin' Next, Gosh! And No Turkey in Sight!—Regan Says Camels Didn't Join the Circus—Neither Did Jumbo Get in Zoo—To School Again Goes McAvoy—Passes Up Acceptances—Concludes With a Few Words on Cash—They'll Sign Anything—Faust Puts His Monogram on 'Em.

NEW YORK STATE CAPITOL DISTRICT
Cold-to-Cloudy-Week, 1921.

"Never! Never should you do it now!" flouted Sam Ash, dragging out some 1914 material for a special Thanksgiving display to be placed in the windows o' Stubb & Ash, Inc., tobacconists to the hungry Hot Chair Club. "Here it is already the middle o' November, ain't it, an' yuh should now propose to make it a flyin' trip to sell the trade some more holiday cigars, hey?"

"Why not? They've put off buying 'til this year, Sam," contended Jim Stubb, running through a time-table on the Detain & Hinder R.R., as he comfortably reclined in the cosy-corner o' the Committee on Turkeys. "No one bought much stuff last month, Sam. Nor the month previous to that, either! So the merchants are all shy on fortieths, waiting for—"

### Yep, Camels Still Wander at Will!

"Waiting for the clouds to roll by, eh?" guessed Prince Albert Regan, the strong right arm o' boss Cecil Jordan, chief o' the Capitol District manifolders of the R. J. Reynolds Tobacco Co., as he also mixed in with the Wish-Bone Committee. "Some dealers say the biggest cloud on the trade horizon just now is that stiff stand on prices taken by the New York State Jobbers Association.

"They admit that the jobbers are entitled to a fair business margin, but they point out that, right now, all consumers are clamoring for better prices. And the retailers say they cannot offer cheaper figures when recent discounts have been reserved, and goods are really higher now than they have been at any period during the past two years, at least.

"But I'm glad to say the R. J. Reynolds factory is not tied up with any restrictive agreements on jobbers' prices. Camels and Prince Albert may still be sold at the market, may the best man win. Competition is therefore a free-for-all, and any retailer may buy where he pleases, at almost the price he wishes to pay—providing it is within ordinary business reason."

### Jumbo Rambles All Over the Zoo, Too!

"Same with us, also," claimed Jack Houseworth, emissary for Larus Brother & Co., edging into the Committee on Animal Crackers with his Edgeworth grip prominently displayed in his starboard hand. "All our brands are uncontrolled. Dealers may buy at the best possible price. But if the jobbers have an agreement of control, what can we do?

"Of course I sell a lot of Edgeworth tobacco and cigarette products right from my car, where necessary. But our aim is not to sell goods direct-to-dealers. Instead, it is to create good-will through co-operation, advertising and contact.

"And my present effort is rather an extension of my regular territory, you know. Ordinarily, I stop at Hudson, Columbia County, in my up-river trip. But, since the retirement of Billy Hughes, we have had no regular man in this field; so, for the second time in eight years, I have hitched it on to my own work—at least temporarily.

"One brand I'm working on now is the Jumbo cigarette. This was just introduced by Hughes the week he quit. So I'm doing a lot of missionary ditch-digging. When I finish here this week, I hope the zoo will have herd upon herd o' Jumbos rambling all over the place!"

### It Bane a Swede, Ay T'ank, By Da Stamps!

"What do you make of this letter?" asked Jack, throwing over a square-head envelope, familiar to the Continent, with four ten-ore postage stamps affixed over the address o' Jack Houseworth, Po'keepsie, N. Y., U. S. A. "It came in the mail today. And the chap seems to be a Swede or something, I reckon.

"You see he specifies Edgeworth for shipment to Stockholm, and if my territory will stand the strain of this additional area, I guess the Swede will get the goods! Perhaps the next order will be booked from Iceland—anyway, it's getting cold enough for this class o' business!"

### Now McAvoy Studies Geography Again!

"Glad it isn't on my map!" laughed A. J. McAvoy, P.K. for the Dearstyne Brothers Tobacco Co., as he fell in with the Committee on Towns and Villages, "for all day long I've been poring over the surrounding terrain o' New York State, trying to locate more county seats for the establishment of Blackstone salesmen of our staff!

"Even with a magnifying glass I have combed the thirteen counties in our district. But I don't know as I have dug out any new ground. Simply the old towns, you know, with a few more inoffensive burgs added for good measure. And the instructions are for these new Blackstone boys to dig right in, just as though they were going to remain in the trenches all winter!"

### Then Mac Tries Dun and Bradstreet!

"It does look, sometimes, as though the accounts due would remain entrenched all winter!" added Mac, buttoning up his hockanum o'ercoat for a dash down the chilly street. "Lots of customers appear to believe that merchandise purchased remains in a state o' statu-quo until the salesman comes around once more!

"They seem to forget that we also have a mail address, and that a check will arrive O. K., if they'll only mail it! But I've found that the good ole style collection methods are best. Simply write 'em that the bill is due, and that you need the money, that's all! None of this auto-suggestive collection system for me, I tell you! And drafts? No sir, they're N. G. For the simple reason that the average country bank merely phones 'em to the customer, with no direct action at all."

### But He Razzes Trade Acceptances!

"And you can't get direct action on trade acceptances, either," proceeded McAvoy, pulling on his Easter moleskins to avoid chapped wrists. "No retailer wants 'em. Ninety-nine per cent of the trade doesn't understand what they are. So there's no use a-tall in attaching them to invoices, I'll say.

"I admit the acceptance idea is a pretty good thing for the manufacturer. It gives him some financial base to his daily operations. He has a more liquid form of accounts for discount at his bank, and to hold over the head of the retailer. And the retailer, too, has a certain benefit. If he's at all careful, with a fair book system, he'll at least know from the record of acceptances just about how far he can go in buying for a specified period, and what his average cash balance must be to meet his signed obligations."

### Gee! Them Collections Again!

"But the old, old way is best, after all," concluded Mac, turning up his worumbo—ulsterette collar to ward off the fair-and-warmer snow storm, guaranteed by George Todd. "Let a salesman collect his own accounts. Make him responsible for his customers' balances. And he'll also be more careful in sales.

"Selling a jobbing account which is all gummed up with past due items, is no cinch. Every salesman knows that. Because, even if the fool-dealer buys more stuff, his manufacturer's or jobber's credit man won't ship. This makes hard feeling all around. Everybody gets mad. And it's bad business, bad business!"

### Did Spencer Get the Sign-Bug, Too?

"Glad I don't have any collections, then," burst in P. V. Doyle, wiping the yaller paint offen his mits on that same blue-and-white check apron which Fatima wore before she met Liggett & Myers. "But I've got trouble enough at 110 State street. For I'm still making signs for the Capitol District crew.

"All the boys were in town this week to meet Sales Manager Spencer in Albany headquarters. So we demonstrated to Mr. Spencer just what we could do in the sign language. Green and Puff made a Piedmont window-display. They got it alright, except the part which relates to the Virginia Cigarette slogan. That got twisted about a trifle, but Mr. Spencer thought it was really an improvement on the old stuff

"Cap Ennis and I stuck to a Chesterfield design. This we finished off with some reproductions in expressive art which makes such craftsmen as Coles Phillips and Gibson green with jealousy. Just now we're making a three-way poster for the Bruce Macdonald Co., and when it's finished, the public will be invited to inspect the job and buy the cigarette."

### Bill Faust Has a Monogram, He Says!

"Make me up some signs for the F. & D. Monograms, Pat!" invited Bill Faust, at rest for a moment with the Committee on Advertising. "That's about all we now need to complete our campaign material on this new Fitzpatrick & Draper cigar. What with the liberal newspaper space, the excellent distribution through this section, I guess the Monogram is set right for a start."—THE SMOKER.

## Gallatin Tobacco Plant Changes Hands

GALLATIN, Tenn., Nov. 5.—Messrs. Ford and Duke, owners of the largest tobacco storing and redrying plant in this section, have taken over the manufacturing plant of the Anderson Tobacco Company and will conduct that business also.

A corporation has been organized among local capitalists with a capitalization of $100,000, the controlling interest being owned by the above named gentlemen.

The entire business will be under the management of Lee Duke.

## Tobacco and Chain Store Men in "Budget Guard"

Edward Wise, president of the United Cigar Stores Co., has been appointed Commander of the Tobacco and Chain Stores Division in the mobilization of New York business men in the "Budget Guard" being organized by the Nationtl Budget Committee, of 7 West 8th street, under direction of Sam A. Lewisohn, well-known banker and city chairman, to support the movement for national economy and lower taxes. Every trade and industry in New York City is being mobilized with the most prominent men in their respective trades as division commanders.

In assuming leadership of the tobacco and chain stores division, Mr. Wise said:

"Like every other business in the country, tobacco dealers feel the heavy burden of taxation, and I believe the movement for economy and business administration of Government expenditures as inaugurated by Gen. Dawes is as important as any single civic enterprise in the country today. Every business man in the city owes it to himself and his business, if not from a standpoint of civic duty, to help support the economy program to the utmost of his ability. It is my belief that the tobacco industry will demonstrate its stand on this important civic matter, as it has in every other crisis by giving its full co-operation."

Plans for the organization of 152 New York trades and industries were outlined at the first meeting of the "Budget Guard" at the Downtown Association on Wednesday last, when John T. Pratt, National Chairman, and Sam A. Lewisohn, New York City chairman of the National Budget Committee, conferred with twenty-one division heads.

Mobilization of the Budget Guard among New York's trades and industries is part of the National Budget Committee's nation-wide movement to create popular support for the efforts of Gen. Charles G. Dawes to put the administration of Federal Expenditures on a business basis under the recently-adopted budget system.

Among the prominent members of the Budget Committee, of which John T. Pratt is chairman, are: Chief Justice William H. Taft, Henry L. Stimson, Benjamin Strong, William M. Chadbourne, R. C. Leffingwell, Henry P. Davison, Alton B. Parker, Samuel McCune Lindsay, Dr. Nicholas Murray Butler, Paul M. Warburg, William Hamlin Childs, Manny Strauss, R. Fulton Cutting, Joseph P. Cotton and Adolph Lewisohn.

## Special Cigarette Offer

W. Duke Sons & Co., branch of Liggett & Meyers Tobacco Co., is making a special offer on cigarettes shipped from jobbers' stocks to retail dealers. The proposition to customers reads as follows:

"For a limited time and until further advised, we shall be pleased to have you include as *free* goods, with each one thousand of our brand or assorted, shipped from your stock at one time to one retail dealer.

### Three Packages Piedmont Cigarettes 10s

"This offer applies only to your shipments made to bona fide retail dealers.

"This offer is for retail dealers only, and it does not apply on goods purchased by you for your jobbing stocks, on your sales made to sub-jobbers, or on shipments made to retail departments of our direct customers.

"All shipments must be reported to us within ten days after date of sale, on blanks which we are sending to you. Credit Memorandum to cover the value of free goods will be mailed to you as soon as your reports are audited. Additional blanks will be sent you on request.

"All orders subject to acceptance by us, and to prices ruling on date of shipment."

The offer applies in the following States: Alabama, Connecticut, Delaware, District of Columbia, Florida, Georgia, Louisiana, Maine, Maryland, Massachusetts, Mississippi, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Tennessee, Vermont and Virginia.

## Big Tobacco Sale in Georgia

TIFTON, Ga., Nov. 5.—A procession of 30 wagons, all loaded with tobacco, was an unusual sight, especially for this season of the year, on the streets of Tifton Thursday. The wagons were from the plantations of Judge J. B. Clements, at Irwinville, Irwin County, and the tobacco was a portion of the crop grown by Judge Clements and his tenants this year. The lot weighed 24,030 pounds and brought $2,833.56, the better grades bringing 25 cents a pound. It was bought by the Imperial Tobacco Company which is still buying tobacco at its stemmery and redrying plant here, although the South Georgia tobacco markets closed September 1.

## Good Market Anticipated

CLEVELAND, Ohio, Nov. 3.—"Indications point to the starting of this plan of handling tobacco about November 15," the Federal Reserve Bank report today said in commenting on the co-operative marketing movement in the Burley district. The report also mentioned the increase in crop pledges to the project.

"The reduced acreage and the favorable reports from the Carolina market, which serves as a sort of barometer for Kentucky, has led farmers to anticipate a good market," the report said.

"The majority of the crop was saved by rain which came at a very opportune time."

### Tobacco Products Corporation

Earnings of Tobacco Products Corp. in first nine months of 1921 were in excess of $1,688,000 and were sufficient for full year's 7 per cent dividend on $8,000,000 preferred and 6 per cent dividend on the 188,000 shares of common. Company's financial position, according to a director, is better than at any time in last three years.

# Cleveland Tobacco Men Have Reason to Rejoice

## Year's Sales Greater, More Stores Opened and New Brands Put on Market Than Ever Before—Tobacco Business Has Grown with Other Improvements—Many Interesting News Items from a Live Section.

CLEVELAND, Ohio, Nov. 5.—With the coming of the close of the year Cleveland tobacco men can well look back with pride upon the fine showing they have made throughout the year. Despite apparent financial depression and pessimistic rumors, the year has been a remarkable success for the tobacco trades. Sales have been greater, more new brands have been put on the market, and more new stores have been opened, than ever before. All this has been due to a great many factors, one of the most important of which is the great building program carried on throughout the city. The building of "Playhouse Square," the building up of the upper part of the down-town Euclid avenue section has been nothing short of wonderful. With every trade inspired by this work, there has been a similar advance along tobacco lines. There flourishes now a wonderful business where a year ago there was none. The region around East 105th street and Euclid avenue is another that a year ago would not be recognized. With the opening of a new B. F. Keith theatre in a few days, this last named section will receive another boost, and incidentally, tobacco men around that way will be swept right along on that boost.

### Await Coming of Marshal Foch

Cleveland is anxiously awaiting the coming of the hero of the World War—Marshal Foch. The Marshal is due to arrive in the "Fifth City" any time now and the people of this city "sure" will try to show the "Saviour of France" that he is indeed welcome to anything in town.

### A Big Feature

Ed Keyes is featuring his special E. K. brand of mild Havana cigars at 10 cents straight. These sizes formerly sold at 15 cents straight.

### In and Out Again

Fred Bailey (M. Perez Co.) was in town a couple of days ago. Fred stopped off just long enough to sell a carload or two of Pinzons before moving on to another town.

### Tobacco Men Elated

A dispatch from West Union, Ohio, reads that tobacco growers in southern Ohio are elated over a ruling by the Government that tobacco will be acceptable as security in financing. This will enable the Burley Growers Association to hold tobacco until such time as the officials think it is advisable to sell.

### Doing Fine

One store in particular in Cleveland is doing extraordinary business, which increases day by day. This store is Siegel's Cigar Shoppe, located at East Third and Prospect. Mr. Siegel handles all varieties of smokes and a super-variety of pipes and pipe supplies. This place has long been noted as doing the biggest and best pipe-repair business in the State of Ohio. Much of the success of the business can be traced back to its management in which Al Siegel of Western Reserve University plays a major part.

### Back from Italy

Mr. and Mrs. A. Guarnieri, owning a store in Warren, Ohio, have just returned from Italy, after a stay of twenty-six months. Many happy times were re-enjoyed at the scene of boyhood deeds. While over there the Guarnieris attended the funeral of the eminent Mr. Caruso. During their long absence Albert, Jr., did more than a capable job in attending to business.

### Candy as a Sideline

Fred Witte, long noted as the "candy kid of cigardom," is living up to his reputation this week, in offering, besides cigar bargains, some wonderful candy values.

### Last Day of Sale

Today was the last day of the Marshall Drug Co.'s famous 1-cent sale. No more can a fellow get two "ten centers" for 11 cents or two quarter cigars for twenty-six cents. Tough!

### Not Yet Ready

Dave Rosenblum's store, his new one, on Superior avenue and 105th street, is not yet open for business. The opening was planned for a few days ago but the completion of further important details has made the delay necessary.

### A Cinco Ad

The Cinco Bathing Girl has made her bow to Cleveland tobacco "fans." "She" is now in evidence all over town and together with the life-saver bearing the inscription, "Stick to Cinco—it's Safe," is playing "hob" with the affections of cigar lovers. Polster's Billiard Parlors on 106th street and Euclid avenue, especially, presented some extraordinary views of this same girl and her "cigar fiancé."

### Have a Smoke on Me

Peter Turner, cigar man of upper Euclid avenue, is treating friends with an overabundance of cigars. The occasion? Mr. Turner is a father—for the third time.

### Around Town

Mr. Orrison, head of the Orrison Cigar Co., was in town today to report that his company is keeping the printers overtime to supply order blanks fast enough to take care of sales of his products.

### Store Robbed

Two men and two guns—"don't forget to mention the two guns," says Jim—held up Jim Beuley in his store at Ninth street and Prospect. The robbery occurred at midnight, Friday, when two men entered and one asked for a cigar. Beuley was reaching for it when out "popped" two "mean looking" revolvers. They made Jim go back of the counter and lie down while one of them took his time in pilfering the 150 and some odd dollars that the cash register held. Jim is doubly anxious to catch the culprits, not only because of the loss, but because of the blow to his dignity suffered when he had to lie on his "face" and watch them rob his register.

### His New Job

R. E. Barlow, late of the National Cigar Stand Co., is now one of the force of the Roth & Hug Drug Co., of Canton, Ohio.

### To Open New Store

H. P. Parr, of Warren, Ohio, has just opened his second drug store on Main street and Franklin. Mr. Farr is one of the biggest tobacco accounts in that city and his stores are models of perfection and service.

### Special Inducements

Pyle & Allen Co.'s Park building store is offering this week as an extra feature a 50-cent nickel cigar lighter with two packages of Camels for forty cents. Jack Hotten sees to it that the persons who come out of the store without a couple of packs of Camels and a cigar lighter tucked away in their pockets, are few and far between.

### Making Good

C. S. Ingersoll, the new man on the job in this region on Melachrinos, is making good if reports as to sales of this cigarette are even one-quarter true.

### Canton's Favorite

The Ology cigar is certainly taking Canton by storm. The S. & J. Feinman Co. reports that Canton sales of this popular cigar are bigger than ever before. The Ology is made here in Cleveland by the company headed by Caspar Rosenberg.

### Cleveland's Newest

Dacia, Cleveland-made, by Wohl & Comstock, on Woodland avenue, appears this week in a wonderfully neat wooden package of ten cigars for a dollar. Dacia is Cleveland's newest cigar, but it has already entwined itself in the affections of Cleveland's smokers.

### Attends Opening of New Stand

George B. Scrambling, head of the large house bearing his name, is attending the opening of his newest enterprise, the cigar stand in the new Robert E. Lee Hotel at Winston-Salem, North Carolina.

### Acquires Rights to Stand

Morris Weis is to be congratulated on acquiring the lease for the cigar stand in the New Market House under construction now at East 55th street and Woodland avenue. The stand is recognized as being one of the best locations in the city.

### Around Town

Jim Preston, selling the Rey-Oma cigar, was in town this week to confer with A. D. Goodman Co., local distributors. The Rey-Oma cigar has a very wide distribution in Cleveland.

### In Town

Around town one sees Oscar R. Thompsaon, selling for Fitzpatrick & Draper, who has just come in from a long trip around Chicago and Indianapolis.

J. F. Anderson is another visitor this week. "Andy" reports La Vegas, made by Celestino, Vega & Co., going as fine as ever.

### Change in Status

H. P. Scherer is to succeed R. Clark as the representative of J. B. Moos Co., Ohio, jobbers, in the southern part of the State.

### Back from Trip

Ben Block (Park & Tilford) is back after a successful business trip through the southern part of the State.

### A Sign of Christmas

A sure and never-failing sign of Santa Claus is the Christmas edition of the Serene mixture glass humidors that one can glimpse about town now.

### Advertising Campaigns

In pursuing their big advertising campaigns, companies making the following brands of cigars and cigarettes have advertised in local papers throughout the week. Piedmonts, "31," Sarzedas, La Palinas, Paramounts, and R. G. Dun. The axiom of "It pays to advertise" is very apparent to these companies.

### Cleveland Cigar Men in New Field

Cleveland cigar men have apparently conquered a new field. The first thing one notices when perusing the list of the first ten bowlers in the *Plain Dealer* high score tournament is that six of these ten are representatives of a cigar concern. Six out of ten! Quite a record, I'll say!—HERB.

# The Tobacco Growing Industry in Italy

WASHINGTON, D. C., Nov. 5.—The Bureau of Foreign and Domestic Commerce has an interesting report from the American Commercial Attache at Rome regarding the increase in the area of tobacco under cultivation in Italy. The report is as follows:

"Statistics regarding the tobacco growing industry in Italy, furnished by the International Institute of Agriculture in Rome, show an extraordinary increase for 1921, as compared with 1920, i. e., from 19,800 acres under cultivation to 56,900 acres. In this connection a representative of this office had an interesting interview with Comm. Dr. Allesandro Sajler, Director of the Central Technical Office for the cultivation of tobacco at the Ministry of Finance.

"Dr. Sajler stated that the increase in the area under cultivation was entirely due to the enormous increase in the quantity of tobacco required for the manufacture of Italy's most popular cigarette, i. e., the 'Macedonia,' and that the entire increased area was under cultivation for the particular kind of tobacco required for the manufacture of this cigarette. As an indication of the extraordinary increase in the consumption of tobacco in this country, Dr. Sajler said that although the cost of tobacco had increased 500 per cent since 1914, when the Government paid the sum of 8 million lire to tobacco growers, it was now expending no less than 180 million lire annually. This increase was entirely due to the growing popularity of the cigarette.

"We asked Dr. Sajler whether the extended acreage under cultivation would in any way diminish the quantity of tobacco which was at present being imported from the United States. He replied that 120,000 quintals of Kentucky leaf were needed annually for the manufacture of the popular 'Toscana' cigar; that in the year 1914 Italy produced some 50,000 quintals of the necessary leaf, but that since that date 37.000 quintals were only being produced yearly in Italy, and that, therefore, if anything, the quantity imported from the United States was on the increase.

"Dr. Sajler frankly admitted that it was the earnest desire of Italy to be independent of any country for her tobacco supplies, and stated that the experimental stations at Scafati (Salerno) were working intensely with the object of improving the quantity and quality of leaves produced by various foreign and indigenous plants with which they were experimenting. He stated that the tobacco used for the making of 'Macedonia' cigarettes was entirely grown at Lecce (Puglie), whereas that used for the making of the coarser types of cigarettes and 'Toscana' cigars was grown all over the country.

"We were informed that very few popular cigars were made from national tobacco. These are principally manufactured from Sumatra leaf with other fillings. American machinery is used in the manufacture of all cigars with the exception of the 'Toscana' which requires a special process and has to be made by hand.

"Dr. Sajler was asked whether Italy exported much of her finished products, and stated that while a certain quantity of tobacco was exported, most of the cigarettes and cigars manufactured were consumed in the country, although a few of the more inferior Toscana cigars were exported to Switzerland.

"We were shown two varieties of cigars which have latterly been produced at the experimenting stations, made entirely from national tobacco; they have not yet been placed on the market, but are expected to become very popular. They are manufactured from a Borneo leaf, which by experiment and culture had been reduced from a dark coarse leaf to one of extreme thinness and of a pale golden color.

"Dr. Sajler was also asked regarding the system in force by the Government as regards paying producers and being assured that the particular type of leaf which they were supposed to supply would actually be produced. He replied that each grower was furnished with specimens of the leaves to be grown; thereafter Government experts judged the quality of the leaf grown and paid the grower accordingly. In the event of the standard of any given quality of leaf falling below that designated, it was assigned to the next lowest grade of leaf and paid for accordingly. In the event of a dispute, the matter was decided by arbitrators appointed by each side, whose finding might be appealed against to a Government tribunal, whose decision was final. In the event of the grower refusing to accept the finding of this tribunal, he was free to export his produce. However, added Dr. Sajler, this latter course was never adopted, for the simple reason that growers were not in touch with foreign markets, and were ignorant of ways and means.

"We were very much impressed by the earnestness of Dr. Sajler, who has been one of the chief agents in the increase and improvement of Italy's tobacco. He concluded by stating that it was the firm intention of those who had charge of Italy's tobacco supply to make her ultimately independent of all outside products."

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, NOVEMBER 10, 1921

## ? WHY ?

Do you know the origin of the word Cigar? Why is a cigar so called?

We all know the solace and delights derived from smoking a cigar, and some of us think we know the derivation of the name, Cigar.

What is your answer to the question: Why is a cigar so called?

## PLAY SAFE

There are dealers, probably, who do not carry insurance. There are some, no doubt, who cannot see that in so doing they are gambling with fate with big odds against them, that they are taking a shot which they wouldn't consider for a minute in a game of poker.

Every dealer should be insured against plate-glass, show-case, and fire losses. There are policies covering these very features written especially for the store proprietor.

The theory of insurance is logically sound. It is that the burden incurred by reason of damage or injury may be spread over and borne by the many, with no great load on the shoulders of anyone in particular, rather than fall overwhelmingly upon the one whose property has suffered. "The many" are the policyholders of the insurance company. It is they who help you recoup your losses when your store burns, when your window is broken, or your show-case damaged.

You may believe that because of certain precautions which you take, you are not in danger, and that therefore it is needless to buy insurance, says the *Manco Record*. But there is nothing sure in this life but death and taxes, and, accordingly, you may be the next one hit, or otherwise injured.

Get your insurance, don't let it lapse; be free from worry. Play safe.

## WORLD INTERDEPENDENCE

The Dresden *Tobacco Review* reprints, in part, Allen Walker's Washington speech, published in full in TOBACCO, issue of July 7, and emphasizes by black type his contention that American national prosperity depends upon the rest of the world. The *Review* thinks Mr. Walker had Germany and Russia particularly in view when he said that. The *Review* notes the difference in the view of the prominent American banker and the "mad bull tactics of French imperialism." "Germany's economic demise," the *Review* points out, "would poison the whole world," and it is glad there are wise men in America who are courageous enough to say so.

## CONSTANT COURTESY

It occasionally becomes difficult to smile. The retailer, or his clerk, or whoever it may be that stands behind the counter and greets the customer, sometimes wearies and becomes irritable. Perhaps this irritability is due to several hours of steady work. Perhaps the questions of customers in the day have been a bit more foolish than usual.

Whatever the cause, the fact remains that the prospective buyer often is given a cool and snappy reception, a greeting which would lead him to think that in all probability the shop is conferring a favor upon him in selling to him.

Lack of courtesy in dealing with customers is fatal. In the long run it will drive the buyer from the discourteous retailer's store to that of his competitor. A man who is purchasing, not only appreciates obtaining the goods desired, but also enjoys the actual process of buying. If he is deprived of the latter pleasure at one place, he will search for it in another.

Therefore—if the dealer desires a larger and contented clientele, if he desires prosperity, let him forget the irritating things and the fatigue; let him maintain a steady smile, a constant courtesy. It will repay him in the end.—*Manco Record.*

## PORTO RICO

With apologies to Cliff Weil

Way back in fourteen-ninety-two
Columbus found a thing or two.
Of course they said it wouldn't pay
To look for lands so far away,
But Isabella, Queen of Spain,
Had visions of a Spanish main,
And pledged her jewels for the trip
So Christopher could man his ship.
Of all the things he found, they say
Fair Porto Rico stands today
A greater jewel in renown
Than any in that Spanish Crown.
For crops of rare tobacco mean
A fitting tribute to a queen,
And Porto Rico gives her best
In payment for Columbus' quest.

## WATERPROOF MATCHES IN FRANCE

An engineer named Debrizay, employed by the French tobacco monopoly, claims to have invented an impregnation process which makes the phosphorus as well as the wood of the match immune against moisture and water. It is said these matches will burn even after being soaked in water. The French monopoly will sell these matches abroad as well as in France. The matches are called Les Naiades (water nymphs).

## PEACE!

In the eleventh month, on the eleventh day,
While the big Berthas were still bangin' away—
From Chaumont, at the eleventh hour,
Came the signal of that Flanders flower,
Blown by the world-echoing bugle call,
To cease firing, one and all.
Then fell soft silence o'er the field,
Where peace had lowered the soldier's shield!

Back there in the U. S. A., God's own land,
Whistles blew, bells rang to beat the band
And crowds shouted the great news,
While others prayed from church pews;
But one old veteran, D. S. O. of the war,
Who went to the front four years before,
Still served on and on without cease—
Yes, 'twas tobacco, every man's buddy in war or peace!

—THE SMOKER.

## BOER TOBACCO

We regard ammonia as the best thing to alleviate pain from mosquito bites, but in South Africa the Boers always use tobacco, whether the attacking insect be a mosquito or wasp. This tobacco is of granular character, very light in weight, and so dry that it must be smoked in a large pipe, with a metal cover; otherwise the little whirlwinds usually found on the veldt will speedily bear it away. The Boer usually carries his tobacco in a coat pocket, and if a rider meets him on the road with a request for some tobacco he presents his temporary acquaintance with a handful—*New York Times.*

## TOBACCO MARKET QUIET

Many tobacco growers in the Connecticut valley see nothing but heavy losses ahead. They held the 1920 crop with the hopes of getting higher prices but the market has steadily developed weakness instead of strength. With a remarkably fine 1921 crop now ready to go into bundles it does not look very encouraging for high prices on the 1920 goods. Hind sight is always easier than foresight and it appears that growers would have been far ahead of the game had they gradually unloaded at figures which, though unsatisfactory, were probably higher than they will see again for some time.

Not much activity is noted in the market. Packers find manufacturers buying in limited lots, evidently in the expectation that prices will further decline. There appears to be no embarrassing shortage though there must be good demand for high quality goods.

The Connecticut Valley Tobacco Growers, Inc., made up of the local exchanges in Hampshire and Hampden counties, Mass., and Windsor, East Windsor, Ellington and Somers, Conn., has labored in behalf of growers. Valuable work has been done and lessons learned that may help in the future. Some of these locals still have much of the 1920 crop on hand as well as the 1921 to handle.—*New England Homestead.*

## CIGARILLOS AND CIGARS

What is the difference between a cigarillo and a cigar? A firm in Saxony refused to pay for a shipment of cigars and claimed they were only cigarillos because 100 of them weighed only a pound. The court has now decided that cigarillos are cigars without a point and that the weight has nothing to do with the question, although the maximum weight of cigarillos is generally considered to be 6 pounds per thousand.

## DENMARK ENCOURAGES GROWERS

The Danish government has remitted a tax of 294,000 crowns which Danish tobacco planters would have had to pay on their crops. The government announces the tax will not be collected in the future. Danish planters are to be encouraged in their competition with foreign producers.

## "MADE IN GERMANY"

In London a new cigarette was sold recently. It was offered for sale in front of the Parliament building particularly. The new brand was called "Lloyd George, Minister of Victory." After a while it was discovered that this new cigarette was being manufactured in Germany.

## SMOKE UP, BRETHREN

"Few persons who use tobacco develop cancer of the mouth," said Dr. John C. Oliver in an address on "Cancer of the Mouth" before the Cincinnati Academy of Medicine recently. Dr. Oliver said many charges had been made that cancer was caused by the use of tobacco, but that the preponderance of evidence did not bear out that theory.

## DISCOVERED!

On 181st Street and other places far from Times Square a popular cigarette sells for 17½ cents. Downtown the price is 20 cents. —*World.*

# San Francisco Retailers Show More Confidence

**Increasing Orders in Expectation of Good Holiday Business—All Branches of Industry View Future More Hopefully—Former Footlight Favorite Now a Cigar Sales Star—Short Newsy Notes for Busy Readers.**

San Francisco, Nov. 1.—Lifting of the menace of a nation-wide rail strike has had a most beneficent effect on the cigar and tobacco industry of California, wholesalers generally reporting that retailers are a great deal more confident and as a consequence are increasing their orders in expectation of a big holiday business. When it was announced that there was a possibility of tieing up the the railroads of the country there was a hurrying and scurrying and an effort to map out plans for the parceling out of stock to the best advantage possible. Both wholesalers and retailers had visions of a slack season brought about by a shortage of stock. This shadow has entirely been dissipated and the industry is off to another good start, one which all are generally agreed will be fairly continuous for some time to come.

### Finds Great Improvement

Fred Charles, than whom there is probably no better known salesman on the road, dropped into town this week, the first time he has been in San Francisco in fifteen years. Needless to say Fred witnessed a wonderful change in everything and he says that we can say for him that the change is all to the good, San Francisco in his estimation being a far better city in every way than it ever was. Mr. Charles came from the east by way of the northwest, his mission being the exploitation of the Erb 10 cent cigar of D. S. Erb & Co., and the Castle Hall 5 cent cigar of Charles & Co. He found business excellent throughout the northwest and he received a most pleasing reception wherever he visited. Fred used to be a footlight favorite and in his reminiscing he tells of the time that he was reported as having passed away. He and Billy Emerson—everybody remembers him—were great friends and after some years of separation they met in a certain eastern city. Billy had been hitting the trail too hard and was down and out. Charles and several friends picked him up and tried to give him a new start. Emerson was fitted out from head to foot from Charles' wardrobe and everything was "Jake" for a few days until Billy slipped and fell. The report was issued from the morgue that Fred Charles had been found dead. Fred didn't like that a bit so he went to the morgue and found that the body of his friend Emerson, clothed in Charles' suit, had been found. Charles hastened to notify his factory and his family that he was still very much alive, a mistake in identity having occurred.

### Business Greatly Improved

John Steel, representing Roi-Tans, has returned from Los Angeles, where he enjoyed a most active business. He reports that the holiday lines of Roi-Tans are about all sold up and that business generally is greatly improved.

Harry Goldberg is a new cigar dealer in Santa Barbara, having purchased the Aerellanas store in that city.

Arthur Meyer, president of Michalitschke Bros. & Co., Inc., is now in Los Angeles and will be there for another week.

### Trade on Up Grade

T. G. Ferguson, better known along the line as "Garney," recently returned from a trip through the northwest in the interests of Philip Morris & Co., cigarettes, where he found trade very much on the upgrade. Mr. Ferguson covered the territory thoroughly and found that business is improving universally in the northwestern territory.

### Sold Up to Capacity

The General Cigar Co. announces that Invincibles, five in a foil, and Robert Burns 25s, have been sold up to capacity and taking of further orders has been discontinued for the present, until the factory has caught up.

M. H. Esberg, vice-president of the General Cigar Co., is planning a trip east, going there to join M. A. Gunst.

G. M. Matthei, well known retailer at Petaluma, recently visited in San Francisco.

The General Cigar Co. announces that R. and J. Perfeccionados and Partagas Belvederes have been reduced from $210 to $200 and will be retailed at 25 cents instead of 30 cents.

Miss Anita Longmore, who has been with the San Francisco office of the General Cigar Co., for a number of years, will leave the service November 15. It is understood that the wedding bells are going to ring shortly afterward.

Announcement is made today that Primo cigars have been reduced from $97.50 to $95.

The Mint Products Co. announced today that for every ten boxes of Lifesavers purchased this month an extra box will be given free.

The Golden State Leaf House is receiving express shipments of new Connecticut shade tobacco, an announcement that will prove of great interest to the factories in this district.

R. E. Muegge, formerly a grocer in this city, has established a cigar factory at Fillmore and Turk streets.

Mack Horn, of the Golden State Leaf House, left San Francisco yesterday, en route to Los Angeles. No, Mack did not take the train. He speeded away in his new Studebaker, which they say is some bus. Mack expects to call on 'em all while he's in the south.

H. C. Dickman, retailer at Petaluma, has purchased the cigar stand at 298 Valencia street, San Francisco.

George Prindle, Santa Rosa retailer, visited in San Francisco recently.

C. W. McCormick, representing the Norwood cigar made by A. Siegel & Sons, New York, is now in San Francisco calling on the trade and making his headquarters with H. L. Judell & Co., coast representatives.

Robert Bodie, who is well known to the fraternity of the coast, is now in charge of the cigar and tobacco department of Cluff Bros., wholesale grocers.

Benjamin F. Knauft, who repersents Kuhles & Stock Co., St. Paul, recently visited in San Francisco. Mr. Knauft is now residing in Los Angeles.

Sam Garo, representative of Seidenberg and Company, Pancho Arango cigars, reports that he experienced the best trip of his career through the middle west, from which section he has just returned to San Francisco. He booked big orders among some of the largest accounts in the territory.

## Cigarettes in Holiday Style

Liggett & Meyers Tobacco Co., 212 Fifth avenue, are offering the public a very unique and attractive new packing of Chesterfield, Piedmont and Fatima cigarettes, which makes a very fitting gift for the holiday season.

They retail at a dollar a carton, made up as follows:

Five packages of Chesterfield 20's, or five packages of Piedmont 20's or four packages of Fatima 20's.

## To Finance Exports to China

Washington, D. C., Nov. 8.—The War Finance Corporation announces that it has approved an advance of $250,000 to an exporter to finance the exportation of tobacco to China.

### Passes Into New Hands

Pasadena, Cal.—H. Greenstein has disposed of his cigar store at 20 S. Fair Oaks avenue. E. T. Moore is the new owner.

### Store Changes Owners

San Francisco.—A. Mayer has sold cigar store at 201 Valencia street to Frank Lakomy.

WDC TRADE MARK

# Christmas Will Soon Be Here—Are You Ready?

You cannot start too soon to get ready for Christmas business. The beginning of that busy, buying season is apt to start any old day.

The sooner the better—especially for you. For the longer the buying period the bigger the volume of sales. That's the way it works out.

You've got as much right to say when it should start as any other business man in town. Why not be the first in the tobacco field?

When one figures what to buy for a man, the result is usually something to wear or something to smoke. With a little persistent effort on your part, it will not be difficult to cause most people to decide in favor of "something to smoke."

If you want to do a little advertising in the local paper, send out a circular or two, or fix up an attractive, pipe window, let us know. We'll be glad to send you cuts and window cards.

Nothing like getting busy now. Let us know soon.

**WM. DEMUTH & CO.**
**NEW YORK**

***World's Largest Pipe Manufacturers***

# Chicago Representatives Fight License "Law"

## Suit Filed Against City and Certain Officials to Restrain Enforcement of Ordinance—7,500 Agents Affected—Price Cutting Is More Rampant—Numerous News Notes Regarding Active People in the Trade.

CHICAGO, Nov. 5.—Suit for injunction, against the city of Chicago and certain officials has been filed in the Circuit court in behalf of 7,500 manufacturers' agents to restrain the enforcement of the ordinance requiring them to obtain city licenses for themselves and sub-agents. It is charged in the petition which was filed by the law firm of Gottlieb and Markheim, that the license ordinance passed by the City Council Aug. 26, 1920, is unconstitutional and void. The ordinance forbids brokers and manufacturers' agents to operate without a license. The fee charged is $25 for each broker or agent, and $5.00 for each salesman. Five manufacturers' agents filed the bill, but they state their action is in behalf of all others in Chicago engaged in like manner. They allege that they are not brokers, that many of them represent several factories and that most of them work on a commission basis.

### A Stiff Fine

The fine for each offense is from $25 to $200, each day's violation constituting a separate offense. As the sales of these agents involve the shipment of goods from one state to another, interstate commerce questions are involved, according to the bill. A number of arrests have been made on quasi-criminal charges, according to the bill and fear is expressed that more than 5,000 arrests will be made if the mayor, the chief of police and the chief license inspector are not restained by court order.

### Price War Waging Hot

The price cutting staged by Schulte and the United is fast reaching to all parts of the city. Retailers in order to meet the chain store prices are going them one better and instead of selling 20 cent brands at 17½ cents or 2 for 35 cents, many are now selling these brands at 16 cents and in some places at 15 cents. Many stores are offering these 20 cent sellers at 3 packages for 50 sents, and during this price-cutting war there seems to be no uniform price in the cutting. The larger downtown dealers, outside of one chain of stores, have all piled into the "price-cut" band wagon and have their show windows all plastered up now with "cut-price" cigarette offers. In some sections it is said that popular selling brands of cigars will very shortly be "slashed." This condition is to be much regretted for once such a war gets in full swing it will last for a long time, and the dealers operating under high rents and over-heads are in no position to operate on a short margin of profit.

### Publicity and Prosperity

Declaring that prosperity depends on publicity, an era of unprecedented competive selling, featured by intensified advertising campaigns, was predicted by O. C. Harn, of New York, president of the Audit Bureau of Circulation, in an address here before several hundred members from all sections of the United States and Canada at the annual convention held here a few days ago.

### With an Eye to Business

Arthur J. Engel, representing Fernandez, La Rosa & Co., of Tampa, makers of the La Comporita cigars, called on the dealers.

A lone bandit held up Edward La Rue, a clerk in a United Cigar Co. store at 621 South Crawford avenue, this week and got away with $75.00.

### To Open New Store

B. Rosenthal, who has a cigar store at 40th avenue and Madison street, will open on Dec. 1, store number two at the corner of Belmont and Lincoln avenue.

### Ten for a Dollar

Welcher Bros. are placing Cyro cigars in boite nature boxes of 10 that will retail for $1.00.

### Now Has Five Stores

The Central Cigar Co. has bought the South Side store of C. A. Paulson. This makes store number 5 for the Central chain.

### Placing Holiday Orders

Dealers have begun placing holiday orders and many have become very optimistic concerning the prospects for the holiday trade. Plenty of boxes of 10 and 25 will be on sale besides the fancy packings of tobacco and cigarettes.

### In Holiday Dress

The Christmas packing of 5 packages of Chesterfield cigarettes are being placed. They will retail for $1.00 and are neatly wrapped in holly wrappers.

### A Roseate Report

Doc Rosobro came in from Detroit and has gone up to Milwaukee. He reports good sales on Kenway, Epoca, and Las Vegas brands.

### Working the West Side

Sam Heyman, our old friend, is now with Julius Fernbach & Co., and is working the west side trade placing Cyrilla clear Havana cigars. Sam resigned recently from the Lytle-Myers Cigar Co.

### Back from West

Miles W. Blaine, Stephano Bros. sales chief, has returned to his Chicago office from a western business tour.

### Keeping Lookout for Mr. Paley

Jake Paley, of the Congress Cigar Co., Philadelphia, is due for a visit very shortly. E. Hoffman Co., the La Palina jobbers here, look for him to arrive any day now.

### Looping the Loop

Harry E. Irvin has just taken over the loop territory for M. Melachrino & Co., Inc.

### On the Wing

Willis Andruso, of the Congress Cigar Co., was here. He left for Iowa to interview his La Palina distributers.

### Newcomer Going Well

E. P. Oakes, 153 North Clark street, shows four sizes of the Las Vegas cigars, made in Detroit by the F. Vega Co. For a newcomer they are selling good.

### Booking Holiday Business

Harvey Vreeland, of Benson Hedges, is here this week. He reports a very large business and states that he is booking many holiday orders for Benson & Hedges cigarettes.

### Merit Will Tell

From coast to coast the Lincoln Highway is "Truly a Cigar." In Chicago they are distributed by Iwan Ries & Co. The Iowa territory handled by the Western Grocery Co. reports strong demand for Lincoln Highway, which is made in Indianapolis by the Rauch Cigar Co.

### All Dolled Up

Omar and Lucky Strike cigarettes all dolled up in the holiday wrappers have arrived and have been distributed to the dealers.

### Doing Effective Work

"Here I am," said Don Frame, the Rameses booster. Don is placing the Rameses cigarette in the Christmas packings. One box that contains 100 Rameses to retail at $2.00 is cleverly covered in fancy gold paper. He also shows a mahogany box of 200 to sell at $7.50 and one containing 400 to sell at $15.00.

### Going Strong

Flor de Melba, in boxes of 25, are being placed for the holidays. There is no extra charge for the 25 packing. A new size called Bits that retail at 2 for 25 cents is now on sale. Minions, the 5 cent size of Flor de Melba, are gaining in sale fast.

### Beechnut Cigars Coming

We have Beechnut gum, Beechnut cigarettes and Beechnut tobacco; and will soon see Beechnut cigars. Peter J. Bauer, Chicago's well known cigar broker, will shortly introduce Beechnut cigars that will retail at 5 cents.

### New Ten Cent Size

A new size of the Flor de Melba cigar to retail at 10 cents and packed in tins for counter use, will soon be placed on this market by Sprague, Warner & Co., who act as the Flor de Melba distributers locally.

### Back from Good Trip

Sig Meyer, of F. Lozano Son & Co., has returned to his Chicago office after a tour of the eastern states. He booked some very fine Christmas orders for the Lozano brand.

### No Extra Charge

There will be no extra charge for the John Ruskin cigar packed in boxes of 25 for holiday use.

### Price Is the Same

Nathan Fox Co., who distributed Lozano, the well known clear Havana cigar, has advised its customers that the price of 1/40th will be the same as 1/20th for the holidays.

### Pleased with Results

Ran into popular Ernest McKenzie who is now doing such good work here for I. Lewis & Co. Mac is highly pleased over the repeat business he is getting on the new Flor de Melba cigar and states that the 10 cent size repeats wherever he has placed it.

### "More of This Later"

Oscar Klein, for many years with Jack Tobias as manager of the store at 313 E. 55th street, until he sold out recently to Keffer & La Duc, Inc., has resigned from this firm. Oscar is one of the best known cigar men on the south side and intends to remain in the game. "Details later."

### Administering to the South Side

W. M. Lewis, formerly traveling Iowa and Nebraska for P. Lorillard Co., is now located in Chicago. He has connected with Kalis-Samuels, Inc., jobbers, 3111 N. Halstead street, and is working the loop. Louis is featuring Red Dot, Muriel, New Currency and Robert Emmett cigars.

### He Deserves It

Roman Dobler writes down from the northwest that he had a very fine business in Milwaukee for Sol. H. Furgatch & Co., and that the dealers of St. Paul and Minneapolis were treating him good.

### New Price List Out

The Mi Lola Cigar Co., Milwaukee, is out with a new price list on the popular Mi Lola brand of cigars. On all orders of 1,000—2 per cent discount 15 days. is allowed on lots of 1,000 to 2,500—3 per cent and over 2,500—5 and 2 per cent. The 10 cent Buckeyes in 40ths packing is advanced to $80.

### Lining 'Em Up

Chris E. Bauer is lining up the loop trade for Ruhstrat-Cowley Co. He features Mozart, Chas. Denby and La Fendrich.

### Featuring New Webster

Edward Littman, 51st street and Prairie avenue, features 4 sizes of the new Webster cigar which is made by the Webster Cigar Co., of Detroit.

### Cressida Size Up a Bit

The new Cressida needles size has just advanced from $100 to $110 list, and will retail for 15 cents.

### A Nickel Leader

A large shipment from Cuesta Rey & Co., Tampa, has just been received by Max Kaplan in the Medinah Bldg., Romeo-Garcia, resago size, at 5 cents is Max's leading Nickel movement.

### On the Firing Line

Following the United and Schulte stores in the cut-price cigarette war now being waged, are such well known loop dealers as the Wm. F. Monroe Cigar Co., L. & I. Rubovits, Sol M. Bernstein & Co., and Rios-Davis Co. It is reported that several others are about to reduce 20 cent sellers to 17½ cents.

### Giving Them an Eyefull

Frank M. Lopez, of Garcia & Vega, stopped off this week on a special visit to show some new sizes of his made-in-bond cigars.

(*Continued on Page* 11)

# LA CONFESION

*A favorite for Forty Years*

*Because—*

1—Choice Havana Filler
2—Imported Sumatra Wrapper
3—Cuban Hand Work
4—Nine Popular Sizes

**Draws Trade**

Sizes and Prices

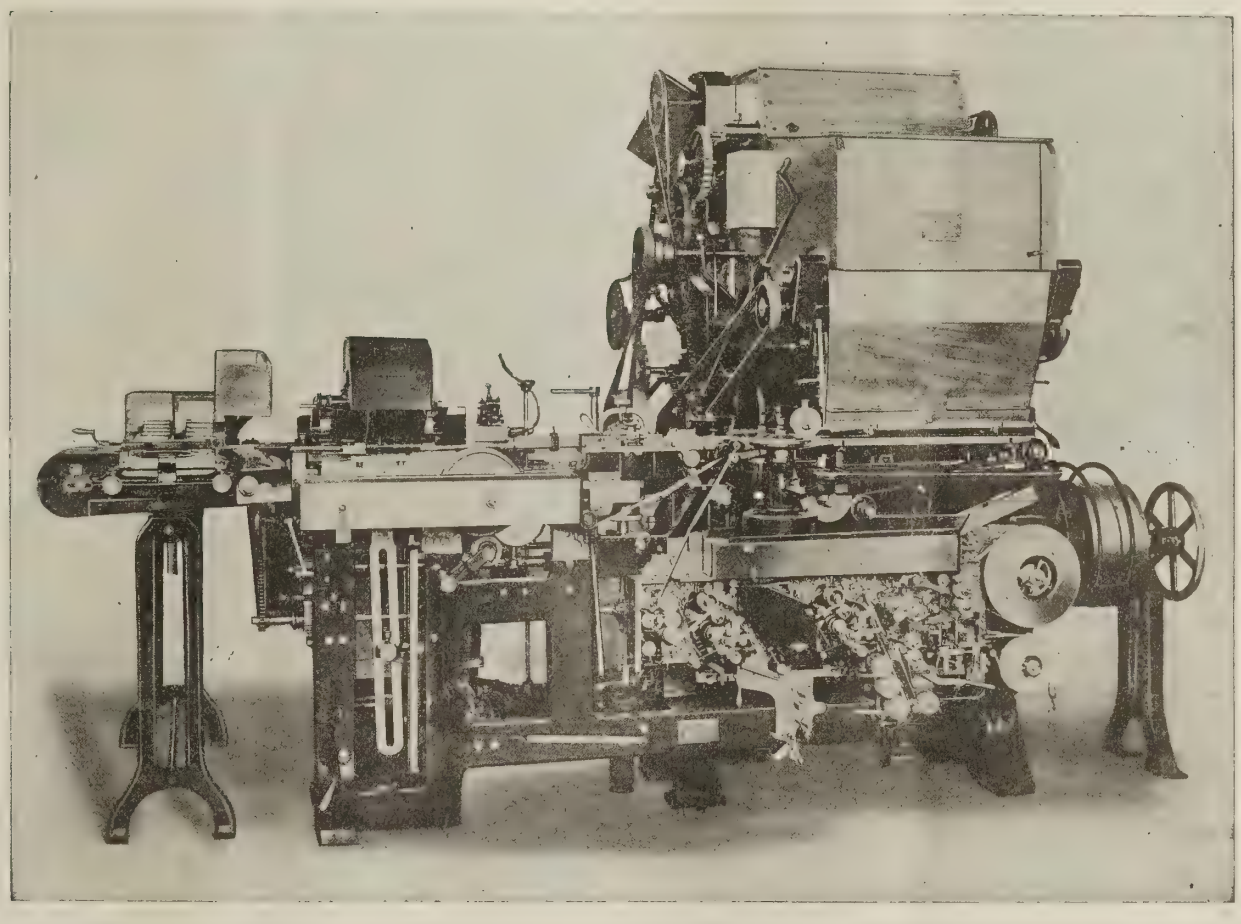
| | | | |
|---|---|---|---|
| Invencible | 3 for 50c | Epicure | 2 for 25c |
| Waldorf | 15c Straight | Panetella | 2 for 25c |
| Club House | 15c Straight | Bouquet | 10c Straight |
| Perfecto | 15c Straight | Miniatures | 5c Straight |
| Concha Especial | 2 for 25c | | |

*Some open territory in middle west.*

**BENITO ROVIRA CO., Inc.** 311-321 East 62d Street, New York

# "UNIVERSAL" and "U-K" Cigarette Machines

## THE BEST BUY ON THE MARKET



With or without gold or cork tipping device for tipping the cigarettes as they are manufactured.

Recognized to be the best cigarette machines on the market—manufactured by the largest and oldest manufacturers of cigarette machinery in the world—and offered for sale today at the most reasonable prices.

Now is the opportune moment to place your order—to secure our rock bottom prices and early delivery.

Write for illustrated catalogue and quotations today.

## UNITED CIGARETTE MACHINE COMPANY, Inc.

MAIN OFFICE:

LYNCHBURG, VA., U. S. A.

*Agencies throughout the World*

*Factories and Branch Offices:*
LONDON, ENGLAND
DRESDEN, GERMANY

# TAYLOR, BATES & CO.

*Members New York Stock Exchange*
*Members New York Cotton Exchange*

**100 Broadway, New York**

**Tel. Rector 1140**

Branch Office—Liggett Building

**41 East 42nd Street**

*Telephone Murray Hill 5631*

Inquiries solicited regarding the

## Southern Pacific Company


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Nov. 7.—The reduction of the rediscount rate with the consequent sharp upturn in the bond market was in a measure reflected in those stocks which are primarily investment issues. Figures reached and net changes for the week for the more active of the listed tobaccos are as follows:

| | | |
|---|---|---|
| American Sumatra | 35⅛ | — ⅜ |
| American Tob. | 126¼ | +1⅞ |
| American Tob. B | 123 | — ¼ |
| American Tob. pfd | 94¼ | +1⅜ |
| Consolidated Cigar | 59¼ | + ¾ |
| Liggett & Myers | 151⅛ | — ½ |
| Liggett & Myers, pfd | 107 | +3⅛ |
| P. Lorillard | 141 | —4¼ |
| P. Lorillard, pfd | 105½ | +2½ |
| Tob. Products | 59¾ | —2⅜ |
| United Retail Stores | 49¼ | —2⅛ |

It will be noticed that the high grade preferred stocks such as Liggett & Myers, Lorillard and American Tobacco are now selling at figures which a month ago seemed fanciful. The rise in these stocks does not mean necessarily that the common stocks are next in line for a move; in fact for those not strongly intrenched as far as earning capacity goes the tendency will probably be the other way for the factors which make for enhancement in value of these securities having a fixed but secure yield work against those securities the immediate future of which is uncertain.

The Schulte-United consolidation having been definitely called off the expected reaction in the Schulte stock took place. As is always the case this move was carried to the other extreme and the stock is now selling several points below the level it maintained before its sudden upward move on the merger rumor.

There is considerable United Cigar Stores common stock in the market, mostly in small odd lots; this stock now carries the $2 dividend payable to holders of record the 14th of the month and at quoted prices seems like an attractive purchase.

The unlisted tobacco preferred stocks have also had a move although not commensurate with those on the exchange. The effect is most noticeable in those like Weyman-Bruton and Helme, which had been selling at very low figures. The common stocks of these two companies are real investment stocks and the available supply at current quotations is very limited.

The block of American Tobacco scrip which has been overhanging the market has been cleaned up and if the present good action of the common stock continues the scrip ought to do better.

Tobacco Products Scrip is in very good demand and the days when any of the series could be bought to yield 11 per cent and over are definitely over.

MacAndrews & Forbes common with every transaction is gradually creeping up and this is but natural for as a 10 per cent stock this issue was selling out of line with other stocks of equal merit.

American Cigar common seems to be in a class by itself; this stock has remained stationary during the past month; those that believe the stock is cheap do not seem to back their opinion with sufficient buying orders to take up the available supply of stock offered.

## Connections Desired

A Manila company dealing in Manila cigars and other Philippine products, is seeking connections for the sale of its export goods in this country.


# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

**INVESTMENT SECURITIES**

**60 Broadway**
**New York**
**100 Grosvenor Bldg.**
**Providence, R. I.**

**53 State Street**
**Boston, Mass.**
**557 Pleasant Street**
**New Bedford, Mass.**


## TOBACCO STOCKS

Closing Prices Wednesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 102 | 109 |
| American Snuff Pfd. | 83 | 85 |
| American Sumatra | 36¾ | 37 |
| American Sumatra Pfd. | 70¼ | 72 |
| American Tobacco | 127½ | 127⅞ |
| American Tobacco "B" | 124 | 124¾ |
| American Tobacco Pfd. | 93 | 94¾ |
| Consolidated Cigar | 24 | 26½ |
| Consolidated Cigar Pfd. | 65 | 66 |
| General Cigar | 60⅜ | 60⅝ |
| General Cigar Deb. | 92½ | 93⅞ |
| General Cigar Pfd. | 93 | 100 |
| Liggett & Myers | 153 | 154 |
| Liggett & Myers "B" | 145 | 150 |
| Liggett & Myers Pfd. | 106 | 110 |
| Lorillard, P. | 141½ | 143 |
| Lorillard, P. Pfd. | 104 | 114 |
| Tobacco Products | 60¼ | 60⅞ |
| Tobacco Products, Pfd. | 82 | 86 |
| United Cigar, Pfd. | 105 | 110 |
| United Retail Stores | 50¼ | 50½ |

## Inactive and Unlisted Stocks

Closing Prices Wednesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 74 | 78 |
| American Cigar Pfd. | 82 | 86 |
| American Mach. & Fdy. | 125 | 150 |
| American Tobacco Scrip | 105½ | 107½ |
| Bayuk Bros. Pfd. | 80 | 90 |
| British-Amer. Tob. Co. | 11½ | 12½ |
| Conley Foil | 13 | 16 |
| Eisenlohr & Bros. Com. | 55 | 61 |
| Eisenlohr & Bros., Pfd. | 86 | 91 |
| Geo. W. Helme, Com. | 156 | 165 |
| Geo. W. Helme, Pfd. | 94 | 98 |
| Hav. Tobacco Com. | 1 | 1½ |
| Hav. Tobacco Pfd. | 1½ | 4 |
| Imperial Tobacco Co. | 8½ | 9¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com. | 80 | 88 |
| J. S. Young Pfd. | 87 | 93 |
| McAndrews & Forbes Com. | 103 | 106 |
| McAndrews & Forbes Pfd. | 82 | 86 |
| Mengel Co. Com. | 36 | 40 |
| Philip Morris | 4 | 7 |
| Porto Rican A. T. Co. | 63 | 70 |
| Porto Rican A. T. Scrip | 65 | 80 |
| R. J. Reynolds "A" | 65 | 75 |
| R. J. Reynolds "B" | 33½ | 34½ |
| R. J. Reynolds Pfd. | 103 | 105 |
| Schulte Retail Stores | 33 | 38 |
| Tobacco Prod. Export | 4 | 7 |
| Tobacco Prod. 8% Scrip | 95 | 100 |
| Tobacco Prod. 7% Script. | 93 | 96 |
| United Cigar Stores | 115 | 130 |
| Universal Leaf Com. | 130 | 140 |
| Universal Leaf Pfd. | 96 | 99 |
| Weyman-Bruton Com. | 155 | 165 |
| Weyman-Bruton Pfd. | 94 | 98 |

### American Can Co.

The recent advance in American Can common and preferred is accompanied by reports of a reviving business and favorable prices at which the company has contracted for its tin plate. American Can has outstanding $10,233,000 15-year debenture 5% bonds which mature in February, 1928. These bonds are rarely quoted. The last sale was September 16 last at 90. Of the issue there had been retired up to December 31, 1920, $3,767,000.

### United Cuts Expenses

It is estimated that as the result of recent readjustments in overhead, United Cigar Stores Company of America has reduced operating expenses by approximately $1,250,000 a year. Profits of the real estate department for the first nine months of this year were $1,170,000 compared with less than $500,000 in corresponding period last year.

Business is beginning to respond to the recent reduction in cigarette prices. Although cut prices were in effect for only last ten days of October, shipments out of the New York depot alone showed an increase of over 15,000,000 cigarettes for the month.—*Wall Street Journal.*


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the *Unlisted* and *Inactive* tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

## Stone, Prosser & Doty

***Specialists in Tobacco Stocks***

**52 William Street, N. Y.**

**Tel. Hanover 7733**


## Baltimore Market

BALTIMORE, Md., Nov. 3.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland: Net receipts fell off to 218 hogsheads, while sales totaled 379 hogsheads during the past week.

The demand continued strong for all good and fine grades, with 48c. being the top price paid.

As we had two days' rain, larger receipts may be expected next week.

Ohio: Receipts 10 hogsheads; sales, 1446 hogsheads, most of which were old crop common and medium grades exported to Continental Europe.

### Official Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Nov. 2:

#### Receipts

| | This Week | Prev. | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland | 558 | 32,964 | 33,522 | 30,547 | 21,887 |
| Ohio | 10 | 254 | 264 | 264 | 2,663 |
| Total | 568 | 33,218 | 33,786 | 30,811 | 24,550 |

Reinspections this week: Maryland, 340; to date: Maryland, 2,975.

#### Deliveries

| | Maryland | | | | |
|---|---|---|---|---|---|
| | Coastwise and Domestic | For. | Total | Ohio | Total |
| This week | 537 | 229 | 766 | 579 | 1,345 |
| Previously | 4,795 | 21,631 | 26,426 | 361 | 26,787 |
| | 5,332 | 21,860 | 27,192 | 940 | 28,132 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 17,379 | 4,591 | 21,970 |
| Receipts since | 30,547 | 264 | 30,811 |
| | 47,926 | 4,855 | 52,781 |
| Delivered since | 27,192 | 940 | 28,132 |
| Stocks today | 20,734 | 3,915 | 24,649 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 379 | 1,446 | 1,825 |
| Previously | 29,970 | 705 | 30,675 |
| | 30,349 | 2,151 | 32,500 |

Groundleaves to date, 19 hogsheads.

## Baltimore Has No Kick

BALTIMORE, Nov. 7.—Baltimore tobacconists have no particular reason to boast, and certainly no cause for complaint. Business continues to sail along in the right direction without a shoal or snag in sight. Everybody seems to be getting a fair amount of trade.

### Back on Job Again

Geo. R. Curtis, who has been suffering from an attack of bronchitis, is on the job at the Equitable Building stand giving Mozarts, Ulemas, and Corridor brands a boost. He reports business only fair, but has hopes for a big holiday business, and is preparing accordingly.

### Featuring Centrilla

Centrilla, a mild Havana in five sizes, is being featured by Acker Merrill & Condit in their Emerson stand. This cigar has a patented tip and Mr. Coburn reports a steady demand.

### Creating New Interest

Splendid specialty work on Deities is being performed by E. S. Rush, and an increased demand is noted at the club and hotel stands for this cigarette.

### Has Good Selection

R. L. Shields can justly boast of a fine clientele for patrons as he numbers among them the Governor of Maryland. To cater successfully to this trade he carries a stock of high grade cigars such as La Corona, Partagas, Gonzalez & Sanchez, Cortez, and Admirations. The stand is located in the lobby of the Union Trust Building.

### The Passing of S. M. McBride

Tobacco merchants in this section were shocked to learn of the death of S. M. McBride, former secretary and treasurer of Neudeeker Tobacco Co. His health had been failing for some time but his demise Oct. 30 was unexpected. The trade feels his loss keenly, and deeply sympathize with his associates and family.

### They Were Tickled

The local crew of Condax boosters pulled off a neat stunt when they sampled the first nighters at the Auditorium theatre, last night. The attraction was Frank Tinney in "Tickle Me," and needless to say the audience was tickled to get a free handout of Condax cigarettes.

### Have Cigar and Confectionery Store

Goodman & Miller, formerly associated with the U. S. Drug Stores, Inc., have taken over the cigar and confectionery store at Light & Baltimore streets. Both have a host of friends and considerable experience, and should make a success at this splendid location.

### South More Optimistic

Just returned from a ten weeks' trip through the South, Tom O'Neill, local Melachrino representative, spoke encouragoingly of the trade conditions in the states he visited. The Carolinas are busy, and the advance in cotton and tobacco has spread optimism throughout the entire section.

### Among Those Present

Wm. P. Bushell (Consolidated Cigar Corp.) in the interest of Mozarts and Adelina Pattis.

Mr. Berger (F. S. Mills Co.) reported good demand for Locktite tobacco pouches.

Mr. Murray (A. Frankan & Co. Ltd.) who renewed old acquaintances and took orders for B. B. B. Pipes and smokers requisites.—ORIOLE.

## Cigar Production in First Ohio District

CINCINNATI, Nov. 5.—While the actual production of cigars is reaching closer to normal in the First Ohio District, the Government's revenue is steadily decreasing because of a shifting of the output from the higher to the lower classifications. A year ago the heaviest production each month was of cigars in Class C, retailing above 8 cents each. This is shown by the record for the expired portion of the fiscal year. The production of Class B cigars, however, is mounting steadily, and much of the monthly output has shifted over to Class A, which embraces only the cheapest goods, paying the smallest tax, $4 per thousand.

The total collection of internal revenue from the production of cigars in Cincinnati and the entire First Ohio District during the month of October, 1921, amounted to $122,036.61, a decrease of $30,242.48, or 19 per cent, contrasted with the corresponding month last year. For the 10 months of the current calendar year the collections totaled $1,008,-724.90, a decrease of $1,008,724.90, or approximately 30 per cent.

The actual production comparisons are as follows: The output recorded for October, 1921, shows a decrease of 1,831,086 cigars, or almost 9 per cent, contrasted with the corresponding month of last year. The output for 10 months of the current calendar year shows a decrease of 29,887,866 cigars, or 16 per cent. The output for four months of the current fiscal year shows a decrease of 10,708,478 cigars, or 13 per cent.

### Lefkowitz & Saperstein, Inc.

Lefkowitz & Saperstein, candy and tobacco, have incorporated; capital stock, $10,000. Incorporators, M. Lefkowitz, I. Saperstein and L. A. Safian; attorney, S. Falk, 291 Broadway, New York.

## Chicago Fights License "Law"

(*Continued from Page 8*)

### Pipe the Pipe Bargains

"The biggest pipe value ever offered," was the attraction in all of the United stores when they offered 98,400 genuine French Briar pipes that sold at 75 cents for 25 cents, $1.50 and $2.00 Italian Briars went at 98 cents, while values up to $2.00 in French Briars were sold at 89 cents. $3.00 Imported Italian Briar Aonian De Luxe pipes went at $1.50. A large space in the Chicago newspapers called the pipe smokers attention to this sale.

### New Place to Eat and Smoke

Chicago is to have a new and very luxurious cafe which will be known as the Moulin Rouge, and which will be located at 416 South Wabash avenue. Albert Bouche, owner of the "House That Jack Built," will be the proprietor.

### Gus Is Gratified

Gus Jacoby is getting many repeat orders from the loop dealers for his new 10 cent Lucius cigar which is distributed by the Ryan & Raphael Cigar Co. They are packed in boxes of 100 and are all Havana wrapped.

### Reports to New Headquarters

F. B. McDaniel, who recently connected with Cuesta Rey & Co., has resigned and is now working the loop for Grommes & Elson. He features the new Tampa made Robert Bacon cigar.

### Reports Good Business

B. M. Torrence, of the Martinez Havana Co., New York, is here this week. He came in from St. Louis and reports a good business.

### Branching Out

David Ruttenberg, who has a retail store at Division and Wells streets, will in a few weeks open a new store at 4100 Sheridan road.

### Selling Big

P. J. Rubey & Co., the well known South Chicago jobbers, are now the distributers of the Robert Emmett, the 10 cent cigar that is selling so big throughout the middle and northwest.

### Takes Over Cigar Department

M. A. Lieberman, who owns a cigar store in the Princess Theatre on Clark street, has just taken over the cigar department in the Buck & Rayner Drug Store, at State and Madison streets. He pays the Drug Co. 15 per cent of his receipts as rent.

### Two Shining Examples

Falling in line with many other dealers in the cigarette price war is Wengler & Mandell, one of the best retail stores in the loop. There are still two large chain stores, the General Cigar Co. and Albert Breitung, who are holding up to the old prices.

### Adds Popular Seller

Henry E. Ackerburg, 187 W. Madison street, has just added Jose Grande cigars in six staple selling sizes.—H. L. H.


F. M. Lockwood & Co.

*Stock Brokers*

*Members of The New York Stock Exchange*

INVESTMENTS

in

HIGH GRADE STOCKS AND BONDS

*New York Office*

52 Broadway

*Southern Office*

Keyser Building, Baltimore, Md.

# NEW YORK
## Doings and Sayings
## Goings and Comings

### Quebec Comes from Rutland

D. G. Quebec, of the Quebec Cigar Co., Rutland, Vt., was a recent visitor to Gotham.

* * *

### Seidenberg Comes from Buffalo

R. J. Seidenberg, of the R. J. Seidenberg Co., Buffalo, N. Y., got off the Buffalo express the other day.

* * *

### Paton Comes to Town

W. D. Paton, of the Bridgeport Tobacco Co., Bridgeport, Conn., was in New York City recently.

* * *

### Goldberg Looks In

Barney Goldberg, of the Capitol Tobacco Co., 255 State street, Hartford, Conn., was in town recently.

* * *

### Cohen Comes from Milwaukee

Chas. Cohen, secretary of the Badger Tobacco Co., Milwaukee, has been greeting his New York friends in person.

* * *

### Bowman Blows in from Norwich

John R. Bowman took the train from Norwich, Conn., recently and got off at the Grand Central Station.

* * *

### Miss Sheehan Arrives

Miss A. A. Sheehan, of the H. T. Dean Co., Everett, Mass., has been doing some Dean business in New York City.

* * *

### Arnold Comes North

Carter Alston Arnold, of the Copeland Grocery Co., Elberton, Ga., is admiring the new ideas in New York City.

* * *

### Beyea Is Improving

Ben Beyea, of S. Ruppin, Inc., leaf importers, 26 Burling Slip, is improving. He has been on the sick list for some weeks.

* * *

### Karsch Goes to Connecticut

O. J. Karsch, of Saunders & Karsch, 11 Burling Slip, is out of town. He is looking into the new shadegrown crop in Connecticut.

* * *

### Porto Rican Leaf Going Well

According to Lichtenstein Bros., 117 Maiden Lane, the Porto Rican leaf is finding an exceptionally good market at the present time.

* * *

### Rosenfield Takes a Rest

Charles Rosenfield, formerly buyer for the Blumauer Frank Drug Co., Portland, Ore., is in New York City. He has not announced his new connection.

* * *

### Crossmore Crosses the Hudson

E. Y. Crossmore, of the Berdan Co., Toledo, O., will explain to those who have missed him that he was on a business trip to New York City.

* * *

### Murphy Takes a Short Ride

It is only two hours ride, and so Geo. Thos. Murphy, of the Peter F. Murphy Co., Philadelphia, Pa., thought nothing of visiting New York the other day.

* * *

### Dykstra Is in Town

M. H. Dykstra, of the Dykstra-Gammel Co., 173 Broadway, Buffalo, N. Y., recently gave a ticket to New York to the conductor on the express.

* * *

### Schwartz Visits the East

Bernard Schwartz and Norman, his son, were in New York City recently, and left for Connecticut before returning to the B. Schwartz Cigar Corp., Detroit.

* * *

### Miller Visits Chicago

W. P. Miller of the American Sumatra Tobacco Co., 131 Water street, has gone to Chicago and is not expected back for several weeks.

* * *

### Kohlbergs in Connecticut

E. L. and Jerome Kohlberg, of E. L. Kohlberg & Son, tobacco merchants, 144 Water street, have been called to Connecticut again by the interest of the new shade-grown crop.

* * *

### Rosenwald Welcomes Salesmen

Harry Nathan, Western representative of E. Rosenwald & Bro., 145 Water street, is paying the home office a visit, as is Howard Stevenson, Philadelphia representative.

* * *

### Davis Is a Visitor

Norfolk, Va., reluctantly allowed Clyde L. Davis of its Old Dominion Tobacco Co., to get out of town the other day. They only let him go after he had explained that he was bound for New York.

* * *

### Kramer Pays a Flying Visit

L. A. Kramer, of Bayuk Bros., Philadelphia, was in town recently. Among other places he visited was Meyer & Mendelsohn, 169 Water street, before returning to the Quaker City.

* * *

### Porter Visits Broadway

Thos. H. Porter, Hagerstown, Md., has been telling his New York friends all about the excitement last summer when the President and Edison and Ford and some lesser celebrities camped near Hagerstown.

* * *

### Bach Shipping Shade-Grown

Elias Bach & Son, 130 Water street, have sold and shipped considerable quantities of the new shadegrown crop from their Connecticut warehouses. The company had 400 acres under shade this year.

* * *

### Quanjer & Clark Away Together

William Quanjer and Ray S. Clark, of 136 Water street, left town the other day for a swing through Pennsylvania and New York. They expect to be gone about two weeks on a tobacco selling expedition.

* * *

### Manila Commercial Booms

The Manila Commercial Co., 11 Water street, finds itself becoming more and more firmly intrenched in the market with its Manila cigars. Shipments last month showed a decided increase over those of three months before.

* * *

### Brill Back From Up-State

E. S. Brill, 172 Water street, has just returned from a visit to the up-state cigar manufacturers. He found all the leading factories bee hives of activity. Five cent cigars are being made in ever increasing numbers, Mr. Brill says.

* * *

### Country Gentleman Prospers

Valentine & Son, 482 Broome street, report a normal volume of orders for the Country Gentleman. The usual channels of distribution for the cigar are open, but as the orders are in the main small, the volume of the whole is not large.

* * *

### Split Into Three Halves

Percival R. Lowe, 155 Water street, the famous leaf broker, who spends half his time in New York City, half in and around Hartford, Conn., and the other half on the train between the two places, went into the Nutmeg State again this week.

* * *

### In Larger Quarters

The Weiss Window Trimming Co. have taken over the entire building at 154 3rd avenue and their facilities have been enlarged to take care of any additional business. They are now attracting much attention throughout the city due to their Mi Hogar advertising display.

* * *

### Martinez Repeaters Are Insistent

One of the busiest factories in New York City, even regardless of size, is that of A. Martinez & Co., 2 Lispenard Street. The Martinez brand is proving


# WATCH YOUR BARRELS AND BALES

WHEN BUYING PORTO RICAN TOBACCO

## THE GOVERNMENT NOW GUARANTEES

THE EXACT SOURCE OF

## ALL TOBACCO EXPORTED FROM THAT ISLAND

**Tobacco Stamps:**

White—Genuine Porto Rican growth.

Blue— Mixture of Tobacco grown in P.R. & other countries.

Pink— Tobacco of Foreign growth.

**Cigar Stamps:**

White—Mfd. in P.R. with Tobacco produced in P.R.

Blue— Mfd. in P.R. with Porto Rican and other Tobacco

Pink— Mfd. in P.R. with Tobacco not a product of P.R.

One of the Government Guarantee Stamps

**TAKE NOTICE THAT**

Every package containing Tobacco Leaf, Scrap, or Cigars, either for domestic use or for export, must display a GUARANTEE STAMP.

The buyer of Tobacco or Cigars can now tell whether he is getting genuine Porto Rican Tobacco or an inferior Tobacco shipped into the Island and reshipped as Porto Rican.

***Information about Guarantee Stamps or Porto Rican Tobacco gladly given.***

## GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

J. F. VAZQUEZ, *Agent*

126 Maiden Lane — Tel. John 1379. Cable Address: GARANTOBA — New York City

itself exceptionally popular, and is repeating strongly. Especially in and about Rochester is it going strong.

* * *

### Gans Welcomes Travelers

Max Gans & Son, 197 Water street, leaf merchants, this week welcomed back to the office I. Strouse, who has been in the West. L. Holzman also has come back from Pennsylvania. Both men while they were gone sent pleasing orders back to the office, and brought more with them.

* * *

### Gato Finds Close Buying

Some of those who used to buy the Gato cigar in lots of several thousand now are asking meekly for two and three hundred at a time, according to E. H. Gato Cigar Co., 203 W. Broadway. This means that sooner or later, and probably sooner, the timid ones will be forced to do some real buying.

* * *

### Keep Berger's Wire Hot

An excellent indication of the trend of the times is to be seen in the fact that during the past week Emanuel Berger, 124 Maiden Lane, received no less than five telegrams for rush express shipments of single bales. Berger is looking forward to a trip to Havana during the holiday season.

* * *

### American Exchange Busy

The American Exchange Cigar Co., 1059 Third Avenue, is working a full force, and is proud of the fact. A much greater amount of detail than usual is required, however, in view of the fact that the average order is small, buyers preferring to stick closely to immediate demands.

* * *

### Feeling Fine, Thank You!

Jess R. Batt, of Simon Batt & Co., 152 West 42nd street, has just returned from his western trip and is feeling fit to take care of any business that comes along. Their Palo and La Verdad cigars are being strongly advertised throughout the middle West, and territory covered by Mr. Batt, through window displays and so forth, in all of the leading stores.

* * *

### On the Lookout

Carnel & Gustrow, 411 Eighth avenue, New York City, are having quite a little success with their Mi Gustow cigar, which has been placed in many hotels, restaurants and clubs, as well as in the better stores. Encouraged by the good will that the cigar is building for itself, they have decided to add another salesman to the staff, and are looking about for a suitable man.

* * *

### Primadora Wins More Adorers

La Primadora is going ahead fast in New York City. According to Max Schwartz, 954 Third Avenue, the latest Primadora store to be opened is at 7 Battery Place, where Joseph Lansman, who had the stand in the Bush Terminal building, now presides. Other recent stores include those of A. Missalian, 52nd Street and 7th Avenue; Alexander Eagle, 35th Street and Madison Avenue; Goodman Brothers, 104 Fulton Street, and stores at 481 Lexington Avenue, 1993 Broadway and 126 William Street.

* * *

### Bolanos Growing in Popularity

According to Henry Muller of the Manila Cigar Co., 172 Front street, Bolano cigars are finding a steadily growing market. They are high-grade Manila smokes. The company is gradually developing its five-cent production, which is well received. A large future is seen for these cigars, which can be produced with remarkable quality in the Philippines with the cheap labor obtainable there.

* * *

### Martinez 40ths Going Well

S. C. Korn, of the Martinez Havana Co., 75th Street and Avenue A, returned from the South one day recently, and after a 24-hour stay, just long enough to start his orders through the works, left for the West. Speedy work such as this no doubt is one of the reasons for the air of activity and satisfaction around Martinez headquarters. The packing in 40ths is liked by the trade, it is stated.

* * *

### Bachia 40ths Well Liked

R. A. Bachia & Co., 43 West 16th street, are not making any special holiday packages, finding their regular boxes which already have a reputation that needs no reinforcement by seasonal appeals, sufficient for the trade. The packing in 40ths, at an extra cost of $5 is going well, though the Bachia forces are not pushing it, in view of the fact that the $5 penalty does not pay for the extra costs of the packing.

* * *

### German Cigars Are Cheap

Joseph Holzman who returned last week from Holland to his New York office at 185 Water street, has been holding unofficial receptions there all this week. One of the interesting statements he has been making is that of the German cigar manufacturers who can buy leaf in Holland, take it to Germany, make it into cigars, and send them back to Holland, where they can be sold at a profit cheaper than the Holland-made product.

* * *

### Hicks Escapes the Snow

Montreal had five inches of snow the other day, a new record for early November. The first flakes fell upon the fleeing heels of R. W. Hicks, First Vice-President of Benson & Hedges, 435 Fifth avenue, who reached New York City at the same time that the newspapers were telling of the first snow on the other side of the border. He brought back excellent reports of the progress of the Benson & Hedges business among the Canadians, who always have been strong supporters of the brand.

* * *

### Making a Thorough Study

Domingo B. Paguirigan, who has large tobacco interests in the Philippines, has been making a thorough study of tobacco here, more particularly in New England and Pennsylvania, during the past two years. He has spent much time at Harvard, the University of Pennsylvania and the Connecticut Agricultural College. Mr. Paguirigan sailed last Thursday for Cuba, where he is to continue his tobacco studies for several months. He is already well posted on tobacco, but proposes to become a master of the subject.

* * *

### Groceries Follow Cigars

Park & Tilford, the prominent New York City cigar manufacturers and importers, who also have a large wholesale and retail grocery business, are changing their grocery policy. All brand names on groceries are being eliminated from their shelves, save only the P. & T. goods. All groceries sold by the firm will bear only its name. This may be considered as suggested by the enormous success of the company's cigar business, which has been built up to its leading position by concentrating on the company's own brands.

* * *

### Has Xmas Orders in Factory

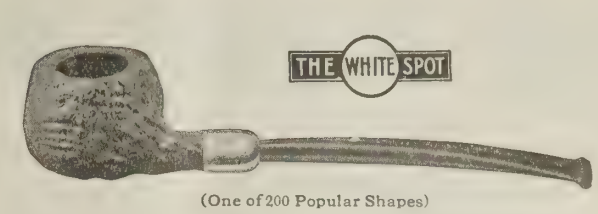
All the holiday orders for Tuval, Redemcion and Pontchartrain cigars now are in the hands of the factory, according to Marcelino Perez & Co., 4 White street. The Perez salesmen make a point of getting holiday orders early, in order to avoid the chance of anyone getting left. Some orders were taken as long ago as last August, and now are going out of the factory, filled from late production and therefore sure to be in excellent condition when the cigars reach the smoker.

* * *

### Benson & Hedges Sales Are Good

Holiday goods are going out of the headquarters of Benson & Hedges, 435 Fifth avenue, in a steady stream. Humidors, for which the company has earned an enviable reputation, are being well stocked by the trade in anticipation of holiday buying. Special festive packings of cigars and cigarettes also are moving well. Apparently the Benson & Hedges trade is profiting by the experience of a holiday season, not too far in the past, when caution was practised too strictly, and the requirements of the consumers were not always met.

(*Continued on page* 24)


(One of 200 Popular Shapes)

IN EVERY SMOKER'S MIND

is the hope that some day he will know the joy of a perfect pipe. You fulfill his expectations only when you sell him a

DUNHILL

That is why your sales of the Dunhill Standard Bruyère and Shell Briar Pipes are certain to be steady and profitable. Dunhill's also bring much new Trade—the best and most desirable only.

*Our catalogs and price lists will be forwarded on request*

ALFRED DUNHILL
OF LONDON, INC.

295 FIFTH AVENUE
NEW YORK CITY

Make the Dunhill White Spot trademark a profit-building asset in your business

# Dibrell Brothers, Inc.

## *Leaf Tobacco Dealers*

**Danville, Va., U. S. A.**

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

**Cable Address "Dibrell"—Danville**

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

# Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead — W. P. Anderson — S. H. Anderson

# Whitehead & Anderson

# LEAF TOBACCOS

**Commission Merchants & Exporters**

*Our Tobaccos Always Open Up To Sample*

**WILSON, N. C., U. S. A.**

*The largest bright leaf tobacco market in the world*

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

# THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. RESISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

# GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

Cable Address: "Lowbell" — Established 1865

# W. O. SMITH & CO.

**Freight Brokers and Forwarding Agents**

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

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Main Office: 47 Washington St., New York City
Branch Office: 431 Munsey Bldg., Baltimore, Md.


## Danville Tobacco Sales Heaviest of Season

DANVILLE, Va., Nov. 8.—Sales of tobacco here during the past week were heavier than during any other week during the current season, as was forecast several days ago. The warm wet weather gave the growers the "season" they were looking for and they have come to Danville from every quarter piling up the weed here in such a way that sales blocked early in the week and continued to do so until the end of the week. Much tobacco was carried over during the week end but this was disposed of by Monday night. Today saw heavy sales again and the indications this week are that as much tobacco as was sold last week will be disposed of this week.

The actual figures on the sales show that from Monday until Friday night, inclusive, 2,022,911 pounds sold for $544,767.72, or at an average of $28.25 per hundred. Nearly as much tobacco was marketed during that time as during the entire month of October.

While the sales were full, however, the average was lower, this being due to the fact that common grades predominated and there is practically no demand for this type. The medium to good grades sold higher than at any time this year and during the week wrappers went to $1 per pound, a good deal of tobacco bringing between $80 and $95 per hundred pounds.

Some of the tobacco brought here was that harvested and housed after the heavy rain. This cured out with heavier body but with less color and it did not command the prices that late curings had been expected to bring.

Sales on the smaller surrounding markets have also been much heavier, this being true of Rocky Mount and South Boston, Reidsville and Martinsville.—TETLEY.

## Heavy Sales at Lynchburg

LYNCHBURG, Va., Nov. 4.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week | 511,400 |
| Sold to Nov. 4th, 1921 | 588,000 |
| Sold to Nov. 5th, 1920 | 524,900 |
| Increase for 1921 | 63,100 |

The rain of last Sunday and Monday made a good season for handling tobacco and that the farmers took full advantage of it is shown by the heavy sales the last two days of the week.

The demand for all good grades was excellent and the prices realized were highly satisfactory.

Some tobacco did not get its growth and maturity, due to the very dry Summer, and cured up a greenish nondescript. Such grades are rather dull though selling better than last year at this time.

Prices range from $4.50 for thrashy lugs to $67.00 for wrappers.

Good, rich dark lugs as well as good leaf, are selling well and are in fine demand.

All indications point to heavy sales next week.

## Heavy Breaks at So. Boston

SOUTH BOSTON, Va., Nov. 5.—There were heavy breaks of leaf tobacco here this week, the sales lasting until late in the afternoon yesterday. The total sales were about 1,400,000 pounds, and all good to fine tobaccos sold well, while the low grades and very common stocks are neglected and continue low. This keeps the average down, which this week was around $28.

## Block Sales at Rocky Mount.

ROCKY MOUNT, N. C., Nov. 5.—Sales of leaf tobacco for the week have been the largest of the season, booking each day. The market sold during the week 1,250,000 pounds at an average of 28 cents, making a total to date of 8,750,000 pounds, that averaged $23.50 per hundred. While the sales have consisted mostly of common nondescript tobaccos, still we have sold considerable good to medium tobaccos, which have brought the best prices of the season.

## Robert Temple Cole Passes Away

(*Special Telegram to* TOBACCO)

DANVILLE, Va., Nov. 8.—Robert Temple Cole, secretary and director of John E. Hughes Tobacco Co., died of angina pectoris (neuralgia of the heart), at his home here this morning.

Mr. Cole was a widely and favorably known figure in the tobacco industry of the South; was also well known in Europe, where he conducted the Hughes Corporation's large foreign business. He was born in Caroline county, 61 years ago. He came here seven years ago. Mr. Cole arrived in Danville from London Saturday. He hastened home because of the alarming condition of his heart.

Mr. Cole's widow, who before their marriage was Miss Hattie Heekman, of Richmond, together with four children survive him.—TETLEY.

## Small Offering at Richmond Opening

RICHMOND, Va., Nov. 5.—The sun-cured tobacco sales for season 1921-1922 opened here on the first with a small sale, and sales of the balance of week have continued small, owing to unfavorable season for handling. What little tobacco has shown up indicates a very useful, good bodied crop for domestic manufacturers, but very short crop in pounds; all of which portends increasing values for the crop as it is being marketed; as the average for the opening week this season is about fifty per cent higher than opening week of last year. Total sales for week were 24,540 pounds at $12.70 average, total $3,116.01—R. C. MORTON & Co.

## Prices Firm at New Bern

NEW BERN, N. C., Nov. 5.—Total sales for the week, 211,406 pounds; average price per 100 pounds, $25.43.

Sold to date of 1921 crop, 1,833,510 pounds; average price per 100 pounds, $21.17.

Sold to same time last year, 2,368,933 pounds; average price per 100 pounds, $17.41.

Sales much heavier than last week, offerings consist largely of medium to common grades; however, prices remained firm.—NEW BERN TOBACCO Co.

## Farmville Average, $34.84

FARMVILLE, N. C., Nov. 3.—Total sales for the week ending yesterday, 787,190 pounds; average price per hundred, $34.84. Sold to date of 1921 crop, 5,101,740 pounds; average price per hundred, $30.72.

Prices continue good on all medium and good grades.—G. A. JONES.

## Season Sales at Kinston

KINSTON, N. C., Nov. 5.—The following figures show the amount of tobacco sold on the Kinston market during the month of October and previously for the season of 1921:

| | Pounds | Value |
|---|---|---|
| October sales | 4,399,780 | $1,188,887.00 |
| Previous sales | 6,170,112 | 1,162,495.78 |
| Totals | 10,559,892 | $2,351,382.78 |

E. Y. SPEED.

## Greenville Averages Vary

GREENVILLE, N. C., Nov. 5.—There were large sales of leaf tobacco on this market this week, amounting to about 2,500,000 pounds. The market was active all the week, a full corps of buyers being on hand. The average varied from day to day, from $32 to $34.50 per 100 pounds. Heavy sales are looked for next week.

# South Carolina Growers to Join Tri-State Body

**Working to Organize Co-operative Marketing Association in Conjunction with North Carolina and Virginia—Bankers Investigate and Endorse Plan—Hope to Improve Selling Means and Establish Equitable Relations with Manufacturers.**

FLORENCE, S. C., Nov. 7.—Marking the close of the first half week of the campaign to organize the South Carolina tobacco growers with the North Carolina and Virginia growers into the Tri-State Co-operative Marketing Association, the progress has been such as to augur a successful conclusion of the movement. F. L. Willcox, president, and T. Benton Young, secretary, of the South Carolina Tobacco Association, and leaders in this movement, have issued official statements expressing their belief that the organization will be effected very speedily—certainly in time for the Tri-State arrangement to begin operation the first of the year, as provided in the contract.

The net results of the half week of work, are as follows:

Approximately 2,000,000 pounds of leaf have been signed within the vicinity of Florence, where the campaign was opened in the belt.

The bankers of the tobacco belt have met, investigated and analyzed the contract, and endorsed it unanimously. In addition, they have pledged their personal efforts, in an active capacity, towards presenting the contract to the tobacco farmers. The meeting was thoroughly representative of the financial interests of the belt.

Rallies have been arranged for the coming week in the chief tobacco growing counties of South Carolina.

As an instance of the response which the campaign has met in this territory, about 70 growers attended the opening meeting in Darlington—and pledged nearly 500,000 pounds of tobacco under the contract. Nearly 200,000 pounds were contracted in the preliminary meeting in Dillon, attended by 10 or 12 men. Lake City, the largest market in the state, contracted around 800,000 pounds in the opening rally. Other smaller markets have made up the balance in generous percentages of their production.

One of the largest warehousemen of Lake City has officially notified the officers of the tobacco association that his warehouse is at the disposal of the new organization as soon as it may be desired.

In the conference of the bankers, who met in Florence, nearly everyone of them expressed himself personally regarding the wisdom of the movement and the merit of the contract, as a business instrument. Every expression was favorable to the plan. Most bankers stated frankly they could not see any hope for the industry, short of this organization.

Since the first meeting, opening the campaign in the state, the organization committee has been overwhelmed with calls from nearly every county in the belt. Many of these have taken matters into their own hands, called their own meetings, arranged the program, and notified the central committee that they would need an organizer for the date set. Others have been quite insistent, if not as beforehanded. It reflects a general arousal of the tobacco producing interests in South Carolina to bettering their conditions, improving the means of selling their crop, and establishing more equitable relations between themselves and the manufacturers.

One clause has been added to the tri-state contract for the South Carolina belt. This is that the contract will not become binding upon the signers in this state till 40 per cent of the production of this belt has been contracted for.

The best posted tobacco authorities of the belt regard the co-operative contract as the greatest solver of producers' problems that has been offered the South Carolina growers yet, for the following reasons:

First—it will emphasize upon them the value of quality versus quantity.

Second—it will compel grading, and proper preparation for the market.

Third—it will enforce more attention to the laws of supply and demand.

Fourth—it will permit the handling of the crop, in marketing, without the piling on of multitudinous expenses for warehousemen, for buyers, and other prevailing charges which the planter inevitably bears.

Fifth—it will institute a system of handling in which the tobacco will not go onto the market, for sale, till it has developed finally into what it will be—instead of being on the floor in a state of change.

Sixth—it will stabilize both prices and conditions between the producer and the manufacturer, instead of the present factors of "dumping" and "beating down." The manufacturers will have a reasonable assurance that competitors will not be able tomorrow to buy the same goods far below what the first party paid today for them. Because of this fact, no trouble is apprehended by the best informed planters on the score of the manufacturers.—WALTER J. JOHNSON.
Secy. Chamber of Commerce.

## Average at Durham, $30.49

DURHAM, N. C., Nov. 7.—Total sales for the week, 587,396 pounds; average price per 100 pounds, $30.49. Sold to date of 1921 crop, 2,457,358 pounds; average price per 100 pounds, $28.33. Sold to same time last year, 4,175,382 pounds; average price per 100 pounds, $26.12.—W. P. HENRY Co.

## Oxford Sales Increase

OXFORD, N. C., Nov. 5.—Total sales for the week, 657,250 pounds; average price per 100 pounds, $27.12.

Sold to date of 1921 crop, 2,436,208 pounds; average price per 100 pounds, $25.76.

Sold to same time last year, 4,353,284 pounds; average price per 100 pounds, $23.75.

## Winston Average, $31.26

WINSTON SALEM, N. C., Nov. 4.—Total sales for the week, 2,258,282 pounds; average price per 100 pounds, $31.26. Sold to date of 1921 crop, 10,345,550 pounds; average price per 100 pounds, $30.23.—WINSTON LEAF TOBACCO & STORAGE Co.

## John J. Dolan Passes Away

CHICAGO, Nov. 5.—Chicago lost one of its best known cigar men this week, when John J. Dolan passed away at his home in Oak Park. Mr. Dolan was widely known, not only in Chicago, but to the trade throughout the entire United States.

For 41 years he conducted a very high class retail store at the corner of Dearborn and Washington streets, known as The Dolan Segar Shop, which has enjoyed a very large patronage. Several years Mr. Dolan operated a chain of 12 retail stores in the loop, but owing to financial troubles, gave them all up except the main store.

Mr. Dolan was 60 years old and for the past two years had suffered from heart trouble. He leaves a widow, four daughters and two sons, one of whom, Clarence, was connected with him in the cigar business.

The funeral was held today from his late home and all of the better known dealers, jobbers and manufacturers besides, representaives from New York and Tampa factories, attended.

Clarence J. Dolan will continue for the present to operate the store with James Dreyer, who has for years been Mr. Dolan's manager. John W. Merram, of New York, whose goods the Dolan store has featured for years, was one of Mr. Dolan's closiest friends.—H. L. H.


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We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*
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We solicit your orders and will give same prompt and efficient attention.
SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

LOUISVILLE, Nov. 5.—The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

### Tobacco Sales for the Week and Year to November 4

| Warehouses | Auction Sales | Private Sales | Total for Week | Year, Jan. 1st to Date |
|---|---|---|---|---|
| | Week | | | |
| Turner .... | 73 | .. | 73 | 5,483 |
| Kentucky ... | 244 | 3 | 247 | 14,385 |
| Main Street. | 108 | .. | 108 | 9,692 |
| Planters-Farmers .. | 426 | 13 | 439 | 13,515 |
| Tenth Street. | 228 | .. | 228 | 8,986 |
| Louisville .. | 209 | 90 | 299 | 9,300 |
| | 1,288 | 106 | 1,394 | 61,361 |
| Year 1920 ..... | | | 655 | 48,358 |
| Year 1919 ..... | | | 1,990 | 57,181 |
| Year 1918 ..... | | | 175 | 53,003 |

### Classification of This Week's Sales

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley ..... | 125 | 1,224 | 5 | 1,354 |
| Dark ..... | 1 | 39 | .. | 40 |
| | 126 | 1,263 | 5 | 1,394 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley ..... | 7,385 | 49,667 | 5 | 57,057 |
| Dark ..... | 3,057 | 1,247 | .. | 4,304 |
| | 10,442 | 50,914 | 5 | 61,361 |

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley ..... | 45,150 | 49,988 | 47,391 |
| Dark ..... | 3,208 | 7,193 | 5,612 |
| | 48,358 | 57,181 | 53,003 |

### Comparisons with Previous Years

| Sales— | 1921 | 1920 | 1919 |
|---|---|---|---|
| Total sales of new crop to date ..... | 51,919 | 43,223 | 56,706 |
| Sales of new crop to date. Original inspection.. | 42,258 | 35,612 | 49,571 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley ..... | 215 | .... | .... |
| Dark ..... | 12 | .... | .... |
| Total ..... | 227 | 159 | 235 |
| Percentage of rejections to auction sales: | | | |
| Burley ..... | 17 | .... | .... |
| Dark ..... | 30 | .... | .... |
| Total ..... | 18 | 25 | 19 |
| Rejections, Jan. 1 to date: | | | |
| Burley ..... | 13,139 | .... | .... |
| Dark ..... | 486 | .... | .... |
| Total ..... | 13,625 | 12,042 | 8,933 |
| Receipts— | | | |
| Receipts this week.... | 801 | 429 | 1,201 |
| Receipts, Jan. 1 to date | 49,340 | 38,370 | 51,674 |

### Monthly Report

*Tobacco Sales for the Month and Year to October 31*

| Warehouses | Auction sales | Private sales | Total for month | Year Jan. 1st to date |
|---|---|---|---|---|
| | Month | | | |
| Turner ..... | 579 | 19 | 598 | 5,410 |
| Kentucky ..... | 1,136 | 6 | 1,142 | 14,138 |
| Main Street..... | 651 | 5 | 656 | 9,584 |
| Planters-Farmers. | 1,560 | 59 | 1,619 | 13,076 |
| Tenth Street..... | 941 | 12 | 953 | 8,758 |
| Louisville ..... | 1,057 | 25 | 1,082 | 9,001 |
| | 5,924 | 126 | 6,060 | 59,967 |
| Year 1920..... | ... | ... | 4,744 | 47,703 |
| Year 1919..... | ... | ... | 10,684 | 55,191 |
| Year 1918..... | ... | ... | 2,010 | 52,828 |

*Classification of this Month's Sales*

| | Old Crops | 1920 Crop | Total |
|---|---|---|---|
| Burley ..... | 247 | 5,510 | 5,757 |
| Dark ..... | 103 | 190 | 293 |
| | 350 | 5,700 | 6,050 |

*Classification of Sales Jan. 1 to Date*

| | Old Crops | 1920 Crop | Total |
|---|---|---|---|
| Burley ..... | 7,260 | 48,443 | 55,703 |
| Dark ..... | 3,056 | 1,208 | 4,264 |
| | 10,316 | 49,651 | 59,967 |

*Classification of Sales to same Date in*

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley ..... | 44,506 | 48,201 | 47,263 |
| Dark ..... | 3,197 | 6,990 | 5,565 |
| | 47,703 | 55,191 | 52,828 |

*Comparisons with Previous Years*

| Sales— | 1921 | 1920 | 1919 |
|---|---|---|---|
| Total sales of new crop to date ..... | 50,656 | 42,663 | 55,256 |
| Sales of new crop to date. Original inspection ..... | 41,296 | 35,175 | 48,368 |
| Rejections— | | | |
| Rejections this month: | | | |
| Burley ..... | 1,360 | ... | ... |
| Dark ..... | 48 | ... | ... |
| Total ..... | 1,408 | 963 | 1,277 |
| Percentage of rejections to auction sales: | | | |
| Burley ..... | 24 | ... | ... |
| Dark ..... | 17 | ... | ... |
| Total ..... | 24 | 21 | 19 |
| Rejections, Jan. 1 to date: | | | |
| Burley ..... | 12,924 | ... | ... |
| Dark ..... | 474 | ... | ... |
| Total ..... | 13,398 | 11,883 | 8,698 |
| Receipts— | | | |
| Receipts this month.... | 4,436 | 2,745 | 6,961 |
| Receipts, Jan. 1 to date. | 48,831 | 37,964 | 50,578 |

*Receipts, Deliveries and Stocks for Month and Year to October 31.*

| Warehouses | Receipts During Month | Deliveries During Month | Receipts, Jan. 1 to Date | Deliveries, Jan. 1 to Date | Stocks, this Date |
|---|---|---|---|---|---|
| Turner .... | 233 | 405 | 4,552 | 3,767 | 1,651 |
| Kentucky .. | 719 | 983 | 10,988 | 8,948 | 4,845 |
| Main Street | 441 | 435 | 8,020 | 7,716 | 1,634 |
| Planters-Farmers... | 1,136 | 676 | 10,477 | 7,093 | 8,048 |
| Tenth Street | 953 | 608 | 6,853 | 5,733 | 2,590 |
| Louisville .. | 954 | 780 | 7,941 | 6,292 | 4,463 |
| Total .... | 4,436 | 3,887 | 48,831 | 39,549 | 23,231 |
| Year 1920.. | 2,745 | 4,489 | 37,964 | 38,193 | 15,516 |
| Year 1919.. | 6,961 | 5,224 | 50,578 | 41,230 | 13,645 |
| Year 1918.. | 1,039 | 1,108 | 46,732 | 44,553 | 7,251 |

### Official Quotations at Louisville, November 4, 1921

| | Burley: Dark Red | Burley: Bright Red | Burley: Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mixed).... | 5 to 6 | .. to 6 | 7 to 8 | .. to 4 |
| Trash (sound) ..... | 7 to 8 | 7 to 8 | 8 to 10 | 4 to 5 |
| Common lugs ..... | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs ..... | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs ..... | 13 to 15 | 18 to 20 | 18 to 22 | 6 to 7 |
| Common leaf (short)..... | 8 to 10 | 10 to 12 | 17 to 20 | 7 to 9 |
| Common leaf ..... | 12 to 13 | 14 to 18 | 20 to 24 | 9 to 11 |
| Medium leaf ..... | 17 to 22 | 18 to 21 | 25 to 35 | 12 to 16 |
| Good leaf ..... | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections..... | 30 to 35 | 30 to 35 | 50 to 55 | 22 to 25 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

HELM GLOVER, Secretary.

## Kenton to Open Dec. 8

CINCINNATI, Nov. 5.—President W. H. Whiteman, of the Cincinnati Tobacco Warehouse Co., yesterday announced the opening of the new Kenton Warehouse in Covington for the receipt of loose leaf tobacco December 8. The first loose leaf sale will be held December 12, and thereafter at regular intervals.

**FRIEDBERG BROS., Inc.** LEAF TOBACCO
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N. Y. Office, 185 Canal St.
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**ALL KINDS OF LEAF TOBACCO**
Burley, Virginia, Kentucky, Tennessee, Maryland Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.

## Paducah Market Quiet

PADUCAH, Ky., Nov. 4.—The tobacco market has been very quiet during the past week. Very little hogshead tobacco selling and practically nothing doing in loose stock. The weather has been cool and dry and unfavorable for the handling or movement of loose tobacco, hence very little is doing. A few loads sold on the streets in Mayfield, but they were very common and prices ranged from 6 to 10 cents for leaf and 1 to 3 cents for lugs. One load of the 1921 crop was sold at 10 cents for the leaf and 2 cents for the lugs. The load was common, greenish, late cut tobacco. Had some show and size, but had been sprinkled to get it in order and showed more or less damage.

So long as the weather continues dry and cold there will be nothing doing in the new crop of tobacco, but as soon as we have a handling season, we may expect some movement as there are always farmers anxious to realize on their crops early.

### Tobacco on Exhibition

The Paducah and McCracken County Exposition, which is going on during this week, has quite a display of farm products. Among other things a display of the new crop of tobacco. About 40 samples were exhibited, which represented the better crops in the district, there being samples from practically every county in the Western District. The samples were taken under unfavorable conditions and were not properly ordered and didn't show to advantage, but it was a good line of dark stock, very showy and leafy, colors running from brown to dark brown. Most of them showed good body and texture, and from this we can judge something of the crop, which we are sure will be useful for home manufacture and export trade. Cigar wrappers predominated in the display and there was a fair amount of spinning leaf of rather good quality. Besides such grades as are suitable for the Italian Regie, French Regie and Snuff Companies were represented, and no doubt the crop contains desirable tobacco for practically all the demands that draw from this district.—W. B. KENNEDY.

## Owensboro Market to Open November 21

OWENSBORO, Ky., Nov. 4.—The Owensboro tobacco market will open Monday, November 21, it was decided this afternoon by the Tobacco Board of Trade.

In the past the market has not opened until December 1. However, the farmers are in need of money to meet their obligations and an early opening was decided on.

Reports coming from the Carolinas is to the effect that tobacco is selling at high figures, and it is expected that the Green River crop will command prices in excess of last year.

## Hopkinsville Opens Dec. 6

HOPKINSVILLE, Ky., Nov. 5.—Tuesday, December 6, is the date decided on for the opening sales of the Hopkinsville loose floor tobacco market.

The Board of Trade elected officers for the ensuing year as follows:

President, J. T. Thomas; vice-president, M. H. Tandy; secretary, H. H. Abernathy; supervisor of sales and inspector, J. W. Hancock.

The crop is smaller than in several years, but the quality is reported above the average.

## The Certificate of Birth Must Be Clean

From *Lexington Herald*

In the Burley Tobacco Growers Co-operative Marketing Association agreement it is provided in Section 13 (a):

"Seventy-five Per Cent of the Production in Kentucky, Indiana, Tennessee and Ohio Must Be Signed Up." If by November 1, 1922, signatures of tobacco growers or persons eligible for membership covering at least three-fourths of the aggregate production of burley tobacco in Kentucky, Indiana, Tennessee and Ohio in 1920, shall not have been secured for this agreement, the organization committee shall so notify every subscriber at his address noted below, prior to November 15, 1922, and his signature and the agreement signed by him shall be deemed cancelled."

It is further provided, Section 13 (c):

"Starts With 1921 Crop If You Secure the Sign-Up.—If the said three-fourths is secured prior to November 15, 1921, the organization committee shall notify all subscribers and proceed to organize the association as soon as practicable and shall handle, in addition to the crops set out in the Marketing Agreement, whatever of the 1921 crop the grower has on hand, free of lien, at the date of incorporation of the Association."

And it is further provided, Section 13 (d):

"Statement of Committee Conclusive.—For all matters of production or signatures and for all statements of fact in connection herewith, the written statement of the organization committee, signed by its chairman, shall be absolutely conclusive, with or without notice to the subscriber."

In the agreement the names of the members of the organization committee are given.

The *Herald* publishes these provisions of the agreement and calls attention to the names of the members of the organization committee, which under the agreement is given the wide power specified in the agreement. It is a very great power—a power that must be exercised by the members of that committee with full recognition of their responsibility.

That committee is composed of men who have won reputation and established personal and financial credit. Never in their lives have they been called upon to take any action fraught with more important consequences than to formulate and announce the decision that will either

(*Continued on page 25*)

**Old Hill Side Smoking Tobacco**
**Booster Twist—Axton's Natural Leaf Twist Tobacco**
and
**CLOWN CIGARETTES**
are manufactured by
**AXTON-FISHER TOBACCO CO., INC.**
**Louisville, Kentucky**
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

**To Manufacturers of Scrap and Fine Cut Tobacco**
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

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Phone—Broad 1915
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**TANSY TOBACCO CORPORATION**
*Leaf Tobacco Dealers and Brokers*
All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your inquiries and Orders.
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**J. S. PHELON**
*Leaf Tobacco Broker*
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam-Drying Plant
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Owensboro, Ky.

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

# FACE THE FACTS

## New business methods are required to meet new business conditions

### *Old methods invite failure*

**This merchant is trying to meet present-day conditions with an out-of-date store system.**

**① He can't get the records he needs.**

**② He guesses about the amount of outstanding accounts.**

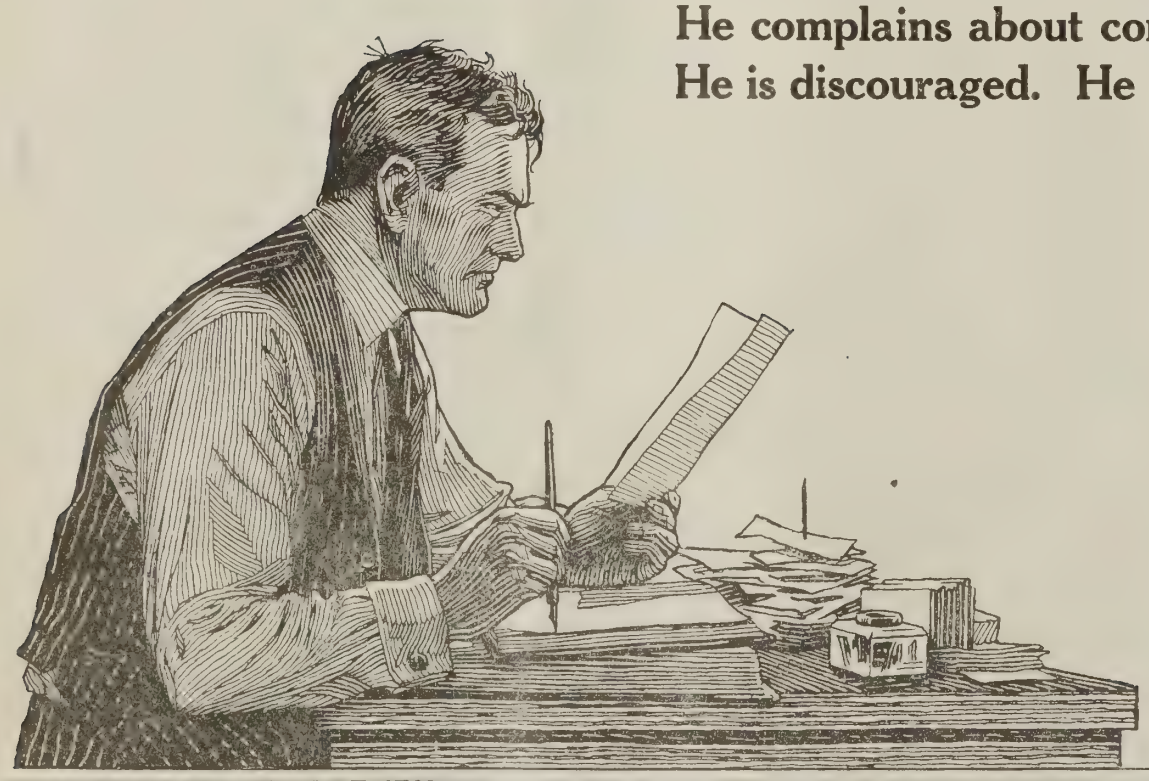
**③ His customers get slow service.**

**④ He gives no receipt to his customers.**

**⑤ There is no incentive for his clerks to do better work.**

**⑥ He hasn't been able to reduce expenses.**

**He complains about conditions.**
**He is discouraged. He fears failure.**



WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $75 IN U.S.A.

NATIONAL

CASH REGISTER COMPANY-DAYTON-OHIO

# FACE THE FACTS

## New model National Cash Registers help merchants meet new conditions

### *New methods insure success*

**This merchant has installed a new model National Cash Register especially designed to help merchants meet new conditions.**

**① It gives necessary facts for managing his business.**

**② It provides an easy way to keep tax records.**

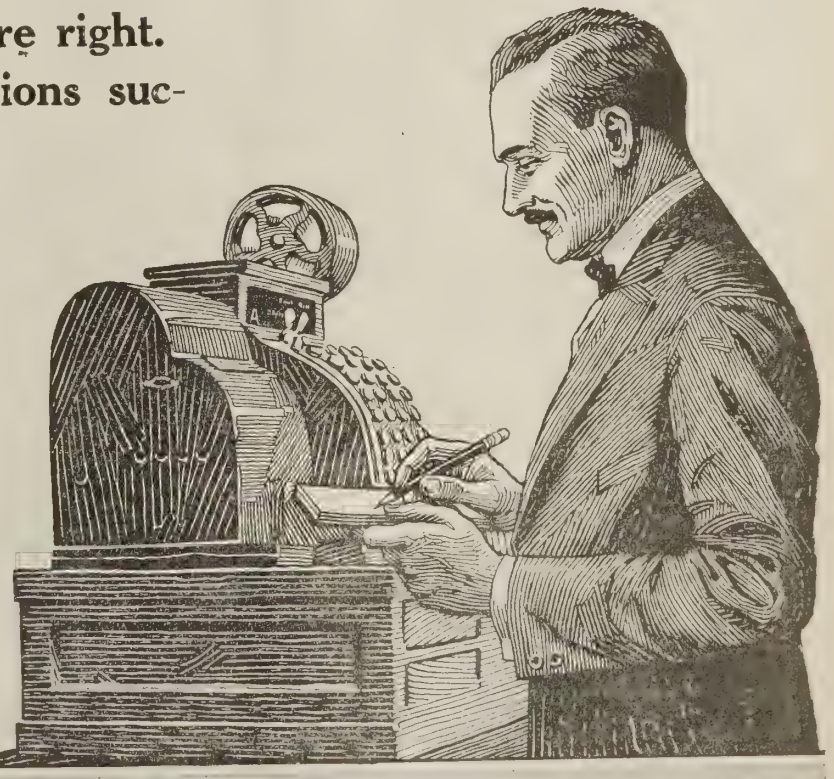
**③ It gives quick, accurate service to customers.**

**④ It prints a receipt for each customer.**

**⑤ It helps clerks sell more goods.**

**⑥ It reduces overhead.**

**He has made conditions in his store right. He is meeting present-day conditions successfully.**



A National Cash Register is the only machine that issues a receipt, indicates, adds, prints, classifies, and distributes records *at the time of the sale,* all in one operation. No figure work. No delays. No mistakes. Just read the totals.

WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $75 IN U.S.A.

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WAITT & BOND BLACKSTONE

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND TOTEM

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

EL VERSO
HAVANA CIGARS

Seven Sizes

to Please the Most Discriminating

The Deisel-Wemmer Co.

*Makers*

LIMA, OHIO

Read Tobacco and Keep Up to Date

# Views of Middleman on Co-operative Marketing

By GEORGE C. CORBIN, in *Greensboro News*

Judging from our farm journals and secular press, co-operative marketing of our farm products is one of the live topics of the day, if not the liveliest. It has taken such firm hold of many of the editors and correspondents that they seem self-hypnotized and under the spell of auto suggestion—imagine it will cure all of the farmer's ills, both real and imaginary, and also insures for him, as well as many others, a passport to the Elysium fields which lie beyond the dark shadows of mortal strife. No one questions the honesty or ability of these people, at least some of them, but even the most conservative often leave the ground of solid facts and weave dreams from their subjective consciences which seem hard to square with fundamentals. No man of average intelligence questions the value of co-operation. This socialistic principle is at work all around us, and it is one of the vital factors underlying the financial success of the so-called trusts. There are two primary facts which should be borne in mind when we consider this question of co-operative marketing: First, the purpose is to benefit insiders at the expense of outsiders; second, the supply of the articles sold must be controlled. We have a concrete example of this in the case of the diamond trust. Here a few own the source of supply and individual buyers are found the world over.

Doctors, lawyers, merchants, mechanics, and others all down the line have their business organizations, and control in a large measure the sale of their wares and services. Why should not the farmer do the same, provided, by so doing, he can benefit himself? We bid him God speed in every laudable effort along this line, because in benefiting himself directly, he is only doing what others do and is within the rules of the game.

The signs of the times unmistakably point to a socialistic union of all members of society, banded together for the good of the whole, but just when or how it is to be done is not clear; that it will be done has been the belief of many who lived and labored in other days, and more believe it today than at any period of the world history. Believing this and more, we purpose to consider co-operative marketing as it applies to the producers of tobacco. The speaker who came from California to canvass Virginia and North Carolina in the interest of co-operative marketing of tobacco, said in a speech at Winston-Salem to an assemblage of farmers: "Do not believe warehousemen and tobacco buyers when they tell you the thing is not practical. One purpose of our organization is to put a thousand of these men out of a job, and they being interested in making the effort a failure, are not to be believed." Now, we do not believe all men are liars, not even all California lawyers. We believe a man may be interested in the outcome of a matter and at the same time hold an honest opinion of it. The warehousemen and tobacco buyers of Virginia and North Carolina compare favorably with other classes of business men as regards honesty and fair dealing. A warehouseman's success depends upon patrons who believe they have been fairly dealt with, and have gotten the market price for their tobacco. The buyers of tobacco, as a class, are men of integrity and honor, and the contrary opinion exists only in the brain of some of the writers for co-operative marketing. Few warehousemen or buyers of tobacco have laid up much of this world's goods, certainly not a larger per cent than farmers themselves.

Those who favor co-operative marketing tell us wonderful stories of its success in California among the fruit growers. They tell us of the success, but nothing of the failures. That there have been failures, we all know.

We have indicated the conditions under which co-operative marketing succeeds, by citing the diamond trust. Similar conditions exist in California. Just how much of this success, however, was due to the abnormal demand for farm products caused by the war we are unable to say. Consider the high price for tobacco and other products two years ago in North Carolina. These prices were not brought about by co-operative marketing. We find the basic principle of co-operative marketing to be: First, control of supply of the product; second, regulation of the sale. We can understand how this may be done in the case of fruits, peanuts and many other products, but like all natural laws there are exceptions. We are told "It is appointed unto all men once to die," yet the good book also tells us "at least two passed from earth without tasting death."

As a rule the planets of the solar system move from west to east around the sun and the sun itself in common with the other members of its family turns on its axis in the same direction, yet one, a satellite of Saturn, has a retrograde movement, thus proving an exception to the general law. The planets and sun are spherical in shape like an orange, but one, Eros, is octagon in shape and turns over like a porpoise in the sea.

It remains now to show that the sale of tobacco so far as co-operative marketing is concerned is an exception to a general law. Taking the diamond trust as a working model and accepting the conditions laid down as necessary to success, let us see how co-operative marketing agrees with those conditions. In the case of California fruits, the territory producing them is comparatively limited. A small per cent of our people are producers and they have the world as a market. It only remains to regulate the packing and distribution as every city and town in the whole country are buyers. The same is true of peanuts and other farm products, melons, peaches, etc. It may be said to be true in the case of cotton and wheat but in a very much less degree.

(*Continued on page* 33)

AN ALL-HAVANA
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REAL HAVANA
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11 LISPENARD STREET
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Jose Villar, Pres. Wm. Gottlieb, Sec'y and Treas.

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
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Smokers are going to
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Cool, Free-Burning,
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# Manila Cigars
## *At Five Cents*

Some smokers will want
Manila cigars that look
better and taste sweeter
at eight and ten cents

**They Can't Be Beat**
**For The Money**

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Habana, Cuba
P. O. Box 495 Cable ANTERO

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Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
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Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
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Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

BRUNO DIAZ
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PACKERS AND DEALERS OF ALL KINDS OF
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PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502
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COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

# St. Louis Trade Stimulated by Better Weather

**Manufacturers and Retail Cigar and Tobacco Dealers Both Note Improvement in Business — Labor Commissioner Makes Report on State's Tobacco Production—Robbers Get Much Booty—Trade and Personal Paragraphs.**

ST. LOUIS, Nov. 5.—More seasonable weather during the past week or ten days has had a stimulating effect on the retail cigar and tobacco trade, as well as on the manufacturing end of the business. Trade in both branches has shown an improvement over the several weeks previous. The retail trade in the downtown district has been particularly gratifying and most of the stores report a decided betterment. In the outlying territory, business has not been quite as good, although no complaints are heard.

### Missouri Leads in Plug Tobacco

According to advance information given out by the Labor Commissioner at Jefferson City, this State leads in the production of plug tobacco, producing forty-one per cent of the 141,037,895 pounds manufactured in the country during 1919. Missouri is also the banner State in the production of twist, 11,290,488 pounds being manufactured during the same year.

### Robbed a Fourth Time

For the fourth time in the past three years, the branch store of the United Cigar Stores Co., at 6th and Locust streets, has been robbed. Max Coppersmith, an employe of the same store, reported robberies on last Thanksgiving and Christmas days, but he admitted participation in the robberies, when he was arrested. The last robbery took place at 7.15 last Monday morning. While hundreds of people were passing the corner on their way to work, three men held up H. C. Meier, the manager of the store, forced him to open the safe, from which they took $507 and three checks, totaling $37.50. The money taken was the receipts of Saturday and Sunday sales. The robbers escaped. Meier did not have a nickel to telephone the police and had to borrow five cents from a customer to summon the police.

### Optimism—the Correct Thing

Wm. Recker, of the Brinkmann, Meisel & Recker Cigar Co., helped organize an Optimist Club in East St. Louis, recently. He went over with several other members of the St. Louis Optimist Club.

### Real Reciprocity Shown

On his birthday recently, which one he would not state, Chas. J. Fuelscher, of the Fuelscher Cigar Co., was given a fountain pen by his staff. To show how much he appreciated the gift, he gave the boys a dinner at the leading cafe.

### Now in a Different Game

"Rube" Geyer, a former local ball player, has joined the staff of Dierker & Schaeperkoetter, wholesale cigar dealers at 416 North Third street.

### On Eastern Selling Tour

W. W. Haynie, of the Haynie System, is away on a selling trip of three weeks, during which time he will visit Washington and New York and several Pennsylvania towns.

### Another "Haul" by Bandits

The United Cigars Stores Co. was not the only victim of robbers, for one morning afterward, Erwin C. Harms, secretary of the Peter Hauptmann Tobacco Co., was held up and robbed of $600 in currency and silver. He was on his way in an automobile from the stables of the company at 1805 North Broadway, where he had just gotten the receipts of the day before from the drivers, to the main office of the company at Third street and Washington avenue.

### Notable Window Displays

Several very beautiful displays of leading cigars and tobaccos were seen in the show windows of the principal reetail stores last week. The most noticeable were the displays of the Wm. A. Stickney Cigar Co., which showed the La Preferencia brand; Moss & Lowenhaupt, showing the Tadema cigar; The Stickney-Hoelscher Cigar Co., displaying the La Costa; Chas. P. Stanley Cigar Co., featuring the Charles the Great brand, and the General Cigar Co., showing their leader, the Robert Burns.

### Recent Visitors

Among the visitors here recently have been Ed. W. Marlin, who represents M. F. Minden Co., in St. Louis and the St. Louis territory; E. J. Moss of the New Era Cigar Co., Inc.; Fred Suss, president of Jacob Langsdorf's Sons, Inc., who placed their special brand, the Langsdorf, with the Stickney-Hoelscher Cigar Co., who hereafter will be the local distributors for the company; another visitor was R. T. Coyne, of Schinasi Bros.

## Free Service System

The International Banding Machine Co. has instituted a Free Service System throughout the United States, whereby every Steiner Cigar Banding Machine in operation will be inspected by their expert mechanics *four times a year without charge to the customer.* This free service system was inaugurated the first of last month.

The International Banding Machine Co. is desirous of giving entire satisfaction to its patrons whenever possible, and the free service system will enable them to keep all banding machines in use functioning properly, with the beneficial result—*maximum production* in every factory.

## Buys Carload of Cigarettes

BIRMINGHAM, Ala., Nov. 5.—Increasing business in the Birmingham district is reflected in the purchase this week by the W. G. Patterson cigar stores chain of a solid carload of Chesterfield cigarettes. This purchase is of particular importance at this time when announcements are being made of big tobacco deals among the owners of chain tobacco stores throughout the country.

The purchase was made while Mr. Patterson was in New York recently, and the shipment has already been received here. Mr. Patterson says that the purchase of a solid carload of cigarettes marks the initial buying of cigarettes in Alabama by carload lot, and he is being congratulated by his patrons.

### Charles Ungemach Dies

KENOSHA, Wis.—Charles Ungemach, a cigar manufacturer, has passed away at the age of 64.

ABOVE ALL
PARAMOUNT
CIGARS
*Made by*
The Mendelsohn Cigar Co. Cleveland, Ohio

# Key West Cigar Output Shows a Slight Decrease

**October Production Was 5,151,236—Revenue Amounted to $46,392.94—Joseph F. Urbach Appointed Deputy Revenue Collector—Office to Be in First National Bank Building—Trade Items.**

KEY WEST, Fla., Nov. 5.—The number of cigars made in this city during the month of October was close to the number made during September. In the month of September the number recorded was 5,073,229 with a revenue to the government of $46,927.91.

For the month of October there is the least variance. The number made during this month was 5,151,236 with a revenue totalling $46,392.94.

These figures show that the conditions remain about the same. The importations of Tobacco from Cuba here amounted to 489 bales valued at $66,901.

### The Classes Itemized

The various classes of cigars turned out from the factories here were as follows: Class A totalled 147,100. This class was outnumbered by class B of which 868,049 were manufactured. Class C is apparently a best seller, for this grade numbered 3,377,647. This, although a popular grade, is not as expensive a grade as Class D of which 730,715 were manufactured. This grade would sell for 20 cents. Of Class E, which being the most expensive was not so numerous. This grade numbered 27,725.

### A Change in Revenue Office

In future the manufacturers in this city will not be obliged to climb three flights of steps to reach the office of the Stamp Deputy Collector of Internal Revenue, for this office will be removed from the federal building to the First National Bank. The change of administration has caused a change in Stamp Revenue Collectors, Charles H. J. Roberts, who has held the position for the past three and a half years, will be succeeded on Nov. 16 by Joseph F. Uhrbach, now assistant cashier of the First National Bank. Mr. Uhrbach has received his appointment from Collector Gerow, and will assume office on Nov. 16.

Mr. Uhrbach states that he believes the transfer of the stamp business to the bank would prove a great convenience to the manufacturers who will be able to make their stamp purchases while transacting other business at the bank.

Charles H. J. Roberts, the retiring officer, has been a most efficient and attentive representative of the Internal Revenue department, and has given all his time and attention to the duties of this office.

The new deputy is well known to the manufacturers of Key West and will prove as efficient and give as faithful service to the duties of the position as did Mr. Roberts.

### Business and Personal Notes

Rafael J. Benito, of the Benito Cigar Co., of Tampa, who had been in Key West on a visit returned to his home in Tampa. Mr. Benito was on a combined business and pleasure trip while here.

Julius Wolf, a member of the S. Wolf Sons Cigar Co., who had been visiting in St. Petersburg has returned.

A. E. Rodriguez of this city, who went to Cuba on business connected with his tobacco interest returned to this city after spending several days in Havana and other points on the island.

Other representatives of the tobacco business in Cuba who passed through this city during the past week, are; Camello J. Festinger, Ramon F. Diaz, H. E. Lopez and Henry B. Wilson.

Mr. Festinger is a leaf tobacco dealer of Havana, and left over the Florida East Coast for Chicago where he will remain for several weeks taking his annual vacation. Ramon Diaz, vice-president of the Diaz & Marrer Cigar Co., of Havana, spent a few days here, after which he left for New York where he will spend several weeks.

H. E. Lopez, also a dealer in leaf tobacco on the Island of Cuba, has gone to New York. Having passed through Key West where he spent several days.

## Now Producing Old King Coles

FORT MYERS, Fla., Oct. 29.—The new bonded cigar factory, The Gonzalez Co., Inc., began operation a short time ago with a large crew of workmen, some hundred or more experienced Cuban cigar makers. Ed Scott, the manager, received the federal permit last week. The Old King Cole cigars are rolling out by the thousands now.

The stone building on Second Street near Fowler Street has been remodeled and fitted to the manufacture of cigars, and operations have commenced on filling the contract for ten million high grade cigars during the coming year. It is expected to employ some two hundred cigar makers in the new factory, which will add considerably to the pay roll in Fort Myers.

It is planned by the local cigar company to house the Cubans in a district by themselves, and arrangements accordingly are now being made. This will be to the liking of the Cubans and highly satisfactory to the people of Fort Myers. A boat load of Cubans came in last week from Tampa to go to work in the new factory, bringing with them their families, furniture, bag and baggage. The balance of the workmen arrived Sunday and were ready to go to work Monday morning.

A feature of the new cigar factory will be the Spanish restaurant in the rear of the factory which will be conducted by one thoroughly familiar with the fads and fancies of the Cuban workmen in the eating line. It will be a sort of a roof garden, being built over the little stone building in the rear of the factory, and the lower part will be utilized as the cooking room. The restaurant serving room will be 18 x 26 ft. in size and is being constructed by Contractor Van Duyl. It will be quite an innovation, and will no doubt be patronized by many people who enjoy Spanish cooking from time to time.

The cigar business is getting to be a big industry in Fort Myers, and the people generally are doing all they can to foster the growth of this business which will mean big pay rolls for the city and will be a big factor in its growth and development.

## Outlook at Warehouse Point

WAREHOUSE POINT, Ct., Nov. 5.—Tobacco growers in this vicinity are eagerly watching the doings of the market and waiting the movements that will send along the buyers to purchase their crops. Some of the buyers have been out picking up a few crops here and there so as to get enough to open the warehouses and keep the help supplied when they start up. Some of the houses are busy now and although wages are lower than last year there does not seem to be any scarcity of help. It is certain that the high scale of last year is a back number now and if this is to be the general plan, it ought not to be unreasonable to expect that the packers will decrease the price of their goods to the manufacturers so that they in turn may come down in the price of smokes to the consumers. Reports have been heard that the cigarmakers have agreed to lower their scale of wages in order to bring about better business. To the outsider, it looks as though the middlemen handling of the leaf have been cutting many melons in the past judging from the prices that have been paid to the growers for their crops and what the manufacturers have paid for the same when they wanted it to use.

### Retailers Part Company

LEMON COVE, Cal.—Bennett & McFarland, cigar dealers, have dissolved partnership. J. W. Bennett is the succeeding member.


**M. ABELLA**
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
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Cable: Abella

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GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
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**HIJOS DE DIEGO MONTERO**
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COMMISSION EXPORTERS — LEAF TOBACCO
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Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

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Charles the Third Cigars, 10c. and upwards.
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Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
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Cable, "Maxherz"
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LARGEST IMPORTERS

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*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

## New York Doings

(*Continued from page* 13)

### Loewenthals Are Busy

Business has taken a decided turn for the better, according to P. Loewenthal & Co., 138 Water street. Some exceedingly satisfactory orders have been received for leaf, and the indications are that the factories are coming into the market with bigger requirements. Adolph Loewenthal, not content with taking what comes into the office, has just started for the West on what evidently is a "hot trail." Harry P. Loewenthal, who has been traveling Pennsylvania lately; William Weil, who is in Buffalo, and S. Wisan, Metropolitan district, all have been bringing or sending better business to the home office.

* * *

### A "Thousand" Cases

Unconfirmed rumors of immense orders being placed for leaf have been circulating around the New York leaf district during the past week. The reports place some of the orders up in the thousands of cases, and even discounting them 50 per cent there still is left a quantity that would "paralyze your eyes," in the words of one man who had given ear to the gossip. The deals all have been accomplished "under cover" of the strictest secrecy, according to the tales, with caution to everybody concerned not to say a word lest the market be upset and too bright hopes held before others. The gossipers justify their indefiniteness by alluding to this caution, and explain their talking about it by saying that it ought to be known that more business is being done than is generally thought.

* * *

### Soter Exports Please

One of the few happy exporting firms in these days of uncertain foreign exchange is the F. & E. Soter Corp., 309 Canal street. By pursuing a careful, conservative policy in the export of its Lord Nelson and La Turka cigarettes it has retained its shipments on an even keel, and built up a clientele of repeaters that is invaluable. Today it is in a position to pick and choose the destinations of its shipments to such an extent that an accepted order is as much a compliment to the consignee as it is to the shipper. Hence the air of satisfaction observable about Soter headquarters.

* * *

### Alberty Now with Valentine

Paul F. Alberty, formerly with the American Cigar Co., and for several years manager of the Cigar Department of Francis H. Leggett & Co., has become associated with A. S. Valentine & Son, Inc., cigar manufacturers of 482 Broome street, with factories at Womelsdorf, Pa. Mr. Alberty will take active part in the general promotion of the Valentine and allied factory brands. In addition to his active work in the sales department with various jobbers, Mr. Alberty will have entire charge of the sales department of the Bennett, Sloan & Co., New York distributing branch of the Valentine organization.

* * *

### Dolce Far Niente a Repeater

According to Carl Upmann, 406 East 59th Street, Dolce Far Niente cigars are gaining ground slowly and regularly, forging ahead probably as much by the verbal recommendation of smokers as by active pushing by the maker. Pushing, however, is not lacking, and at present particular attention is being paid to New York City, where the distribution has not been as good as it should be. It is being introduced in high class shops and restaurants with great success. In order to meet the demand for Dolce Far Niente quality in a short smoke a Cigarro is being made and now is being offered in handsome paper boxes, retailing at 35 cents for 10. For the holiday trade an exceptionally aristocratic box is ready to sell at $10. It is a large, dignified flat Boite Nature and contains five compartments for as many different sizes.

* * *

### Epoca Made to Spanish

One of the few factories in New Lork City, if not the only one, that still employs a Spanish reader to read to the cigar makers as they work is that of Schwab Bros. & Baer, 625 West 43rd street. Visitors to the office there hear a highpitched voice faintly in the distance, and under it a faint mutter of mumbled comment and silky swish of leaves. By retaining the reader and Spanish-speaking workmen the company feels that it established a community feeling on the part of its employes, making for contentment and freedom from labor difficulties, with marked advantages in the quality of the product. This policy, it is felt, is an important item in the success of the Epoca and Centrilla cigars, the demand for which keeps the workmen busy and the reader vocal.

* * *

### Seidenberg Business Booms

One day last week, Wm. J. Seidenberg & Co., 1465 Broadway, received orders for 110,000 cigars, which reminded them strongly of war days. Since then the daily volume has fallen below the big figure, but is holding remarkably high. The new brand, La Docilla, which was put out somewhat reluctantly, is going strong in the West, which demands deliveries faster than they can be made. It is a mild shade-grown cigar, in four sizes, and priced at 10 cents, 15 cents and two for 25 cents. Virginia Lee, one of the staple brands, is, of course, an old standby, smoked by its thousands daily. Another new brand to which the market is taking without any urging is the W. J. S. & Co. Havana Seconds. This is a 5 cent cigar, and the idea to make it came when the market for scrap dropped around 10 cents. Knowing the quality of the tobacco as they did, the Seidenberg people decided that here was an opportunity to use up the scrap, sell it for a little better than 10 cents a pound, and produce a really good cigar to retail for 5 cents.

* * *

### Garcia Presents Acknowledgments

Garcia & Vega, 97 East Houston street, are explaining to visitors that no changes in the organization are to be made. Many have supposed that the recent death of Col. Alvaro Garcia would occasion some shifting, but such is not the case, and the same personnel as before is to be found taking care of the business. TOBACCO has been asked to present to the trade the appreciations of the Garcia & Vega organization for the many expressions of sympathy received when it became known that Col. Garcia had passed away. The Garcia & Vega business is coming along in fine shape, in particular in the West. Frank M. Lopez, now in Kansas City, has been exceedingly successful in keeping old customers and opening new accounts as well. Walter Fricker, who is on the Pacific Coast, is sending regular orders only, the holiday business there being a bit backward. However, a slight slackening up in orders would not be too great a hardship, as the Tampa factory was closed for a few days as an indirect result of the severe storm there. The direct effects were small, consisting of only a few windows and a small section of the roof, but most of the employes suffered in their homes and had to do some emergency repair work to their houses, leaving the factory without help. But all hands are "on the job" again, and going full speed ahead.

* * *

### It's the Same Old Story

"These men who growl over the lack of business give me a pain," said a cigar expert whose window looks out on 42d street. "I've been in the cigar business all my life, and I never knew it to be different. The first of November the retail stores get in their holiday stocks, and they look so big they think it's bankruptcy sure. And the cigars never do start to sell so early, though the stores don't seem to remember that fact. They take in a normal day's receipts early in November, and when they look at the abnormal stock, of course, they think business is 'rotten.' But let them wait until the end of the month, after Thanksgiving, and they'll find that they had a pretty good time of it. The same thing happens early in December. Business in the early part of those two months is never up to the high average of the whole month, simply because 75 per cent of the month's business is done in the last week or ten days. Don't you believe all the tales of woe you hear—the month isn't half over yet."

## To Start Making Tobacco Stringing Machines

DAYTON, Ohio, Nov. 5.—Production plans have already been drawn up by the Nemeth Research company of Dayton, regarding a tobacco stringing machine which they plan to have on the market early next year. These plans call for the completion of 50 machines per month.

S. P. Nemeth, general manager and inventor of the machine, claims that by increasing the amount of tobacco that can be strung in one day by one person and by effecting a 25 per cent saving in tobacco itself, this machine will revolutionize the tobacco industry so far as the actual handling of the product on the farms is concerned.

### Increases Production

Briefly the function of the machine is primarily to enable a worker to string more leaves of tobacco per day than formerly he did by hand. The average amount of tobacco leaves strung by hand in one day is 3,000. By using the new machine a worker is able to string actually 10 times as much—30,000. This number has actually been proven by actual tests at Hartford, Conn., where the company carried on a great part of the researches.

Another one of the features of this machine is that in stringing the leaves without the stalk the food materials are not given a chance to be drawn away from the leaf, but are cured with it, increasing the weight of the tobacco 10 per cent. By separating the leaves from one another mold is kept from setting in and a saving from that alone will amount to 25 per cent.

### Tobacco Curing Lectures

The Nemeth Research Company has already drawn up plans by which they intend to offer a series of tobacco curing lectures to the farmers of the tobacco growing region, of which Ohio is the center. These lectures will be in connection with the various farm bureaus and farmers' associations, over the middle west, and members of the traveling educational force of the company will endeavor by means of lectures illustrated by slides and motion pictures to point out the saving of time and money their machine would effect.

### To Invade Foreign Field

Already the company has plans for the sending of their product to foreign tobacco raising fields and tentative arrangement have been drafted for several countries.

D. C. Peterson, sales manager of the company, stated that if this new machine were used throughout Ohio the yearly saving alone of tobacco which otherwise would have become rotten and useless, would amount to 2,000,000 pounds.

### Mintz & Co., Inc.

CHICAGO. — Mintz & Co., tobacco and confectionery, 8850 Commercial ave., have incorporated with a capital stock of $10,000. Incorporators, Frieda Mintz, Nathan Mintz and Meyer Katsnelsen.

## Certificate of Birth Must Be Clean

(*Continued from page* 17)

declare operative the Burley Tobacco Cooperative Marketing Association as of November 15, 1921, or postpone its organization until November 15, 1922.

We studied with care the chairmen of the various counties who gathered in Lexington last week. We are familiar with Kentuckians; we believe we are able to judge them fairly and accurately. For five generations our people have been Kentuckians. We have been reared among them—we think we know them. We have never seen a gathering that gave more impressive evidence of all the qualities that go to make the appellation "Kentuckian" respected than that group of county chairmen who have devoted their time to the organization of the Burley Cooperative Association. They are as fine a type of manhood as measured by character, integrity, intelligence and achievement, as we have ever seen gathered together.

Upon them rests a responsibility equally as great as rests upon the members of the organization committee. It will be impossible for the members of the organization committee to familiarize themselves with the complete details of the tobacco produced and the pledges given in every county. Of necessity the members of the organization committee will have to rely in large measure upon the report of the chairmen of the various counties. It is absolutely essential that these reports shall be in the strictest sense accurate and veracious. The reports must not only be accurate and veracious but the chairman and the members of the county committees must have such detailed data as to be proof conclusive to friend and opponent of the verity of their statements.

We believe the organization of the Burley Tobacco Cooperative Marketing Association to be far and away the most important project that has been presented to the people of this section during our life. We believe it will inure more to the benefit of this section than any other movement that has been launched in our generation.

But for it to be of benefit its organization must be clean as a hound's tooth; it must be so patent that the full seventy-five per cent prescribed in the agreement has been pledged that there cannot be even the shadow of a doubt in any man's mind. Supporters and opponents of this movement must alike know beyond all peradventure that the strictest letter as well as the spirit of the agreement has been observed.

This organization, which is destined to play so great a part in the future history of the state, to be so beneficial in its effect on every class of society and the members of every vocation, must not enter upon its career with any doubt of the legitimacy of its birth.

Impressed with the importance of this fact, we call the attention of the members of the organization committee, of the chairmen and the members of the county committees, to the imperative necessity of not only obtaining pledges for the seventy-five per cent required by the agreement, but having in concrete, definite form all the facts that will prove so clearly that he who runs may read that the full seventy-five per cent has been pledged.

We now have no doubt of the success of the organization. We have never known of the demonstration of more vigorous ability, of more persistent energy, of more self-sacrificing labor than has been shown by those who have conducted this campaign. And it has been conducted on a high plane—so conducted as not to arouse enmities, not to create antagonisms, not to foment animosities, and the accelerated and cumulative momentum in favor of the association is now marked.

By the 15th of November we believe more than seventy-five per cent of the growers of the 1920 crop will belong to the association and more than seventy-five per cent of the crop will be pledged; every pound pledged over and above seventy-five per cent makes it easier to demonstrate that the agreement has been complied with by the most vigorous and strict construction.

The necessity of so demonstrating is an added incentive to every one who favors the organization to secure all the pledges possible. It is also an added and weighty reason for those who have not as yet signed the agreement to do so immediately.

It will not do to have the organization declared effective unless there is the full seventy-five per cent pledged. Those who fail to sign now are exerting their influence against its success in the most effective way.

The *Herald* therefore urges all who favor the organization to redouble their efforts. It urges those who through procrastination or inertia have failed to join the association to do so immediately, that the weight of their influence and the assurance of their acreage may be given to the organization and it start its career with a clean, clear certificate that no one may doubt nor question.

Facsimile of Package

LA TURKA

a

*Turkish Blended Cigarette*

packed

20

for

18

cents

La Turka Satisfies the Smoker

*Jobbers & Retailers Should Stock La Turka's They Sell*

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WAREHOUSE
12-24 Mechanic St.
PLANTATIONS
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GROWERS AND PACKERS OF
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Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

# Connecticut Tobacco Men Showing More Action

## Considerable Portion of Crops Taken Down and Put Into Bundles—Some Old Goods Shipped Out—Growers Talk of Co-operative Marketing—Havana Seed Receives Attention—Massachusetts Growers Would Like to See Buyers.

HARTFORD, Nov. 5.—The past week has seen more activity in tobacco circles than any one week during the fall, as the packers have shipped more cased goods than in previous weeks, and the growers after a patient wait got the long expected damp and were able to get down a large amount of their crop from the poles. Had the damp hung on longer much more would have been taken, but as it was growers worked well into the night and some had big gangs of extra help and got down a large proportion of their crops and have been busy stripping it off and getting it into the bundle. It is hoped that another good damp will come soon so that they can get down another large quantity and practically finish up this part of their work before cold weather sets in.

### Some Shipments Made

There has been good sized shipments made of cased tobacco to various tobacco centers, and some of the warehouses are beginning to be relieved of the crowded conditions, which indicate that the business is improving to a certain extent and that the packers are having some call for cased goods, although they all say that they are moving the tobacco at a loss varying from 20 to 35 per cent on some of the 1920 crops.

### Not Talking Out Loud About Prices

The packers, while taking a severe loss at the present time on their holdings are very slow to say much about the new crop and what price will be offered.

### Growers Suspect Something

Growers feel that they have got the best crop that they have had for several years, and are inclined to think that there is a concerted effort on the part of buyers to hold off until they can get the new crop at their own price, which at the prices rumored will mean that they will not be able to get back the cost of production.

### Giving Thought to Mutual Marketing

The present situation is giving strong impetus to co-operative tobacco marketing organizations as they present a way whereby the grower can, through such an organization, sell his crop direct to the manufacturer and thus side-track the uncertainties which the packers and dealers are utilizing in quoting prices for this year's crop.

### Seek Entrance Into Association

Already, hundreds of growers in the Connecticut Valley have applied to the Connecticut Valley Tobacco Growers' Association for membership and it was decided at a meeting of the directors yesterday that the acceptance of such applications would be postponed for next year's crop, as it would not be fair to its present membership in view of the slow demand for tobacco to accept more crops to be sold through their organization.

### Showing Signs of Life

At the present time there seems to be a little activity for Havana seed but the demand for Broadleaf is light and none has been bought or offers made for it. Representatives of cigar interests who have been in this city and vicinity are buying only particular selections after having thoroughly examined the stocks, and only the best grades are wanted. They say that the demand for cigars has fallen off greatly during the great financial depression and that they are not going to pay the exorbitant prices that they were compelled to pay for the 1918-1919 crops which was very poor quality, and that they had a hard time to sell their cigars when the slump set in.

### "Taking Their Own Medicine"

Many of the local packers have now decided to take a loss, and have sold out a large proportion of their holdings feeling that it would be useless to hold it any longer for better prices.

The manufacturers are "getting back at" the packers by buying only what their immediate needs justify and are insisting on the very best quality, and at a price which they consider attractive.

### Passing It Along

In this situation the packers and dealers pass on the lower prices and uncertain prospects to the grower when it comes to offering prices for his new crop. Naturally, the growers are inclined to side-step the packer under these conditions and deal direct with the manufacturer. The tobacco, of course, would have to be assorted, as the manufacturer does not take it in the bundle unassorted, but wants it assorted and in the cases already sweated ready for final working.

### Looking for Information

The Hartford County Farm Bureau has been asked to explain at growers' meetings the merits and difficulties connected with direct marketing by the growers, and more meetings to discuss this subject are expected to be held in different places in the Valley during the next few weeks. However, many growers would like to sell their crop in the bundle unassorted, as they have done in former years, but they do not propose to "give it away," as they say, simply to get rid of it.

### Bought 1921 Shade

Mr. Grabosky, of the G. H. P. Cigar Co., Philadelphia, was in this section several days and made purchases of 1921 shade.

Warehouses are now running full time and with a full working force and are working on primed tobaccos, getting it ready for the manufacturer. The tobacco situation at the present time is on the whole slow and it seems that both the grower and packer does not know "where they are at," and both are trying to solve the situation as to what to do with the excellent new crop, now about ready to place on the market.

### Broadleaf Acreage Increased

The recent census, published in these columns, shows that the acreage of broadleaf has increased, while the acreage of Havana seed has decreased; broadleaf having been grown by many growers in some sections who formerly grew Havana seed. Many of the Havana seed growers feel that they have been "out of luck" growing Havana the past few years.

There is also shown a considerable decrease in primed Havana the past year, as the majority of the growers do not prime unless it is contracted early in the season.

A few lots of Havana seed have been sold at prices around 25 to 30 cents per pound in the bundle.

### Buyers Wanted

Tobacco growers in Greenfield, Mass., are experiencing difficulty in disposing of their 1921 crop, and as there was no buying in the field they still have it on hand unsold and would like very much to see the buyers start in buying. Last year in that section buying started early and the growers sold out at good figures, and in some instances contracts were made before the crops were planted.—X. Y. Z.

# Buyers Actively on Lookout for Connecticut "Weed"

SUFFIELD, Conn., Nov. 5.—Tobacco buyers have commenced to appear in numbers in the Connecticut tobacco-growing belt, and from now on the see-saw over prices, between buyer and grower, promises to be continuous as long as very much of the really good tobacco remains unsold; and there is much, this year, of really good tobacco here in the Connecticut valley. None knows this better than the farmer, and for that reason he has

(*Continued on page* 30)

# Tampa Gives Tax Figures to Show Cigar Output

**Tampa Production During October Was 32;885,490 Cigars—Revenue Amounted to $293,611—Greater Outturn Predicted for Future—Difficult to Get Enough Good Cigarmakers—Freight Rates Causing Complaints.**

TAMPA, Fla., Nov. 7.—Uncle Sam's figures don't lie, and if any one wants any proof of the fact that Tampa's cigar industry is rolling along at a normal clip how about the following figures on production:

| Cigar Output | No. Tax Paid |
|---|---|
| October, 1921 | 32,885,490 |
| September, 1921 | 26,268,455 |
| October, 1920 | 11,907,222 |

The total tax paid on cigars in October was $293,611.

### Better Business Ahead

And what is right now, isn't half the story. Tampa's comeback has been of the steady, sure-fire type that is leading confidence to manufacturers to go right ahead. They believe much better is ahead—and especially is this true of those who have reports from the middle west, or who have been out there.

### To Make More Cigars Than Ever Before

E. C. Berriman, of Berriman Brothers, has returned to the factory here from Chicago where he has been making headquarters all summer keeping his finger on the pulse of trade in the middle and far west. "I find a wonderful upward tendency throughout the country west of the Alleghenys," he says, and he follows up with this: "Tampa will produce more cigars in 1922 than she has ever produced before." That means back to the half billion mark again—or perhaps it looks more impressive in these figures—500,000,000. A string of cyphers always looks bigger.

### Hard to Get Enough Cigarmakers

Just now factories are finding it harder to get men, and they expect this condition to prevail until cold weather sets in and drives some of those who left during the strike back here for the balmy sunshine of Florida.

### Looking for Jewels

José Arango, of José Arango & Co., manufacturing for Julius Fernbach, the big Chicago broker, has been pushing ahead and reached his peak today, with 110 cigarmakers, and can use a few more as soon as the good ones show their faces. He has been having some trouble getting just the class of workers he needs—men who can make a high grade piece of work for a discerning clientele, and he hasn't been putting men on until he found the right ones.

### Unsatisfactory Freight Rates

Manufacturers here are a bit peeved at present over freight rates, and there is talk of some possible action along this line.

It costs about a quarter a cent a cigar to lay stuff down in the far west—and yet smokers are hunting for reductions. In addition, it is still taking twenty to twenty-six days to put goods through. The local manufacturers have been solicited by agents for the Luckenbach line at Mobile, who are offering monthly sailings to the Pacific coast at a saving of approximately 27 per cent of the present all-rail rates of $6.16. They deliver to San Francisco and are figuring through rates to far west points in the Rocky Mountain regions. The Mallory line has weekly sailings from here for Mobile. The line is being investigated and something may come from it.

Trans-continental lines are cutting rates on commodities to meet water competition via the canal, and cigar manufacturers may be able to get some relief from that source.

### Packing Cases Come High

One of the biggest factors is the insistence of the lines on the heavy wooden packing cases, and manufacturers are wondering what is next, now that the carriers are trying to urge an extra strap in the middle. The big packing case is one of the most expensive features of cigar distribution, costing as it does several times what a fiber case would cost, and weighing about one-fifth as much as the cigars it contains, which increases the freight.

### Yielding to Demands for Fortieths

With the Christmas trade coming on, the industry is acquiescing more to the demand for fortieths. More and more of the smaller packages are being put out, and the trade given every opportunity to push them, despite the fact that there is an actual production cost of $5 more per thousand. It requires just twice as many boxes, twice as many labels, increases the freights ten to fifteen per cent. and through it all the Tampa manufacturers are standing by, and delivering the goods.

There is hardly a trace of the storm left now. Windows in factories are back and roofs are back on and one never hears of it any further.

### Cheer Up! Best Wishes

Your correspondent is under the weather for a few days and a substitute has had an active few hours filling in the emergency.

## Sunny Brook Hesitates to Rebuild

DADE CITY, Fla., Nov. 5.—The loss of the Sunny Brook Tobacco Co. in the recent storm was so great at this place that the company is reluctant to lay out the estimated hundred thousand dollars necessary to rebuild the barns and shades. The city council in special meeting voted to exempt all the company's holdings in Dade City from municipal taxation for a period of ten years if the company would rebuild and continue to operate, and an effort will be made to have the county commissioners take similar action. The Sunny Brook people pay out about $100,000 in the county each year, the greater portion of which amount is for labor, and its suspension from business would be a heavy loss to the city and county.

## Large Cigar Contracts

DADE CITY, Fla., Nov. 5.—L. M. Weller who organized the Dade City branch of the Tampa-Cuba Cigar factory, and has returned to superintend the manufacture of a special brand of cigars he is selling, says that he has contracts for 2,000,000 cigars a month from two of the largest jobbers in the United States and that he needs 400 cigar makers to make them. Room will be made in the Tampa-Cuba factory by widening the present building and another building may be used. Unless the business men of Dade City take action to provide room for factory use and homes for cigar makers he would bring here it will be necessary for him to have the largest part of his cigars made in some other city.

## Cigar Factory Burned

JACKSONVILLE, Fla., Nov. 2.—Damage estimated by officials at between $75,000 and $100,000 resulted Tuesday from a fire pronounced by Chief C. H. Hulbert as apparently of incendiary origin, which wrecked the factory of Antonio Martinez cigar manufacturing company at the intersection of Main and Ashley streets here.

The flames were discovered shortly before six o'clock and were brought under control an hour later.

Hulbert said he found large quantities of wrapping paper and cheesecloth saturated in turpentine and paraffine wrapped about boxes and sacks and other articles.

### Buys Cigar and Newsstand

KEY WEST, Fla.—Claude H. Roberts has bought the Key West News Co., which carries a full line of tobacco products.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
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Distributors for
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CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Manufacturers of
*World's Finest Havana Cigars*
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Chicago, Ill.
Factory
TAMPA, FLA.

# Philadelphia Factories Enjoying Good Trade

## Renewed Price-Cutting War Worst Cloud on Business Horizon —Retailers Buying More Liberally—New Association Undisturbed by Withdrawal of Cutters—Magistrate's Court Liberates David Label—Manufacturers Opening Branch Cigar Plants.

PHILADELPHIA, Nov. 7.—Breaking out of the cigarette price-slashing warfare anew, was the only untoward development in the trade during a week which has quite redeemed the high expectations formed when the month began. November business has been conducted with a steadiness and a consistent increase which has benefited every branch of the trade. The manufacturers, being dependant not alone on the city but really on the Nation, have enjoyed a larger increase than either the jobbers or the retailers, for the West and particularly the South are making greater headway towards complete recovery from recession than is even the East. All the manufacturers having national distribution are oversold, and a number of them are planning the immediate opening of additional factories. There is every confidence in the future and there is more than confidence in what immediately is ahead—the holiday season. The retailers are buying a little more liberally than was anticipated, although caution is still discernible in their orders.

During the week the leading chain store whose competition was characterized as always entirely fair by all the legitimate-price dealers, who met on Thursday of last week to make the new Retail Cigar and Tobacco Dealers Association a real representative organization, reduced, the price on two brands from 18 cents with four coupons, to 15 cents with one and a half. Immediately thereupon the lower Market street slashers brought down the price and the always original Sam Welsh, proprietor of the Scarlett Store, came down to fourteen cents or three packs for forty cents.

The price slashers were notably absent at the meeting of the Association on Thursday night, which was held in the Chamber of Commerce, 12th and Walnut streets. Neither President Label nor Ned Affrime, or any of the other cut-price dealers who started the Association, attended. There was present a score of dealers, all of whom maintain fair prices. Decision was unanimous that the Association should continue, that the virtual withdrawal of the cut-price dealers was not to be looked upon as a loss and that at the election which is to take place at the next meeting, efforts should be made to place the Association under officers who are recognized as leaders of the legitimate trade. Chauncey D. Schoch, manager of the Broad Street Station stand, presided, and it is believed will be chosen as president. It was determined to give a smoker and luncheon at the next meeting and to canvass the city that there might be in attendance a representative gathering of the legitimate trade. Various speakers called attention to the fact that in the canvass for members already made objection to joining was advanced on the ground that the Association represented nothing but the effort of the cut-rate dealers to get together a body which would aid them in the retaliation of the chain stores, begun after long warning on their part that unless price cutting stopped they would fight fire with fire. The belief was expressed that once the general trade became convinced that the present effort to organize was for the benefit of the entire industry, and that it was not to be created merely to assist the price cutters, it would be entirely possible to get together a representative body for the social, moral and business betterment of the entire retail trade. A number of speakers asserted that they had received manifold returns for the small cost of attending the meetings already held in their acquaintanceship with their neighbors in the trade and that because of personal acquaintance with competitors improvement already had been possible.

Samuel Liss, active in organizing the new association, has taken the account of Dorsa & Crone, New York, and is widely introducing these goods in the city and state. The cigars retail at from 10 cents up. A large stock is carried by Mr. Liss at his headquarters, 55 North Ninth street.

### Label Discharged by Magistrate

David Label, proprietor of a chain of cut-price stores, who was arrested a week ago on the charge of receiving stolen goods and held in $5,000 bail, was given a further hearing before Magistrate Carson on Friday last. He showed at that time a bill of sale for the stolen cigarettes, for $2,000 and receipted by Edward Nappen, 55th and Addison streets. Upon presentation of this receipt Label was discharged but Nappen was arrested and was held under $2,500 bail for the Grand Jury.

### Gets Retail Distribution of La Palina

Announcement is made by Samuel Welsh, the Scarlett Store, that he has been appointed special retail distributor for Philadelphia for the La Palina. On November 1 the Scarlett store received 40 cases, containing 200,000 La Azore cigars, thereby entering on the second drive for this brand. Between July 1 and October 31, there was disposed of at retail at this store 500,000 La Azores. A special drive also is being conducted on Beech Nuts at 10 cents a package. On Saturday of last week 50,000 Beech Nuts were sold at the Scarlett store.

### John Klindworth Lays Down His Burden

There passed into rest during the week a cigar retailer of the olden days, John Klindworth, widely known to both the retail and the manufacturing trade of the city. Mr. Klindworth had been engaged in business at 3rd and Market streets for the last forty years. Although he was sixty-five years of age he underwent recently an operation, which resulted fatally.

### Have Created Large Sales

A. A. Gumpert, of Gumpert Brothers, 227 Church street, returned during the week from a trip through the Middle West, where he introduced the firm's La Morena, in its new packing, Corona size, in cans of fifty. The firm is concentrating its efforts on this new size and packing and large sales have ensued. A new label will be used after the turn of the year.

### To Open New Factories

Sig C. Mayer is about to open two new branch factories in order to keep pace with orders for Rey Oma and El Wadora. The present production is being sent out by express on rush orders. Treasurer G. I. Watson is on a trip through New York state, visiting especially Rochester, Buffalo and Binghampton.

### Halpern Opens Two Branch Factories

The Talpern Cigar Co., which has succeeded in solving its recent financial difficulties, has just opened two additional factories in Denver and in Lititz, Pa. Robert A. Halpern is on a two weeks trip through Pennsylvania and Ohio with the firm's leaders, Edmund Halley and the Fifty-fifty.

### Had Success in West

Leo P. Weiss of A. Roig & Langsdorf, has just returned from a good western trip with the firm's Girards, reporting especially large orders for the new handy pocket packing for the holiday trade.

Jacob Loeb Langsdorf celebrated on November 1, his birthday, which was not generally disclosed, but he was the recipient of many good wishes.

### To Restore Eisemann Factory

A permit was granted during the week for restoration and repairs to the Eisemann cigar factory, 246-248 North

(*Continued on next page*)

# Pennsylvania Tobacco Continues to Show Style

**Ideal Curing Weather Bringing Out Fine Color—Hanging Weed Free from Blemish—Apparent Scarcity of Binder Leaf—Some Notable Purchases of 1920 Stock—Walter S. Bare Injured by Trolley Car—York County Cigar Factories Busy.**

LANCASTER, Pa., Nov. 5.—Ideal weather for curing has been the happy medium for coloring up the hanging crop, and it has been by far the finest curing weather we have had in years.

Hanging tobacco looks beautiful and it is the writer's opinion that the present crop will be as free from blemish and damage as is possible for any tobacco to be.

No buying has been done thus far and no one has made any bids for the goods—buyers being content to wait until stripping time to make purchases.

### Making Inspection Tours

Buyers for prominent houses, however, have been driving the county on tours of inspection and taking note of crops that they contemplate buying, if possible, in the near future.

### Shows Heavy Body

The crop shows heavy-bodied "B" tobacco which is just what the manufacturers want. There seems to be a lack of thin tobacco for binders and the buyer who inspected as many as 50 crops informed the writer that he didn't find one single farmer's product that would show "tops" to any appreciable degree.

Of course, every year we have a few crops raised in orchards, which on account of the shade, turns out thin tobacco, but this year there are very few of these crops in evidence.

Trade conditions will be a big factor in making the price for the 1921 crop. The trade requires and demands a nickel cigar, and while farmers may have to sell at a lower figure than last year, still in actual cash they will be better off than last year, for the reason the tobacco is more weighty and will go full 400 lbs. to the acre above the yield of last season.

### Careful Handling Will Pay

Careful handling will cut a big figure in the price the farmer will realize for his crop. If he taboos the use of water and sizes his tobacco properly, puts each leaf into the grade it belongs, he will find it will more than pay him for his trouble.

### Should Have Natural Dampness

If the grower will wait until atmospheric conditions will allow him to strip his crop, and not use water he will find his tobacco will keep sweet and sound, even if he don't dispose of it for several months after he has it in the bales. If, however, he uses water, fermentation starts in, the tobacco will heat up and get soft and tender in the bales to the big detriment of crop and to the loss of the farmer. The writer has "ding-donged" this "dope" into the farmers' heads for years, but am sorry to say very few of them take advantage of the advice. Most growers, whether weather is propitious or not, want to strip their crops and sell them too quickly. This is a grave mistake on their part, and those that don't take good sound advice how to handle their crops will be the losers.

### Buying 1920 Product

There have been a number of packings of the 1920 crop disposed of this week. Both wrapper and sized fillers have been disposed of. The principal buyer of the wrapper grades was Louis Kramer, of Bayuk Bros., of Philadelphia, who purchased upward of 5,000 cases. He bought the packings of Julius Marqusee & Son, who pack here and whose warehouses is in charge of Geo. Hoffman of this city. The purchase amounted to 3,000 cases. Mr. Kramer also bought Seachrist and Leonard's packing at Mt. Joy, Pa., amounting to about 800 cases; H. S. Cooper's packing of Landisville, Pa., amounting to about 400 cases was also absorbed by Mr. Kramer.

Mr. Kramer then visited Lititz, and bought 155 cases from John Landis, also the packing of John Bainberger, amounting to about 350 cases.

### Pleased with Quality

The Bayuk Bros. interests are very much impressed with the mildness, sweetness and mellowness of the 1920

(*Continued on page 30*)

## Philadelphia Factories

(*Continued from preceding page*)

Delaware avenue, lately destroyed by fire. The estimated cost is $36,000. Meanwhile, a large production is being made at the temporary factory 727 Appletree street.

### El Producto Has New Western Man

W. E. Cooper has been appointed representative of the G. H. P. Cigar Co. for Kansas City and the west as far as the Rocky Mountains. A complete stock of El Productos in all sizes will hereafter be carried in the New York branch at 127 Prince street in order to give prompt service to the trade there. Demand for the goods in that territory has lately increased very markedly.

Harold Bedard of the Juan F. Portuondo Cigar Manufacturing Co., 1110 Sansom street, together with R. Dingman, who is in the Middle West, is sending very large orders back home, particularly for the firm's five cent sensation—the Ace, among the finest low priced smokes on the market, and of the same high quality as during the great war days.

The police were informed last week of the theft of ten cases of cigars, valued at $200, from the retail store of George T. Eckels, 1534 Market street. The cigars were being delivered by truck and while the driver and his assistant were in the store, thieves jumped on it and drove away.

### Damaged by Fire

Twelve persons were threatened last week when a fire starting in the cigar store of A. Sokoloff, 166 West Seymour street, spread through the building. The front stairway was cut off by flames and smoke but the tenants forced escape through the rear. The cigar dealer suffered a loss to stock of about $500.

### Received 200,000 Manila Cigars

W. H. Bailey & Co., Second and Arch streets, jobbers and retailers, have received a shipment of 200,000 Manilas of the Pete Dailey and Pontacima brands. The firm is developing a very extensive country trade.

C. M. Pleasants, factory representative for the Antony & Cleopatra, who has been doing special work in connection with Dusel Goodloe & Co., Inc., distributors, has now completed it and has left for Richmond.

E. W. Hawkins, of Richmond, has reached this city for special work with the Dusel Goodloe Co., on Chancellors, and the firm is sending to the trade a broadside calling attention to the immense growth in sales of this brand in recent weeks.

The cigar box factory of Monroe Jarrett Sons, Marshall and Oxford streets, has been removed to Randolph and Jefferson streets, into considerably larger quarters.

### Leaf Trade Active on Small Scale

The leaf trade continues active, although in a small way, the trade reporting few large sales but many small ones. Grades of Pennsylvania and Connecticut stock are most in demand with Western stock backward. The market for Havana and Sumatra is still restricted, although it is broadening.

E. A. Calves, head of E. A. Calves & Co., 131 North Second street, leaves this week for Havana to be gone a month on a buying trip. Upon his return the sales force will take to the road offering new crop goods.


LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
*Samples cheerfully submitted upon request*

METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK
Main Depot.....22 Fourth Avenue, New York City
Harlem Branch.....179-185 East 116th St., N. Y. C.
Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch.....Hudson & Clinton Sts., Yonkers, N. Y.
Staten Island Branch.....1189 Castleton Avenue, West New Brighton, N. Y.
Jamaica Branch.....22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch.....114-116 Ocean Avenue, Patchogue, N. Y.
Bronx Branch.....4581 Park Avenue, New York City
Newburgh Branch.....Cor. First & Chambers Sts., Newburgh, N. Y.

*BRANDS THAT BUILD UP BUSINESS*

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y CA., 75th Street & Avenue A., New York

*Establish* CONFIDENCE

By giving VALUE, thus keeping the trade you already have and paving the way to build upon it. HENRY the FOURTH cigars are VALUE—the Material used and Workmanship employed cannot be excelled. They Duplicate because they're GOOD. Once placed they are their own best salesmen.

***Sizes retailing from 10c to 20c.***

ALVAREZ MENDEZ & CO.

*Makers*

Preferred Havana Tobacco Co., Owners
New York Office, 257 4th Ave.
TAMPA, FLORIDA

THE STANDARDS OF AMERICA

**Lorillard's Snuff, : Est. 1760**
**Rail Road Mills Snuff, Est. 1825**
**Gail & Ax's Snuff, : Est. 1851**

ALL OF THE OLD ORIGINAL

**Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs**

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

## Pennsylvania Tobacco

(*Continued from page* 29)

crop and have been heavy buyers in order to keep their leading brands of uniform quality and at some time be able to give the smokers the mild, sweet cigar they demand.

### Buys Fillers

M. B. Schoener, of I. J. Schoener & Co., of 169 Water St., New York, was here this week and bought upward of 500 cases, 1920 sized fillers. Mr. Schoener purchased only choice lots and no doubt it is for home consumption as price he paid is prohibitive for export purposes.

There was a rumor here for past two weeks that some buying would be done for export but it did not materialize. This can be easily explained by the fact that foreign exchange at present writing is lower than it has been for months, and it will take a hatful of German marks to buy a pound of American tobacco. As soon as the monetary unit of European countries advances in value, then we will be able to dispose of lots of low grade tobacco, of which at present time we have a big supply, and very little, if any, demand.

Paul Hirschorn, of Weil and Sons, 170 Water St., New York, is here inspecting his packing of 1920 tobacco, and also driving over the county looking over the 1921 crop hanging in the sheds.

A. Horowitz, of Horowitz Bros., Pittsburgh, Pa., is here trying to buy a few choice packings of 1920 tobacco, as he finds he hasn't enough to supply the demand of his trade.

### Revenue Receipts Decline

Revenue receipts for the past month show a falling off of $52,158.60 from that collected in October of last year, indicating a continuation of the industrial and business depression. The collections are less than 50 per cent. of those in September. This is chiefly due to the fact that September was a month for the payment of income tax installments. The total for last month is $258,129.40 divided between income tax $12,111.53, other taxes $246,129.87. Of the total amount $108,000 represents taxes on cigars.

### A Serious Accident

Walter S. Bare, a prominent packer of Connecticut, tobacco and leaf dealer living here, at 227 N. Duke St., and with warehouses at Lititz, Pa., was knocked down and seriously injured on Tuesday morning last by a trolley car directly in front of his home. He was removed to Lancaster General Hospital where the doctors say his condition is serious, but he has shown some indications of improvement. An X-ray picture disclosed three broken and shattered ribs; a broken nose and general contusions all over his body. His most serious injury seems to be in his chest. The accident happened about 6.45 A. M. According to the Conestoga Traction officials, Mr. Bare was crossing the street to his automobile, which was parked on the other side, and stepped in front of the car which knocked him away from the tracks avoiding more serious consequences. It is claimed Mr. Bare was carrying an umbrella which obstructed his view of the car.

### Keeping Up Production

Manufacturers in York County are still busy and those who can find locations are opening new factories to supply the continuous calls for nickel cigars.

On account of the big demand for scrap tobacco prices have advanced on this commodity from 1 to 3½ cents per pound. This is especially true of Manila and Porto Rico tobacco, of which the demand really exceeds the supply. Everything looks bright and roseate in that section and am glad to report one section of the country is busy, despite the general business depression.—DICKIE.

## Connecticut in Action

(*Continued from page* 26)

assumed an air of positive independence when selling is suggested—at the buyer's terms. He knows that for good tobacco there is always a market.

### Hold Different Views

Just at present buyers are trying their utmost to force the acceptance of low prices. Buyers claim that the prices of tobacco, in any form, cannot hold up, any more than the prices of any other farm products; that gradual recession is reasonable to expect, regardless of the costs of growing. So, when buyers offer 30 cents a pound for Havana seed, in the bundle, which is less than was paid for the 1920 crop, and the farmer turns down the offer, he appears to be running some risk of having to hold his crop and, in the end, perhaps get no more.

### Some Following Old Practices

Some of the growers have adopted the plan in years past, and followed it again this year, of accepting what appears to them a fair price, selling outright, and so getting enough money, easily, to pay for their fertilizer and other heavy growing bills, and at the same time rid themselves of no little worriment and anxiety.

This year's crop, both of broadleaf and of shade-grown, is somewhat heavier than last year's but still under the weight which growers have come to expect, based upon normal crops through a long series of years. Reasons for the falling off in weight have been sought through experts, and they have not yet been satisfactorily determined. The costs of harvesting have been considerably less than last year, and the cost of handling in the barns has also been less—real reasons for a lower price than last year. It is also a positive gain when, as this year, the yield per acre is around 200 pounds more than in some of the leaner years. This year, too, the costs of operating the warehouses will be less than for several years past, for now labor is abundant at considerably lower wages than have prevailed since 1917, and the worker no longer dictates his own rates, unless he be an expert and has also proved himself efficient, punctual and almost perpetual. Today finds every warehouse in the State busy, and thus far the crop handled has been found, almost without exception, excellent.

### Total Value of Crop

Of the total value of the Connecticut crop, various and widely different estimates are obtainable. Conservative students of the crop say that the aggregate value will not be far from $20,000,000. But insurance men—men who make an annual, scientific study of values as well as acreage, say that the crop this year isn't worth a dollar less than $30,000,000. Possibly if one were to strike a medium between these two figures he would get somewhere near the real figure that the Connecticut tobacco crop of 1921 is worth—or as near as will ever be known. This sum means much to the prosperity of Connecticut. It finds its way to the banks, to the merchants, to the builder, to various community and family interests. And it practically assures an increase in tobacco acreage next year.

ROSA DEL
RANCHO CIGARS
RICH IN SMOKING VALUE
**Many Shapes** **Many Sizes**
AMERICAN EXCHANGE CIGAR CO., Makers
1059-1061 Third Ave., NEW YORK CITY
119-21 So. 11th St., PHILADELPHIA, PA.

SCHINASI BROS.

# NATURAL

The *Original* Egyptian

CIGARETTE

*"Wherever Gentlemen Are"*

# EL ROI-TAN

*Sold Everywhere*
*Good Anywhere*

PERFECT CIGARS

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Cuba**

*S. S. Mexico* —Nov. 2

Cases

| | |
|---|---|
| Charles & Co | 7 |
| Park & Tilford | 31 |
| G. Lueders & Co. | 1 |
| J. Bernheim & Sons | 1 |
| Acker, Merrall & Condit Co. | 8 |
| B. Wasserman Co | 9 |
| United Cigar Stores Co. | 8 |
| G. W. Faber, Inc. | 21 |
| G. S. Nicholas & Son | 8 |
| Grosvenor, Nicholas & Co. | 3 |

**Tobacco from Cuba**

*S. S. Mexico* —Nov. 2

Bales

| | |
|---|---|
| J. F. Navarro | 10 |
| J. Bernheim & Sons | 100 |
| Greenhall Bros. | 16 |
| E. P. Cordero | 68 |
| Friend & Co. | 10 |
| J. H. Goetze & Co | 364 |
| S. Rossin & Sons | 207 |
| Henry Oppenheimer & Co. | 38 |
| Max Schwarz | 261 |
| L. Liranda & Co. | 26 |
| E. Rosenwald & Bro. | 30 |
| Hinsdale, Smith & Co. | 25 |
| A. Hussey Leaf Tobacco Co. | 5 |
| S. Ruppin, Inc. | 40 |

Barrels

| | |
|---|---|
| S. Ruppin, Inc. | 5 |
| S. Rossin & Sons | 55 |
| A. Gonzalez Camero | 27 |
| Henry Oppenheimer & Co. | 5 |
| E. Rosenwald & Bro. | 36 |
| Hinsdale, Smith & Co. | 140 |
| J. F. Navarro | 2 |
| Greenhall Bros. | 10 |

Packs

| | |
|---|---|
| Henry Oppenheimer & Co. | 9 |
| Consolidated Cigar Corp. | 199 |
| L. Dankowitz | 10 |
| Nussbaum & Bower | 15 |
| E. Rosenwald & Bro. | 6 |
| S. Goldberg's Son | 25 |
| Frederic Lederer | 5 |
| Geo. M. Beyea | 14 |

*S. S. Pastores* —Nov. 6

| | |
|---|---|
| Ernest Ellinger & Co. | 102 Bales |

Barrels

| | |
|---|---|
| Ernest Ellinger & Co. | 11 |
| S. Ruppin, Inc. | 100 |
| Ernest Ellinger & Co. | 7 Packs |

**Cigars from Porto Rico**

*S. S. Porto Rico* —Nov. 7

Cases

| | |
|---|---|
| United Cigar Stores Co. | 235 |
| Infanzon & Rodriguez | 33 |
| G. W. Shaping | 1 |
| Jose Pastrana & Co. | 5 |
| E. A. Jacobs | 2 |
| Pedro Costa | 2 |
| Porto Rican Express Co. | 2 |
| Porto Rican-American Tob. Co. | 326 |

**Tobacco from Porto Rico**

*S. S. Sagua* —Nov. 6

Bales

| | |
|---|---|
| American Cigar Co. | 474 |
| Stern, Mendelsohn & Co., Inc. | 5 |
| Selgas & Co. | 10 |

Barrels

| | |
|---|---|
| American Cigar Co. | 93 |
| R. A. Eschevarria | 55 |
| Max Gans & Son, Inc. | 85 |
| Durlach Bros., Inc. | 108 |
| Andre, Orliz & Co. | 6 |
| Rosenstadt & Waller | 98 |
| Engelhard Cigar Co. | 2 |
| Stern, Mendelsohn Co., Inc. | 42 |
| Selgas & Co. | 90 |
| Andre, Ortiz & Co. | 34 packs |

*S. S. Porto Rico* —Nov. 7

Bales

| | |
|---|---|
| Stern, Mendelsohn & Co., Inc. | 18 |
| Andre, Ortiz & Co. | 84 |
| American Sumatra Tobacco Co. | 50 |
| Julius Marqusee & Son | 67 |
| Porto Rican-American Tob. Co. | 25 |
| Durlach Bros., Inc. | 32 |
| Robert Gans | 78 |
| P. Lorillard Co. | 625 |
| Hamburger Bros. & Co. | 143 |
| Moises Serruya | 369 |
| J. B. Lichtenstein & Co. | 130 |
| Portocuba Corp. | 1 |
| Leo Hirsch | 7 |

Barrels

| | |
|---|---|
| Andre Ortiz & Co. | 136 |
| Hamburger Bros. & Co. | 178 |
| Madera Vigil & Co. | 45 |
| Portocuba Corp. | 83 |
| Leo Hirsch | 83 |
| E. A. Jacobs | 71 |
| American Colonial Bank | 53 |
| Pedro Costa | 10 |
| Julius Marqusee & Son | 172 |
| N. Y. & P. R. S. S. Co. | 94 |
| Durlach Bros., Inc. | 114 |
| Stern, Mendelsohn & Co., Inc. | 201 |
| American Sumatra Tobacco Co. | 515 |

*S. S. Edith* —Nov. 4

| | |
|---|---|
| Portocuba Corp. | 105 Barrels |

**Cigars from Santiago de Cuba**

—Nov. 7

| | |
|---|---|
| J. H. Brown, N. Y. & Nassau | 1 Case |

**Cigars from Kingston**

*S. S. Tivives* —Nov. 4

| | |
|---|---|
| British-American Tob. Co. | 3 Cases |

**Cigarettes from Kingston**

*S. S. Tivives* —Nov. 4

| | |
|---|---|
| British-American Tob. Co. | 1 Case |

**Tobacco from Manila**

*S. S. Havre Maru* —Nov. 4

| | |
|---|---|
| American Pacific Co. | 200 Bales |

**Tobacco from Puerta Plata**

*S. S. Tungus* —Nov. 4

Seroons

| | |
|---|---|
| Willinik & Co. (Hamburg via New York) | 2052 |
| Innes & Co. (Hamburg via New York) | 1617 |

**Tobacco from Belfast**

*S. S. Eastern King* —Nov. 5

| | |
|---|---|
| G. A. Henshaw & Sons | 380 Bags |

**Tobacco from Rotterdam**

*S. S. Rotterdam* —Nov. 4

Bales

| | |
|---|---|
| Herzog & Sarluy | 7 |
| Hinsdale, Smith & Co. | 22 |
| Geo. L. Blake | 24 |
| Irving National Bank | 25 |
| Cullman Bros. | 275 |
| H. Duys & Co., Inc. | 126 |
| American Sumatra Tobacco Co. | 4 |
| W. Van Doorn (Philadelphia), | 382 Cases |
| Joseph Holzman | 1 Box |

**Tobacco from London**

*S. S. Centennial Star* —Nov. 6

| | |
|---|---|
| American Express Co. | 75 Bales |
| American Express Co. | 85 Cases |

**Tobacco from Smyrna and Piræus**

*S. S. King Alexander* —Nov. 5

Bales

| | |
|---|---|
| Liggett & Myers Tobacco Co. | 2554 |
| P. A. Raltis Co. | 1846 |
| Order | 1120 |
| E. Marcoglou | 726 |
| P. A. Raltis | 60 Cases |


EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

TWO STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

# The World's Best Cigarette Making Machinery

***Simple and up-to-date design—Easy operation—***
***High capacity—Unequalled finish of the cigarettes***

## THE "EXCELSIOR RECORD" CIGARETTE MAKING MACHINE

Produces per hour up to :

36,000 Cigarettes without tip.
30,000 " with gold, cork or paraffin tip.

## THE "EXCELSIOR" CIGARETTE MAKING MACHINE

Produces per hour up to :

20,000 Cigarettes without tip.
18,000 " with gold, cork, straw, silk or paraffin tip.

**Cigarette Making Machinery**
for Cigarettes with CARDBOARD MOUTHPIECE.

**Cigarette Tube Making Machines**
of every description.

**Tobacco Cutting Machines**
Finest workmanship, highest capacity.

**Grinding Machines for Tobacco Cutters**
Latest construction—entirely automatic
—enormous saving of knives and wages.

The fact that some cigarette manufacturers have bought during the last few years up to 200 of my machines is ample proof that my Cigarette Making Machinery is actually the best on the market.

One shipment of 120 Machines has been recently made by me to the Rumanian Administration of Tobacco Monopoly.

**For full particulars apply to**

**J. C. MÜLLER, Rotterdam 1, Stationsweg, 85**

## Co-operative Marketing

(*Continued from page 20*)

Now when we come to the producers of tobacco, we find conditions which do not agree with those laid down. We find that tobacco is grown over a very wide area, and we find a large army of producers but only very few buyers. In other words, the conditions which lead to success in all other cases are reversed in the case of tobacco; whereas they have few producers and many buyers. In the case of tobacco there are many producers and few buyers.

Those who favor co-operative marketing say "the present method of selling tobacco is primitive," and emphasize the point that "dumping" the crop on the market in a few months instead of a slower process is against the farmers' interest. Let us see if this is true. There have been great and wonderful changes in the growth and sale of tobacco during the last 70 years. Seventy years ago there was no market for the sale of tobacco in the state of North Carolina. The small amount grown along the Virginia border was carted to two or three markets in Virginia, which were the only ones in this country. It has grown by leaps and bounds to its present gigantic proportion. For many years the selling was by private sales, then by public auction in the open market. These sales continued during the entire year, but as time went on more satisfactory methods were adopted, and at the same time the type and grades of tobacco multiplied as the demands for them increased. Experience has proven the present method of marketing tobacco rapidly during the fall and early winter, to be to the interest of both seller and buyer. How? Because the manufacturers carry this tobacco two or three years before it is manufactured, something unheard of in former days; and the process of grading and drying being expensive, it was found that it could be done in the manner described at a minimum cost. It was also found that this was to the interest of the farmer, because it was between seasons, as it were, when other work was at the minimum. As to the dumping process, all experienced warehousemen know that heavy sales do not lower the price. This was proven two years ago (1919) when the entire crop was marketed in about 90 days, making the highest average ever known.

Now a word about the grading of tobacco. This is a very important part in the whole matter. From the nature of the case, this must be left to the knowledge and care of each individual farmer. It is a matter for him and him alone to determine from his observations and experience of sales on the open market. The tobacco companies, have, from long experience, built a business made up of certain brands of smoking and chewing tobacco into which certain types of tobacco enter. These are selected with as much care as possible. Competition being keen, success depends upon maintaining a uniform standard of quality, and the tobacco goes through several experienced hands before landing where it is supposed to belong. Does the co-operative marketing organization presume to know better what these companies want than they know themselves? The writers who favor co-operation say the organization proposes to employ men to grade these tobaccos as they may direct, then sell in large lots to whoever will pay the price. We submit this would disorganize the tobacco industry as it exists today.

For the sake of argument, let us admit that the organization is formed as planned; let us even grant 75 per cent of all tobacco producers in the three states are members; let's even admit it is financed, which by the way, would be a man's job; let's admit the tobacco is stored as intended, and all the members have acted in good faith, and the officials also. Now, we understand this tobacco is to be held one or two years if necessary, the succeeding crop cut 50 per cent of normal, when the advance of 100 per cent at least will be realized from sales, after deducting all carrying charges and other expenses. This is the rosy picture drawn by the advocates of co-operative marketing.

At this point the factor comes into play, which is absent in the marketing of other products, namely, an army of producers and few buyers. These anticipated high prices would stimulate production outside of the corporation, on the millions of acres of land, which is adapted to the growth of tobacco. Georgia alone could produce 100,000,000 pounds. The higher the price asked by the corporation, the greater the inducement to plant. We can easily see this increase added to the 25 per cent of old producers out of the organization, and one-half crop raised by members of the society would flood the world with tobacco. There would be tobacco in front of us; tobacco to the right and left of us, and tobacco for all of us and then some to spare.


# Eduardo H. Gato's

1871 GATO 1871

## Mild Clear Havana Cigars

For

## Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

***Write for open Territory***

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**FACTORY: KEY WEST, FLORIDA**

**OFFICES: 203 WEST BROADWAY, NEW YORK**

**E. P. Oakes** — *Western Representative*

**Moe Schwarz** — *Southern Representative*

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Exclusive Selling Agents For
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# CIGARETTE FACTORY SUPPLIES

**Cigarette machines for sale or for rent.**
**Machine operators furnished by the day or week.**
**Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.**

***Write or phone for quick service.***

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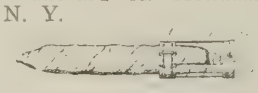
BANDS AND ADVERTISING

*American Lithographic Co.*

NEW YORK

## Patents Recently Granted

No. 1,394,622. Ash-Protector and Cutter Adaptable to Cigars and Cigarettes. Richard A. Hoffmann, New York, N. Y.



1,394,622

1. An ash protector, comprising a receptacle, adapted to surround a portion of a cigar or cigarette, substantially closed except at the tip end, leaving an air passage to the lighted end, and constructed of light-transmitting material to provide a visual control of the lighted end, and means to attach and hold in place the receptacle upon the cigar or cigarette.

* * *

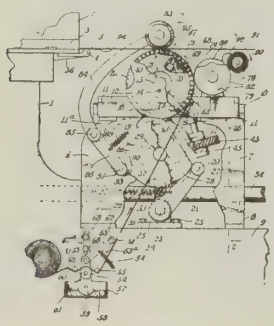
No. 1,395,215. Cigar-Box-Lid Holder. William M. Anderson, Minneapolis, Minn., assignor to Ideal Products Company, Minneapolis, Minn., a Copartnership.

1,395,215

1. A cigar box lid holder comprising a spring bar having at one end a lid engaging fork and at its other end a box engaging fork, and a spring finger independent of the box-engaging fork and having a box engaging anchor barb.

* * *

No. 1,393,526. Tipping Mechanism for Cigarette-Machines. William F. Grupe, Hudson Heights, N. J., assignor to Endless Belt Corporation, Inc., a Corporation of New York.



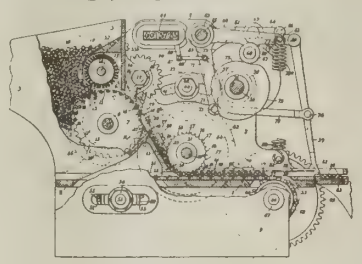
1,393,526

1. The combination of means for feeding tipping material in successive portions, means for rotating said feeding means, means for feeding a strip of paper, adhesive supplying means, means for affixing under pressure the tipping material successively to said strip of paper at determined spaces thereof, means for supporting said rotating tipping material feeding means and means for reciprocating said supporting means at a speed which with the speed of rotation of said feeding means imparts a speed to the foremost portion of tipping material substantially equal to the speed of said paper strip during the affixing stage.

10. In combination with a cigarette rod-forming machine, of mechanism for applying tipping material to the paper, said tipping mechanism being disposed anterior of the rod-forming mechanism of the cigarette machine, said tipping mechanism comprising a rotary member for feeding spaced portions of tipping material toward and in register with the paper, means for moving said member to move its portion most closely adjacent the cigarette paper substantially parallel to the direction of travel of the cigarette paper and oscillatory means for applying pressure to the paper and the fed tipping material portions while rotating said rotary member.

* * *

No. 1,393,642. Apparatus for Feeding or Both Feeding, and Counting, Cigarettes for Packeting, Applicable Also to Analogous Purposes. William Rose, Gainsborough, England.

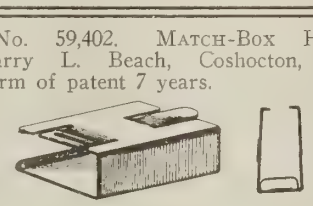


1,393,642

1. In a machine of the character described, a hopper, a chute, means for feeding articles such as cigarettes from the hopper to the chute, a rotatable engaging wheel associated with said chute and having peripheral projections to separately engage and feed forward from the chute each article therein, and a coacting endless chain having projections facing the projections on the engaging wheel and spaced to separate the articles into batches, the projections on the chain being arranged to substantially oppose certain of the projections on the engaging wheel and to enter between adjacent articles at the end of a batch, substantially as set forth.

## Designs Recently Patented

No. 59,402. Match-Box Holder. Harry L. Beach, Coshocton, Ohio. Term of patent 7 years.

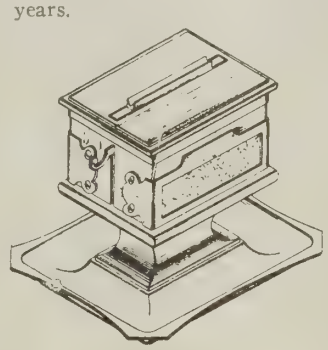


59,402.

The ornamental design for a match box holder, substantially as shown.

* * *

No. 59,447. Match-Box. Willy Zebra New York, N. Y. Term of patent 3½ years.



59,447.

The ornamental design for a match box as shown.

## Registered Trade-Marks

The following trade-marks were published in compliance with section 6 of the act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days from date of official publication.

Ser. No. 139,614. William A. Hollingsworth, New York, N. Y. Filed Nov. 13, 1920.

**Hollingsworth's Drury Lane**

139,614.

Consisting of the words "Hollingsworth's Drury Lane."

*Particular description of goods.*—Smoking-Tobacco.

*Claims use* since about Jan. 1, 1914.

* * *

Ser. No. 140,194. Frank J. Mackey, Frankfort, Ind. Filed Nov. 26, 1920.

**EXPERIENCE**

140,194.

*Particular description of goods.*—Cigars.

*Claims use* since Mar. 15, 1919.

* * *

Ser. No. 140,665. Liggett & Myers Tobacco Company, New York, N. Y. Filed Dec. 6, 1920.

**Clipper**

140,665.

*Particular description of goods.*—Smoking and Chewing Tobacco.

*Claims use* since about 1875.

* * *

Ser. No. 140,761. G. W. Van Slyke & Horton, Albany, N. Y. Filed Dec. 7, 1920.

**Odd Moments**

140,761.

*Particular description of goods.*—Cigars.

*Claims use* since Nov. 8, 1920.

* * *

Ser. No. 140,898. The J. C. Newman Cigar Company, Cleveland, Ohio. Filed Dec. 10, 1920.

**IDORA**

140,898.

*Particular description of goods.*—Cigars.

*Claims use* since about and including 1906.

* * *

Ser. No. 141,263. Frishmuth Bro. & Company, Incorporated, Philadelphia, Pa. Filed Dec. 18, 1920.

**Nationals**

141,263.

*Particular description of goods.*—Cigarettes.

*Claims use* since Jan. 1, 1920.

* * *

Ser. No. 141,392. Maurice Rosenthal, San Francisco, Cal. Filed Dec. 21, 1920.

141,392.

*Particular description of goods.*—Cigars.

*Claims use* since Nov. 15, 1920.

* * *

Ser. No. 135,210. Vicente Nieto & Bros., Tampa, Fla., and San Francisco, Calif. Filed July 20, 1920.

**Nietos**

135,210

*The particular description of goods.*—Cigars. *Claims use* since April, 1920.

Ser. No. 144,760. The Wilcox Grocery Company, Mount Carmel, Ill. Filed Mar. 14, 1921.

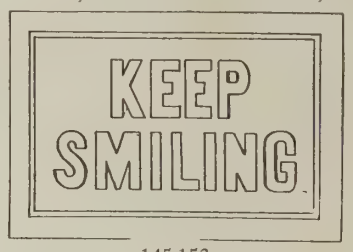
**The Very Idea**

144,760

*The particular description of goods.*—Cigars. *Claims use* since Jan. 11, 1921.

* * *

Ser. No. 145,153. Charles F. Conrad, New York, N. Y. Filed Mar. 24, 1921.




145,153

*The particular description of goods.*—Matches. *Claims use* since Oct. 1, 1920.

## Labels Recently Registered

No. 23,440.—*Title:* "All Saints." (For Cigars.) All Saints Cigar Co., Tampa, Fla. Filed April 11, 1921.

* * *

No. 23,441.—*Title:* "All Saints." (For Cigars.) All Saints Cigar Co., Tampa, Fla. Filed April 11, 1921.

* * *

No. 23,451.—*Title:* "Ejecto." (For Mouthpiece-Holders for Cigarette Products.) Ejecto Cigarette Holder Co., San Francisco, Cal. Filed May 6, 1921.

* * *

No. 23,456.—*Title:* "Marmon," (For Cigars.) Dominigue Foster, Milwaukee, Wis. Filed June 25, 1921.

* * *

No. 23,494.—*Title:* "Mephisto a Devil-ish Good Smoke." (For Cigar-Boxes and Cigars.) H. N. Ranels, Milwaukee, Wis. Filed June 27, 1921.

* * *

No. 23,526.—*Title:* "E Twist." (For Tobacco.) Christian Peper Tobacco Co., St. Louis, Mo. Filed July 22, 1921.

* * *

No. 23,534.—*Title:* "La Fredrick." (For Cigars.) William Fredrick, Monett, Mo. Filed August 18, 1921.

* * *

No. 23,535.—*Title:* "Grand Aroma." (For Cigars.) Freiberg & Gorman, Brooklyn, N. Y. Filed July 19, 1921.

* * *

No. 23,538.—*Title:* "Sonora." (For Cigars.) C. B. Henschel Manufacturing Company, Milwaukee, Wis. Filed July 19, 1921.

* * *

No. 23,555.—*Title:* "Mule." (For Cigarettes.) Roscoe S. Linton, Joplin, Mo. Filed March 28, 1921.


## CLASSIFIED ADVERTISEMENTS

### FOR SALE

| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP | 45c |
| CONN. CIGAR SCRAP | 15c |
| PICADURA SCRAP | 12c |

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J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
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AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

# TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
Published Every Thursday by the Tobacco Trade Journal Co., New York

Vol. LXXIII. No. 3 NEW YORK, NOVEMBER 17, 1921 Per Annum, $2.00 Six Months, $1.00


## Baltimore Dealers Benefit By Special Events

### Distinguished Visitors, Such as General Diaz, a Number of the Home Grown Variety of Prominent Personages, and the Races, Brought to the Oriole City Many Smokers from Other Localities—"Good Fellowship Meeting."

BALTIMORE, Nov. 14.—A number of important events have taken place in our city during the past week which have created a distinct social and diplomatic atmosphere. Among the distinguished personages to come here was General Diaz who, after placing a wreath at the base of Washington's monument made a brief address of appreciation. High Officials of the Army and Navy were present at the exercises on Armistice day at the site selected for the Monument to be erected in memory of the Men who fought in the World War. These events coupled with the election and Armistice day gave some of the cigar and tobacco merchants a well earned rest from the strain of the past weeks. Business does not come served on a silver platter these days, and the local trade has been hard after it for the past year.

#### Cigars Had a Good Run

The Maryland Jockey Club racing season has closed, bringing to an end one of the most brilliant and successful meets of its career. The large crowds that attended the running of the Futurity, Manly Memorial, Walden, and Bowie stakes, were competently managed due to the splendid system inaugurated by "master of ceremonies" Matt L. Daiger. Both cigar stands, one in the club house, and one in the Mutual building, were well patronized, and Gonzalez & Sanchez, Nacirema, La Habanero, Antonio & Cleopatra, Ulema, La Corona, Shakespeare, and Fascinator were prominently displayed.

#### Good Fellowship Meeting

One of the stellar events of the series, that the Baltimore Athletic Club will give to their members this season, is to be held on Nov. 19, when all have been invited to a *Good Fellowship Meeting*. Mr. Burns urges all members to be there, for if they don't they will be mighty sorry. The cigar stand in the lobby is drawing its share of the business with such popular brands as Robt. Burns, Admiration, El Productos, Nacirema, Gonzalez & Sanchez, and Lord Baltimore.

#### Clover Club Selection

The Clover Club numbers among its members some of the ablest connoisseurs of cigars in the city, and consequently has on display an assortment of cigars that will please the most critical smoker. Jake Hable, assisted by Mr. Davis, show excellent judgment by their selections, and have made this department one of the most attractive features of the club. Among the best sellers are La Corona, Hoyo de Monterrey Partagas, Gonzalez & Sanchez, Cortez, Mi Favorita, and Lord Baltimores.

Smoke specials, offering some very attractive combinations, are being featured at the Segal Drug Co., 8 N. Calvert St. Seven Engagements, Uncle Willes, Little Bobbie, or Fascinators, are being offered for 50c. A box of fifty can be bought for $3.29. Camels, Chesterfield, Piedmont, or Lucky Strikes 20's are being sold 3 packs for 50c. For $1.35 can be bought a 16 oz. tin of Prince Albert or Tuxedo.

#### Buys Another Stand

The stand in the Maryland Trust Building has been bought by Fred. Feltham from G. B. Schellhas, and is reflecting the progressive ideas of its proprietor. Mr. Feltham also operates the stand in the Garrett Bld'g., and is preparing for a brisk Holiday business.

#### Flor de Manuel Distributors

Frank Nicols & Co. are now distributors for the Flor de Manuel cigar in this territory, and are securing prominent displays in many of the better stands. Their store at Baltimore & Light Sts., under the management of Howard Nichols is featuring Nichols hand made this week.

#### Featuring a Five Center

Lurida, styled as a cigar of pre-war value is being featured in the show window of A. Fader this week. It retails for 5c each and $1.25 for a box of twenty-five.

#### A Good Combination

Harry Cohen is now guiding the destinies of the Munsey Building stand and reports excellent box business during the past week. Salesmanship, well selected stock, and fair prices have developed a mighty fine trade here.—ORIOLE.

## Tobacco Salesmen's Newly Elected Officers

The Tobacco Salesmen's Association of America held its annual election last Friday night, at which the following officers were elected for the ensuing year:

President, Albert Freeman; First Vice-President, Joseph Freeman: Second Vice-President, A. J. Silett; Treasurer, Louis A. Lassett; Financial Secretary, Leo Rieders; Recording Secretary, Sam Albert. Board of Directors: Sidney J. Freeman, Leo M. Lehman, Herman Goldwater, Jesse G. Powell, Wm. M. Sam. Delegates to the Tobacco Merchants' Association of the U. S.: Sidney J. Freeman, Jonas J. Ollendorff. Alternates to the Tobacco Merchants' Association of the U. S.: Jos. D. Gans, Fred J. Hillman. Delegates to the National Board of Tobacco Salesmen's Association of America: Jonas J. Ollendorff; Wm. M. Sam, Sidney J. Freeman, Leo M. Lehman, Leo Rieders, Alternates to the National Board of Tobacco Salesmen's Association of America: Sam S. Scharfstein, Jack Eckstein, Bert Berl, David Sanders, Morris Bayles. Delegates to the National Council of Traveling Salesmen's Associations, Inc.: Jonas J. Ollendorff, Jos. Banker, Jos. D. Gans, Jack Eckstein. Alternates to the National Council of Traveling Salesmen's Associations, Inc.: Chas. Karnow, Meyer A. Kalfon, Abe J. Silett, Louis Sherrick.

## Boston Salesmen Meet

BOSTON, Nov. 12.—The Boston Branch of the Tobacco Salesmen's Association of America, Inc., met in the Boston City Club last night, E. J. Mulligan presiding. Officers were nominated. Plans were also made for the National convention to be held in Boston late in December.

## To Help Tobacco Exports

WASHINGTON, D. C., Nov. 15.—The War Finance Corporation has announced that it has approved three advances aggregating $91,000 to finance institutions in North Carolina on tobacco intended for export.—LAMM.

## Wise Resigns as President of United

Edward Wise has submitted his resignation as president of the United Cigar Stores Co. of America and C. A. Whelan, chairman of the board, has been selected to succeed him. Mr. Whelan will hold both offices.

It is expected that announcement will be made shortly of Mr. Wise's association with a prominent Broadway brokerage house. According to the management of the United Cigar Stores Co., Mr. Wise has resigned solely because the offer made him afforded much better opportunities.

## Whelan Elected President

C. A. Whelan, chairman of the directors of the United Cigar Stores Company of America, has been elected its president to succeed Edward Wise, resigned. Mr. Whelan will hold both offices. The election took place Tuesday. Mr. Wise has arranged to go into the banking business with the well-known banking house of Goldman & Saxe.

## St. Louis Cigar and Tobacco Trade is Improving

### Indications Point to Excellent Season All Along the Line—Good Holiday Orders Placed—Eastern Company Representative Making Final Calls for Year—Booking Closing Orders for Yuletide—Many New Brands Added to Lines Carried.

ST. LOUIS, Mo., Nov. 12.—A general betterment in the cigar and tobacco trade is reported by the leading dealers here, both retail and jobbing. Indications are that the demand this season for smokers' supplies, cigars, tobacco and pipes, etc., will be excellent. Already many retailers, both in the down town district as well as the out-lying sections, have placed good sized orders for their Christmas requirements and the jobbers are hurrying up their factories to make shipments, so that they will not run short on the popular brands, at the last moment.

#### Making Hurry-Up Visits

Representatives from the Eastern houses are hurrying over their territories and making their last trips of the year, booking final orders for the holiday trade.

F. C. Niles, president and treasurer of the Niles & Moser Cigar Co., of Kansas City, and also Al Rothenberg, president of the Rothenberg & Schloss Cigar Co., of the same city, spent several days here recently.

#### Goes With Stickney

John Niles, a well known sigar salesman, has joined the selling staff of the Wm. A. Stickney Cigar Co., and will cover the southern section of Illinois for that concern.

#### On Visit to Gotham

After a couple of weeks spent in Texas, covering his trade in that state, Milt. Cohen of the Consolidated Cigar Corporation, returned to St. Louis and after a short stay here, left for New York with Mrs. Cohen, for an indefinite stay.

#### New Brands Added

Many new brands of cigars have been added to the lines of several of the leading concerns recently. The Marquette Cigar Store has added the First Consul, made by Lincoln Bros., of New York, to its list of high grade cigars; Scruggs, Vandervoort & Barney cigar stand has taken on seven sizes of the high grade Francisco G. Banges brand, made by Lopez Hermanos.

The Mid-West Cigar Co. has engaged Walter Naughton, who is well known in the cigar trade, as a member on its staff of salesmen. He has been assigned to cover the Southern Illinois territory.

#### Again on the Firing Line

After being laid up for several weeks with paralysis in his right arm, B. E. d'Arcambel of the General Cigar Co., Inc., is able to resume his business.

#### Seen in the Busy Throng

Among recent visitors in St. Louis have been C. L. Hansen, a Menominee, Mich., cigar manufacturer; Harry Lewis of the L. Lewis Cigar Manufacturing Co., and James Handler and A. Lewis of the Julius Klorfein forces.

Gus Gehan, of the Fred Opp Leaf Tobacco Co., is making his final trip of the year through his Illinois territory.

Three armed bandits took $240 from a

Cigars
Cigarettes
Tobaccos

Conley Foil
TRADE MARK

"They are always so fresh"
—when wrapped in Conley Foil

THERE are 500,000 retail outlets for the sale of tobacco products in the United States.

About 50,000 of these dealers know how to maintain the condition of cigars, cigarettes and tobacco.

What insurance are you giving your brands in the cases of the "don't know" —"don't care" dealers?

Are your cigars *always fresh* in Hick's Pharmacy—in Johnson's Smoke Shop?

Are your cigarettes *always fresh* in Norton's Confectionery — in the Grand Hotel?

Is your tobacco *always fresh* in Williams' Grocery—in the Palace Pool Parlors?

There is one sure way to protect your products until they reach the smoker. Wrap them in Conley Foil.

Foil protects against heat—moisture—odors—dust and dirt. Foil insures the *original* goodness of your brands in *every* dealer's case.

Appearance, too! Most attractive, brightest and dressiest of all wrappers — Conley Foil *sells* cigars, cigarettes and tobacco.

Conley Foil keeps the goodness in good products. It has been doing this for forty years.

As one of the oldest and largest manufacturers of foils, we have learned a lot about the wrapping and packaging of tobacco products. Ask us to tell you about it.

The Conley Foil Company
541 West 25th Street
New York City

cash register in the cigar store of Charles Schuermeyer, at 1700 Franklin avenue, at 9.15 Friday night, while Schuermeyer's brother was in charge of the place. Charles Schuermeyer told the police that the bandits also took a revolver from behind the sales counter. Henry Schuermeyer, who complied with the bandits' order to hold up his hands, was not molested. The men ran out of the store after looting the money till.

The stand of the Wm. A. Stickney Cigar Co., located at the Locust street entrance of the Railway Exchange Building, was robbed on Tuesday night of about $60 in cigars. Nothing else was taken.

## Henderson, Ky., Market

EVANSVILLE, Ind., Nov. 12.—The first sale of tobacco this year on the loose leaf floors of Henderson, Ky., is scheduled for Wednesday, November 23. The floors will open a day before this date. Stripping will start just as soon as a good season comes. Much of the tobacco raised in southern Indiana is sold on the Henderson market.

## Farmville Prices Satisfy

FARMVILLE, N. C., Nov. 12.—Total sales for week ending Thursday, 700,000 pounds; average price per 100 pounds, $34.57. Sold to date of 1921 crop, 6,204,000 pounds, at average price of $31.31 per 100 pounds. Prices very satisfactory on all good and medium grades.—G. A. JONES, President Farmville Tobacco Board of Trade.

## Winston Average, $30.38

WINSTON-SALEM, N. C., Nov. 11.—Total sales for the week, 2,590,321 pounds; average price per 100 pounds, $30.89. Sold to date of 1921 crop, 11,297,376 pounds; average price per 100 pounds, $30.38.—WINSTON LEAF TOBACCO & STORAGE CO.

## South Hill Steady

SOUTH HILL, Va., Nov. 12.—The tobacco market in South Hill has reached a steady basis. Sales are quite satisfactory in pounds and prices, and now that most of the grain is sowed, much good tobacco is being brought to market.

# Wisconsin Tobacco Had a Brief Selling Flurry

**Active Buying Spell Lasted About Three Weeks—Product of Some 500 Acres Changed Hands—Fendrich Started Movement—Weather Has Been Unfavorable for Stripping—Everything and Everybody Appear to Be Waiting.**

EDGERTON, Wis., Nov. 12.—A dip into the 1921 Wisconsin was started about three weeks ago. The H. Fendrich interests of Evansville, Ind., leaf packers and manufacturers of cigars, came into the northern fields for a supply of the best 1921 that they could lay their hands on. Sweeney & Son, of Edgerton, Fendrich representatives in Wisconsin under the general supervision of A. J. Ross, of the Fendrich seed leaf department, started the ball a-rolling in Vernon county in the neighborhood of Westby. About the same time another of their buyers entered the Trempealeau county territory and began to buy. During the first week these interests were alone about it. The next and the following week the Mabbett-Harper Tobacco Co., of Tomah; the Jefferson Tobacco Co., of Sparta, and the Holtan Leaf Tobacco Co., of Stoughton, invaded the Trempealeau valleys. The crops are rather small in acreage in that section of the country, and a three weeks' campaign did not lift in all above 500 acres of leaf.

### The Flurry Was Soon Over

It was an interesting situation. Every packer knew that these people were in the field, knew that they were skimming some of the cream off in the sections visited, knew that at 17 to 20 cents the leaf was good value, and yet all Wisconsin buyers and the big manufacturing interests sat tight like a wedge, apparently unconcerned whether 500 or 5,000 acres of the best leaf were taken right from under their noses. The growers wondered; had their hopes of a general buying campaign raised and then dashed cruelly to the earth. The firms who took a whack at the 1921 offering are through, and all is again quiet. The buyers who did not buy are smiling and saying, "I told you so!"

### May Shortly Be Able to See, Anyway

There has been no "case" weather, and the tobacco is still hanging in the sheds, but any day now that fogs and soft breezes visit this country the stripping will begin; the goods will be in the bundle, and then? Well, the buyers will at least have a fair chance to examine the goods. If the damp comes before the holidays, some leisurely driving may be indulged in before that time.

### Given Good Advice

The growers have been advised to take all fillers, all trash and shorts out when they strip and bundle it separately, and many will strip in that fashion, and they are undoubtedly wise in so doing. The short end can be absorbed by the stemmers. The binders get a fair chance at the best figure, whatever this may turn out to be. Guesses are not reliable information, but it is thought that the prices paid for the very choice crops up North will continue to stay as the top figure and that the balance of the binder crop may move between 12 cents and the 20 cent limit, the scale tipping more frequently toward the lower than the higher figure.

### Growers Not Yet Heard From

This conjecture on the part of the buyers may prove correct, though the farmers have not yet had a chance to say what they will take for the best, nor what they may be obliged to take for the poorest. The growers need the best figure that the market can stand, and they hope to realize better on their tobacco than on the balance of their crops, which admittedly are bringing them anything but satisfactory returns. Unless they get a fair price for their tobacco, they will be obliged to pass up the cigar and go back to the corncob and the home-grown. The buying power of the farmer is nearing the danger point.

### Bought 100,000 Pounds

Since my last letter Jacob Lettwitz & Co., Dayton, Ohio, have been in the market for 1920 tobacco. Their representative here, E. M. Hubbell, got 100,000 pounds for the firm in about as long a time as it takes to tell it. The price was 7 and 8 cents. Aside from this bulk movement, the 1920 from first hands has continued to move quietly but constantly in a small stream at from 6 to 8 cents, the stemmers getting most of it.

### Attractiveness Does Not Seem to Attract

That the 1920 packing now sampled and ready to show is a sound and in many ways attractive crop does not seem to help to move it out of storage. The manufacturers are hanging back and the packers are not yet shoving this high priced goods onto an unwilling market. Eventually there will be a demand for it, and the packers are biding their time.

C. N. Pulley, of the State Marketing Department, is busy arranging the preliminaries for taking care of the survey of Wisconsin leaf tobacco, with the aim of arriving at some definite conclusions as to the chance of standardizing tobacco as to size, quality and value. He is also assisting in placing tobacco storehouses under the rules of the U. S. Warehouse Act, permitting them to operate as bonded warehouses under government control. The success of the latter is somewhat dependent upon the success of the former, though the warehousing credit system may be in operation even though the standardizing proposition should meet with only partial success.

STOKMANN.

**Epicure**
Long, straight and slender. Due to its shape, Epicure is a very mild smoke. Full Havana filler, of course.
*Price:*
**2 for 25c**
**13c for One**




**Perfecto**
Robt. Burns Perfecto tapers at both ends. Gives you the full-bodied aroma of its carefully selected Havana filler.
*Price:*
**2 for 25c**
**13c for One**




**Invincible**
Of the Perfecto type but longer. Wrapped securely in foil to keep the full Havana filler at its best and protect against breakage.
*Price:*
**15c straight**

# Three Excellent Shapes
## —all *Full Havana* Filled

YOUR ENJOYMENT of the full Havana filler of Robt. Burns is added to by the fact that you can select from three excellent shapes.

The same choice Havana is used in all three sizes. It is carefully selected from the best crops of the Vuelta Arriba district. As used in Robt. Burns, this leaf is made mild by special curing, but without loss of the characteristic Havana fragrance.

Each shape is a fine example of the art of cigar making. Each must pass careful inspection before the Robt. Burns band is affixed.

General Cigar Co., INC.
*NATIONAL BRANDS*
NEW YORK CITY

# Robt. Burns Cigar is Full Havana Filled

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NEW YORK, THURSDAY, NOVEMBER 17, 1921

## FLORIDA CIGAR LEAF TOBACCO

Editor Charles M. Meredith, of the Quakertown, Pa., *Free Press,* in writing of what he saw on the National Editorial Excursion into Florida last spring, dilated at some length on the cigar leaf tobacco industry in Gadsden County, which we quote from a recent issue of the *Gadsden County Times,* as follows:

"Next day was spent in Gadsden county, on the way to Tallahassee. The tour was by automobile. In this county about 5,000 acres of land are covered with artificial shade under which a fine type of cigar leaf wrapper is produced. This tobacco is grown from seed originally imported from Sumatra and owing to the fine character of the soil and the atmospheric conditions the wrappers grown under these shades have a fine silky texture and the colors run to the fine light shades so eagerly sought after by manufacturers of high grade cigars. In addition to the shaded lands about the same acreage is devoted to the growth of sun grown tobacco which is used for fillers and binders. This open air, or sun grown tobacco, is raised principally from the seed originally imported from the Island of Cuba. This tobacco when grown in Florida produces a fine aromatic quality and is used straight and for blending with other tobacco in the production of cigars.

"The tobacco industry in Gadsden county dates back to the early forties when tobacco was grown extensively in Florida and exported to Europe. The soil of Gadsden county is peculiarly adapted to cigar leaf tobacco production. The tobacco is planted in early April and harvested in June and July when the weather conditions are ideal for curing the leaf. This industry has built up and developed Gadsden county and the tobacco has given Quincy a reputation throughout the United States as one of the finest farming sections in our country.

"There are fifteen large tobacco warehouses in the community. These are modern brick buildings, steam heated and lighted by electricity and during the packing season, which runs from the middle of July until the following spring, there are nearly 5,000 people employed in the selecting and packing of the tobacco. The wages of all employes are paid weekly and the total payrolls represent about $40,000 per week, all of which is distributed in the town which is naturally a great advantage to the mercantile interest.

"The population of Gadsden county is over 25,000 of which about 5,000 reside in the city limits of Quincy. On the plantations good tenant houses are provided for all of the employes; substantial tobacco barns and curing sheds dot the landscape. The superintendents' homes, headquarters, stables, barns and cattle sheds are all of the most approved construction and Quincy has always enjoyed the reputation of being one of the most progressive towns in the South. It has a fine cultured citizenship, excellent schools and churches and during the World War subscribed most liberally to all the war relief organizations and also placed about one million dollars in Liberty Bonds. The tobacco industry has been thoroughly established and since the year 1887, has made constant progress. Cigar manufacturers and dealers throughout the country visit this community during the growing and packing season and in a good many cases the visitors become residents.

"The cigar leaf tobacco should not be confounded with the types grown in Kentucky, Tennessee and other States where the tobacco is used principally for the manufacture of chewing, plug tobacco, cigarettes, etc.; the types are entirely different. The cultivation of shade tobacco as carried on in Florida is more like very fine garden work than ordinary farm cultivation.

"The cost of shade tobacco, including curing sheds and other facilities, represents an outlet in excess of $1,000 per acre and in addition to the laths which cover most of the shades millions of yards of cheese cloth or gauze is used in shading the tobacco fields. The fine climatic conditions during the growing season, coupled with the peculiar qualities of the soil, all contribute in producing the fine quality of wrappers that are so much in demand in the cigar industry."

## QUEEN WILHELMINA AN ANTI

Although Holland derives a larger income from tobacco, comparatively, than any other country, the head of the Netherlands, Queen Wilhelmina, is opposed to smoking. She does not smoke herself nor does she permit any member of her entourage to enjoy a smoke. Wilhelmina is said to be the only crowned head to take so decided a stand against tobacco.

## WHY NO MORE LIDS ON PIPES?

The lid is off. While open covenants to be openly arrived at are, perhaps, a delusion, open pipes are a fact. What has become of the lid, formerly the artistic crown of a cherished bowl? It has gone the way of the tassle that formerly decorated the long stem, of the flint and the snuffers.

And it is not so very long ago since the culprit who sinned against the commands of a paternal king by smoking tobacco in a lidless pipe had to pay double the fine of a smoker considerate enough to have his bowl covered.

King George IV of England, in 1822, published a ukase at Brunswick, forbidding the citizens of that town to smoke in the streets or public places. The prohibition included the smoking of cigars and pipes, the latter covered or uncovered. Any smoker apprehended had to pay a fine of 16 dimes, in case he smoked a cigar or an uncovered pipe. If, however, the man had smoked a pipe showing a lid, his fine was reduced to 8 dimes.

The informer who caused the arrest of the smoker, according to King George, was entitled to one-third of the fine, and the pipe. The smoker, convicted, lost his pipe which went to the informer.

In Brunswick only masons, painters and other laborers were permitted to smoke in the open while at work and householders were allowed to smoke while sitting on their front porch, but in every case the pipes had to be covered with a lid.

Thus, it would seem, the lid had a decided advantage in the habit-forming stage of smoking. Violators of the ordinances provided with lids had a 50 per cent advantage over the lidless element. You could smoke in front of your house and at work in the open provided your pipe was covered. The cover was commended by public-spirited citizens who considered the lid on the pipe as effective as ten fire prevention weeks rolled into one.

But where is the lid now? Has the open pipe been the forerunner of an age of uncoveredness, including open work stockings, short skirts and low waists?

## TOBACCO CHAOS IN GERMANY

In Germany the bottom has fallen out of the mark value. The drop has been so rapid that manufacturers and dealers have been unable to follow it with a corresponding increase in prices. In fact, it has been impossible to fix and maintain any semblance of a price scale. Of course, manufacturers, owners and dealers are making money in a rising market, but they are selling for less than replacement will cost. What the result will be once the stocks are exhausted, no one can tell. As to one point German merchants seem to be agreed: Germany will be unable to import any tobaccos at all at the now prevailing rate of exchange.

Germany's financial collapse, now evident to the naked eye, cannot possibly improve a universal tobacco situation just showing encouraging signs of recuperating.

The German government recently lifted the last restriction on the tobacco business. Everybody who feels inclined may now engage in the manufacturing, selling and trading in tobacco without any special government license. The manufacturing of cigars last year reached about two-thirds of the pre-war volume.

In the meantime, the combination of all German tobacco interests has been wrecked on the rocks of self-interest. The cigarette manufacturing interests withdrew, claiming the combination was favoring the cigar. The cigar wants to put the tax burden on the cigarette and the latter does not like it. So the dove of peace has taken leave. In some trade circles the Bremen "patricians" are held responsible for the rupture. It is charged the Bremen tobacco merchants had been too eager to "hog" it all.

Cigarette manufacturers claim their product, per kilogram of tobacco, pays nine times the taxes borne by cigars and 19 times that borne by cut tobacco.

All calculations, however, those of the tax exactors as well as those of the taxpayers, have gone to smash in Germany, which is likely to be a disturbing element in the world's tobacco market for some time to come.

## DON'TS FOR OFFICIALS

Don't nag. Many a good man has been nagged into inefficiency.

Don't humiliate a man by advertising his shortcomings from the housetops, but quietly point them out to him. He will lose an arm for you.

Don't treat your men as if they belonged to the kindergarten class. Chances are they are better posted than you are.

Dont' be afraid to compliment an employee for some commendable service.

Don't forget that where some of your men are making mistakes that cost dollars, you may, by pursuing a mistaken policy, cost the company thousands.

Don't forget that a man who will stand for a "cussing" because of some mistake or oversight is not the kind of man who is able to help administration. He should be fired.

Don't forget that while you are checking everybody else up it might be a good thing for you to make a careful inventory of yourself.

Finally: Let each action be sweetened by a little of the milk of human kindness. It will cause you to have pleasant recollections after you have been laid on the shelf and enable you to look your old associates in the eyes.—C. E. CARSON, in *Forbes Magazine.*

# Cleveland Trade Had Extremely Eventful Week

## Influx of Holiday Orders and Price Reductions Made Everyone Sit Up and Use His Optics—Specials Coming Along Quite Late—Dealers Reticent About Plans—Cigar Men Still Showing Sporting Blood—Many Interesting Trade Items.

CLEVELAND, Ohio, Nov. 12.—The week's news in tobacco circles was influenced by two important factors. With the influx of holiday orders on one hand and drastic reductions in prices of popular cigarettes on the other, the past week proved to be extremely eventful. Though there were many and plain signs of the approaching holiday specials, these were not the "one big thing" of the week. Cigar men 'round town cannot remember a single year wherein these same specials were quite so late in making themselves evident. Whatever holiday plans cigar men may have, they are keeping quiet until such time as they think proper to divulge them.

### Cuts Caused Commotion

The cause of the disturbance of the calm was the big cut on popular brands of cigarettes, notably Camels. Though the feeling was in the air and price reductions were more or less expected, when they really did come they came as a distinct surprise. The catapult behind it all was the result of an "ad" by the Weideman-Fries Co., local jobbers, in which they urged all retailers to look over their new prices on cigarettes and tobacco. Camels were sold at a discount of 10 per cent for cash and other products in almost equal proportions. As a result many stores are offering Camels at 17 cents per package. Whew! May the best man win!

### On Top

Cleveland cigar men still dominate the bowling lists. Of the first six in the *Plain Dealer* high score bowling contest, three are cigar men. On the very top, leading his nearest rival by more than ten points, is Murr, of the La Saramitas. Third is Amstberg, of the Heinie Cigars. In sixth place we note Rogers, of the Dacia Cigar. Quite a respectable showing—three out of six for one industry among all others.

### Big Ad

The El Productor cigar, made by the G. H. P. Cigar Co., of Philadelphia, is being "pushed hard" by A. L. Ehrbar Cigar Co., local distributors. Big ads on the sporting page of local papers have proven their worth in actual dollars and cents by increased demands for this popular cigar.

### Getting the College Man

The college man should not be overlooked when catering to the tastes of cigarette smokers. So believes the R. J. Reynolds Co., as witnessed by their big page ads in the *Case Tech* and *Reserve Weekly*, the two publications of the universities on upper Euclid avenue and University Circle.

The college men also use a lot of pipes. Pipes inlaid with class, college or fraternity insignia, are 'the big thing" on the campus and at the frat house. The P. G. Vincent store, on East 105th and Euclid, evidently realizes this and is showing a wonderful display of "young man's" pipes and specimens of pipe inlay work which cannot but appeal to every tobacco-loving student.

### Grand Opening

Today was the grand opening of Ed Polster's "new" store, on East 55th and Euclid. Ed calls it "new" in the sense that it is going to mean new and bigger things in the way of business. It was the official opening of the enlargement and remodeling done to his old store. The place, by the way, is in the "Polster Building," another something for Ed to be happy about. The opening was a huge success in every sense of the word, and many a patron walked out of the store with a happy smile and a big package under his arm. A big double-page ad in the local papers paved the way for the successful début of Ed's "new" store.

### Havana Spears Going Good

Sam Mechalovitz Co., big local jobbers and distributors for Havana Spears, made by Selig Bros. and Hoffman, report phenomenal sales of late for this brand.

### New Addition

A. D. Goodman Co., local jobbers, have just recently taken under their fold the Webster cigar, made by the Webster Cigar Co. of Detroit. This cigar has made an instantaneous "hit" with the trade and the A. D. Goodman Co. is to be congratulated on "picking up" this "find."

### Going Big

The J. A. Rigby Co., Mansfield, Ohio, and one of the biggest jobbers in the state, is doing a wonderful business on Rigby's Rough Havana, a brand which is well known and, better yet, well liked throughout the country.

### Back from Hunting Trip

H. K. Shaffer, one of the big-time jobbers of Alliance, Ohio, has just returned from a big-game hunting trip up in the Canadian wilds. Two big deer were two of the reasons why the trip was a complete success and the third was a quart (or more) of Canadian Club rye. Yes, Alliance is accessible from nearly every city in the United States, and everyone there knows Mr. Shaffer.

### Back from Trip

Hi Hammer has just returned from a successful Western trip. Hi expects to spend the rest of this year in Cleveland with his many friends.

### Features Prince Albert

The W. P. Southworth Co., besides being one of those to offer Camels at the low mark of 17 cents, is offering another special this week to tobacco lovers. A 16-ounce tin of Prince Albert can be bought here at the remarkably low price of $1.25.

### T. R. Cigar

The Standard Drug Co. is featuring with great success the T. R. cigar, made by the Great Lakes Cigar Co. of Detroit. The Standard Drug Co. operates twenty-six stores throughout the city, and being featured by them is no small distinction.

### Reports Wonderful Success

Joe Klein (Larus Bros. Co.) is back from a short but extremely successful business trip through Western Ohio. Joe reports wonderful business on Edgeworth tobacco and cigarettes.

### Two Sellers

The G. B. Scrambling Co. has two real "humdingers" in the El Roi Tan and the La Palina. Cleveland has taken to these brands as ducks do to water, and a wonderful holiday business is already assured.

### Store Remodeled

A. J. Swartz, of Bucyrus, Ohio, is having his billiard and cigar store completely remodeled. An entire new set of Brunswick tables will adorn the new store when finished.

### "Billie" Burke in Town

"Billie" Burke (Tobacco Products, Inc.), grand overseer of Melachrino cigarettes, is in town this week, sporting an overgrown fur-lined overcoat. We wonder what patron of Clark's it will be who walks out of the place without his wonderful (?) wrap. "It keeps me warm," says Billie, "and, besides, there's a lot of room in the pockets for order blanks, and I sure do need a lot of them."

### Finely Equipped

The Smoke House owned by McVey & Downs has the reputation of being one of the finest equipped stores in the vicinity of Mansfield. A big feature of the business of the Smoke House is the wonderful success of the Paramount and Admiration cigars.

### Popular Salesman

Jimmy Rowen, of the Wallace & Schwarz Co., is one of the most popular cigar men in this "neck of the woods." Maybe it's because he sells White Owls and Robert Burns, or maybe it's because of his ever-ready Irish smile. Who knows?

### Business Deal

Willis & Lehman, of Mansfield, Ohio, have recently purchased the Manhattan Cigar Store located at 19 North Park St., and which was formerly owned by the Young Bros. The success of the store is more than assured for Willis & Lehman are two energetic young men whose sound business policies are recognized by everyone.

### Big Society Affair

All roads in Cleveland society circles lead to the approaching marriage of Leo Schlang on the far side of the rope to Miss Ruthe Newman across the knot on the other side. Mr. Schlang was formerly with the J. B. Moos Co. and owned, besides, the thriving cigar stand in the Colonial Arcade. Miss Newman is the niece of J. C. Newman, manufacturer of Judge Wright cigars. The wedding is scheduled for Dec. 17. An impressive reception at the Hollenden Hotel is planned which will overshadow anything Cleveland has witnessed in society circles for a long time.

### Around Town

Harry Boston (Wm. Demuth Co.) the makers of the W. D. C. pipe is in town this week with the greatest line of jokes he has ever sprung on unsuspecting cigar men. He has also completed plans whereby Jack Baer and Lou Wolf, of the Baer-Wolf Co., are to accompany him on a cruise on his yacht—he really has a yacht—to places like Havana or maybe Canada. Oh boy!—HERB.

## Tobacco Barn Burns

HADLEY, Mass., Nov. 12.—A tobacco barn and tobacco from four acres, on the farm of Albert Neil at Russellville were destroyed by fire this afternoon at 5. The loss was about $4,000, and was partly covered by insurance. The cause of the fire is unknown.

## Virginia Growers to Meet

DANVILLE, Va., Nov. 12.—The annual meeting of the Virginia Tobacco Growers' Association is to be held here at the Ridge Street Tabernacle on Saturday, December 3, 1921, at 11 a. m.

Besides the annual election of officers, there will be a resolution offered to raise the dues after January 1.

# Chicago Expects Much from Coming Exposition

## Live Stock and Horse Show Big Drawing Cards—Hotel Reservations Secured to Limit of Capacity—E. P. Oakes Lost Many "Bones" at Football Game—Martin Cigar Co. Takes on Webster Line—Jobbing House Offers 10% Discount.

CHICAGO, Nov. 12.—Chicago's twenty-second annual international live stock exposition and horse show will be held at the International Amphitheater, Nov. 26 to Dec. 3. This will bring thousands of visitors to Chicago, and will cause a big boom in the cigar trade. The hotels are all booked solid for the week of the show.

### Reports Successful Year

Harry Young, who represents the Mendelsohn Co., is in the northwest and will return here to spend the holidays. Harry has had a successful year with the Paramount brand throughout his territory.

### E. P. Oakes Had "Touching" Experience

"Fred" Oakes, who runs the cigar store, a sporting headquarters at 153 N. Clark street, and who is the Gato sales agent in the middle west, was the victim of pickpockets at the Chicago-Ohio football game last Saturday. The poke grabbers nailed Oakes for ten, one hundred dollar bills while he was leaving Stagg Fields after the game. Besides the loss Mr. Oakes bet several hundred dollars on Chicago, so it was a rather expensive afternoon for him. He knows he had money during the game, because he pulled it out once. On the way out his coat caught on something—he thought a post. Now he knows it was not a post. When he got downtown he had a $2.80 taxi bill to pay and only $2. Then it dawned on him what had happened. The police were notified.

### Seeks Quicker Action

Jose Garcia left hurriedly for Tampa to speed up shipments of Perfecto Garcia to the Chicago office, which is completely cleaned out of stock. The 3 for 50-cent Favorite size is selling big in the middle west.

### Now in Los Angeles

Jack Tobias, who sold out his cigar store here last month to Keffer & La Duc, Inc., has located in Los Angeles with his family. He can be reached at 1520 Orange street. For the present he will act as a merchandise broker and will handle a varied line. Just now he has the Robert Bacon cigar of Grommes & Elson, also the line of Fernandez & Fernandez, of Tampa, and a line of well known shirts. Jack also contemplates going into the real estate game out west.

### Garcia Grande Changes

There have been some changes in the price and sizes of Garcia Grande cigars which are distributed here by Wm. A. Vorhauer & Co.

### Back from Road Run

Gordon Nussbaum, who represents Berriman Bros., has returned from a road trip. Gordon reports a good demand for the Berriman brands.

### Jack Merriam Returns to Gotham

John W. Merriam, who came here to attend the funeral of John J. Dolan, after calling on the loop dealers, has departed for New York.

### A Knowing City

"Chicago always knows a good thing," says the large newspaper ads the United Cigar Stores Co. is now running in the Chicago dailies. The United Stores feature in these ads 12 sizes of the Ricoro Cigar, retailing in price from 8 cents to 15 cents. Ricoro Infantas, 10 in a package, now retail for 25 cents, while Ricora Operas in packages of 10, are selling at 15 cents.

### On Important Business

Wm. Best, Jr., and Frank H. Harwood, of the General Cigar Co., Inc., New York headquarters, were here this week on a very important mission.

Henry Strauss, of Cincinnati, and Bert Cunningham, connected with Henry Strauss, were here attending the General Cigar Co.'s "pow wow."

### Representing Webster Line

The Martin Cigar Co., of Davenport, Iowa, now represents the Webster brand, made in Detroit by the Webster Cigar Co. They will feature Websters in all their stores in Davenport, Rock Island and Moline, Ill.

### A San Francisco Visitor

Morgan Gunst, well known to the trade, also attended the General Cigar Co.'s conference here.

### Good Order from Good House

William Rosenfield of Salvador Rodriguez, made one of his "hurry up" trips to Davenport, Iowa, where he secured a fine order for Charles The Great cigars from Hickel Bros.

### Just "Normalcy" That's All

A lone bandit held up the United Cigar Store at 2328 West Madison street, one day this week, and escaped with $300 in cash.

### May Be Starting Something

Feldman, Seigel & Marx, 340 So. Halsted street, have sent the dealers a circular stating that they will allow 10 per cent discount on Camels, Prince Albert and all R. J. Reynolds' products. This is a "knock" at the Chicago Job-

(*Continued on page 28*)

# NEW YORK
## Doings and Sayings
## Goings and Comings

### Herman Walks on Water Street

John Herman, of John Herman & Co., Harrisburg, Pa., has been seen lately in the leaf district.

* * *

### Fidler Looks Around

H. F. Fidler, of H. F. Fidler & Co., Womelsdorf, Pa., has been looking into New York tobacco offices.

* * *

### From the Wolverine State

Walter M. Gander, of the Carpenter Cook Co., Menominee, Mich., has been enjoying New York City.

* * *

### Muncie Gives Up Green

H. L. Green, of Muncie, Ind., is an interested visitor among New York's tobacco men.

* * *

### Sullivan Is in Town

J. F. Sullivan, of the King Tobacco Co., New Haven, Conn., arrived in Gotham recently.

* * *

### Gunst Comes From Richmond

Henry Gunst, of the Cliff Weil Cigar Co., Richmond, Va., has been looking up matters in New York City in person.

* * *

### Daly Brothers Drop In

Nathan and Harry Daly, being the Daly Bros., Butler, Pa., have been greeting their New York friends.

* * *

### Withers Looks In

J. B. Withers, of the J. B. Withers Cigar Co., Atlanta, Ga., is attending to business in New York City.

* * *

### Bernstein Cast It to the Winds

A. I. Bernstein, 168 Water street, has returned from a trip to the Windy City. Since then he has shipped considerable quantities of Connecticut broadleaf and Havana seedleaf back to Chicago.

* * *

### Lichtenstein Feels Fine

Julius Lichtenstein, of the American Sumatra Tobacco Co., 131 Water street, has returned to town after several weeks spent at French Lick, Ind.

* * *

### Myers and Poinsett From Iowa

Geo. W. Myers and W. B. Poinsett win the medal this week for the long trip to New York City. They came from Myers, Cox & Co., Dubuque, Ia.

* * *

### Joannes Arrives From Green Bay

Harold V. Joannes, of the Joannes Bros. Co., Green Bay, Wis., used up quite a little mileage recently and will double it in getting home from New York.

* * *

### Anspach Visits New York

W. W. Anspach, Reed Tobacco Co., Milton, Pa., has been looking things over from the vantage point offered by Gotham's offices.

* * *

### Sprague Springs Up

W. R. Sprague, manager of the tobacco department of Sprague, Warner & Co., Chicago, has been circulating around New York.

* * *

### Rosenbluth Watches Withdrawals

B. Rosenbluth, 159 Water street, states that the condition as regards withdrawals of Havana leaf from bond is exceedingly pleasing.

* * *

### Out After Business

Leo Berman has been added to the sales force of Maurice Winter & Co., leaf merchants, 273 Pearl street, and is out on the road proving his salesmanship.

* * *

### Friend Sails for Havana

S. L. Friend, of Friend & Co., 170 Water street, has sailed for Cuba. He will be on the island about two weeks, picking up some leaf for Friend customers.

* * *

### Harry Holzman Travels

Harry W. Holzman, son of Joseph Holzman, 185 Water street, is carrying some Sumatra and Havana samples around New York state. Albany was one of his first stops.

* * *

### Gans Sells Porto Rico

Max Gans & Son, 197 Water street, betray a pleased feeling when Porto Rico leaf is mentioned. They find it fairly active, with buyers conscious that the price is banging on bottom.

* * *

### Sutter Notes Improvement

L. P. Sutter & Bros., 127 Maiden Lane, are actively working, both by mail and personal solicitation, and consequently feel highly satisfied with their showing in sales. "Healthy improvement" is the Sutter watchword.

* * *

### Quanjer Brings Business Back

William Quanjer, 136 Water street, who has been doing a bit of traveling in Pennsylvania, has returned with some good orders in his grip for Sumatra leaf, which found a good reception. A short excursion into New England immediately after the Pennsylvania trip was equally satisfactory.

* * *

### Porto Rico Leaf at Bottom

Rosenstadt & Waller, 162 Water street, state that from all indications it would appear that Porto Rico leaf has touched bottom, and that the next move will be up. That others share this view is seen in the fact that the firm has been more active during the past month than previously.

* * *

### Best and Harwood Back

William Best and Frank W. Harwood, executives of the General Cigar Co., 119 West 40th street, New York City, have just returned from the Middle West. They were gone ten days on a trip of inspection, and attended General's "pow wow" in Chicago. They came back well pleased with the situation as regards the General Cigar Co.'s brands, particularly the White Owl.

### Oppenheimer Works on Ground

The offices of H. Oppenheimer & Co., at 182 Water street, are not as much frequented by visitors as they might be were it not for an excellent practice of the house. Customers are urged to go direct to the Connecticut warehouses, where they inspect the leaf on the spot.

* * *

### Meyer Activities Are Many

Isaac Meyer & Co., 160 Water street, covers the field with thoroughness. W. W. Meyer recently left for the Southwest with some excess baggage in the form of leaf samples. Sidney Oelbaum likewise has departed, similarly laden, for Baltimore and thereabouts. Ben Meyer is in Connecticut getting the warehouses in shape to start packing the new crop of broadleaf.

* * *

### Why Paper Is High

According to one leaf dealer, it is no wonder paper is high. "Why," said he, "we get just as many orders for leaf as we used to, but they are all small ones. These paper manufacturers ought to be making a pile of money, these days, I tell you. Takes three times as many orders—books, invoices, billheads, shipping tags, receipts, and so on, as it used to. Think I'll go into the paper business."

* * *

### Kohlbergs Are Busy

E. L. Kohlberg & Son, 144 Water street, seem to keep themselves and everybody else on the jump—which probably is why the bookkeeper and billing clerk have so much to do. Irving Bergman is now traveling in Pennsylvania for the company. Jerome Kohlberg is laying plans for a western trip. Quite a lot of the new 1921 shadegrown leaf has passed through Kohlberg hands.

* * *

### Pushing Pinzons

L. J. Whitestone is now representing M. Perez Co., of 273 Pearl street, and is out preaching Pinzon cigars. He promises to keep the firm's factory in Key West on the jump to fill his orders. His promises are not made so much in words as in actions.


# ALL TOBACCO FROM PORTO RICO

Either in the Leaf or Cigars

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by displaying

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## CIGARS

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*BLUE—Manufactured in P. R. with Porto Rican and other tobacco.*

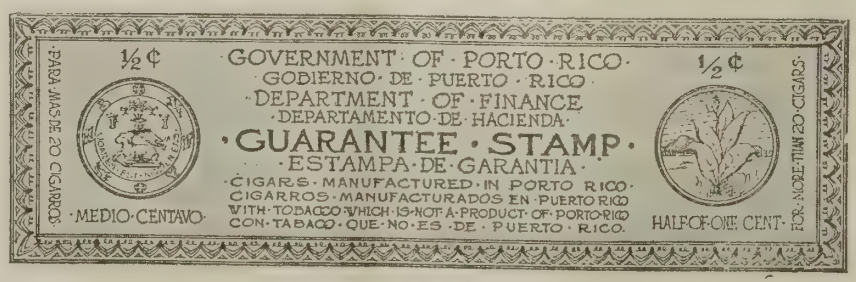
*PINK—Manufactured in P. R. with tobacco not a product of P. R.*

## TOBACCO:

*WHITE—Genuine Porto Rican growth.*

*BLUE—Mixture of tobacco grown in P. R. and other countries.*

*PINK—Tobacco of foreign growth.*

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## Southern Pacific Company


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Nov. 14.—At the present writing the generally expected setback to the strong market of the past week has not materialized to any degree and as a consequence the tobacco stocks have for the most part maintained the recent gains. Figures reached and net changes for the most active of the listed tobaccos are as follows:

| | | |
|---|---|---|
| American Sumatra | 32¾ | —2⅜ |
| American Tobacco | 125 | +1¾ |
| American Tobacco B | 124 | +1 |
| American Tobacco pfd | 94½ | + ¼ |
| Consolidated Cigar | 24 | —1 |
| General Cigar | 60⅞ | +1⅝ |
| Liggett & Myers | 153 | +1⅞ |
| Liggett & Myers pfd | 107 | |
| P. Lorillard | 143 | — ⅛ |
| Tobacco Products | 59¼ | |
| United Retail Stores | 49⅞ | + ⅝ |

It is to be expected that some reaction will set in and if this develops to any considerable extent a good opportunity to pick up stocks at reasonable figures may present itself.

The unlisted preferred stocks are beginning to show a response to the investment market like their brethren on the Big Board. Reynolds preferred is now selling at the highest in over a year; the preferred stocks of the snuff companies, Weyman-Bruton and Helme are up some three points over last week's level. Even with these advances the preferred stocks of the unlisted tobaccos are showing a higher yield than other stocks of equal or less merit.

Odd lots of United Cigar Stores common continue to come into the market probably as a result of the poor exhibition all the Whelan-Duke stocks have been giving of late.

As was predicted, Schulte has begun to show some improvement from the low figures registered after the merger rumor was exploded; the stock is now back to its level of about a month ago.

In a circular letter C. A. Lunan states that a protective committee of the stockholders of the United Cigar Stores of Canada, Ltd., is being formed. This company has no connection with the American company of the same name. While the company actually operates cigar stores in Canada it has been generally felt that the company was more of a stock jobbing proposition than a regular business enterprise.

The wild scramble for the common stock of Universal Leaf has temporarily subsided and there is some stock now in the market some ten points above the nearest bid. What caused the move is not definitely formulated even in the shape of a rumor, but it is not unlikely that something in the nature of dividend action is contemplated.

## United Cigars Stores, Ltd.

TORONTO, Nov. 12.—Certain shareholders of United Cigar Stores, Limited, the Canadian corporation which is being reorganized, are demanding an investigation of affairs. In a circular letter A. L. Lunan states a protective committee is being formed. He claims there are arrears of four years on preferred dividends and that information sought at different times has been refused. It is further claimed that less than $700,000 in money was received for the total issue of $3,500,000 stock and that nearly $2,500,000 of the shares of company were not properly paid for.

"We want," he concludes, "to investigate the reason for the alleged indebtedness of the company, why it is $1,200,000, and to find out if it was legally incurred."

Petition has been filed by a shareholder for winding up of United Cigar Stores, Limited. In view of petition, special meeting of shareholders has been called for Wednesday, to consider what action should be taken. This company has no connection with concern doing business in the United States under the same name.

### United Cigar Sales

Sales of United Cigar Stores Company of America in October were 10% below corresponding month of 1920 but 21% ahead of 1919. For the ten months sales were 1.5% from last year but were 30% ahead of 1919.

Comparison for three years follows:

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| October | $6,818,694 | $7,614,097 | $5,640,442 |
| Ten mos. | 63,270,560 | 64,293,638 | 48,604,191 |

Lower prices on cigarettes were in force for the last ten days of October. Decrease is also due in some measure to fact that in October, 1920, United Cigar Store Company conducted a general campaign and as a result made that the banner month of the company's history.

### Tobacco Products Corporation

The Federal Trade Commission has granted an order of dismissal in the case of Tobacco Products Corporation which had been accused of violating the Sherman Law and Clayton Act. These charges were filed in October, 1918, and were based on an alleged interlocking of directors of subsidiary companies and other concerns, and alleged unfair competition. No change in the directorate of Tobacco Products or its subsidiaries was necessary.

### Otto Eisenlohr & Bros. Dividend

PHILADELPHIA, Nov. 12.—Otto Eisenlohr & Bros. declared the regular quarterly dividend of 1¾% on preferred stock, payable January 3 to stock of record December 20.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 101½ | 108 |
| American Snuff, Pfd | 83 | 90 |
| American Sumatra | 33¼ | 33½ |
| American Sumatra, Pfd | 68 | 75¼ |
| American Tobacco | 124 | 124¼ |
| American Tobacco "B" | 121 | 121½ |
| American Tobacco, Pfd | 93¾ | 94 |
| Consolidated Cigar | 23 | 27 |
| Consolidated Cigar, Pfd | 60 | 65 |
| General Cigar | 60¼ | 61 |
| General Cigar, Deb | 94 | 98 |
| General Cigar, Pfd | 93 | 100 |
| Liggett & Myers XD | 147¼ | 150 |
| Liggett & Myers "B" XD | 142 | 150 |
| Liggett & Myers, Pfd | 105 | 110 |
| Lorillard, P. | 142 | 144 |
| Lorillard, P., Pfd | 104 | 114 |
| Tobacco Products | 59½ | 60½ |
| Tobacco Products, Pfd | 82 | 85 |
| United Cigar, Pfd | 104 | 109 |
| United Retail Stores | 51½ | 51⅝ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com | 74 | 78 |
| American Cigar Pfd. | 82 | 86 |
| American Mach. & Fdy | 125 | 150 |
| American Tobacco Strip | 106½ | 108½ |
| Bayuk Bros. Pfd | 80 | 90 |
| British-Amer. Tob. Co | 11½ | 12½ |
| Conley Foil | 13 | 16 |
| Eisenlohr & Bros. Com | 55 | 61 |
| Eisenlohr & Bros., Pfd | 86 | 91 |
| Geo. W. Helme, Com | 156 | 165 |
| Geo. W. Helme, Pfd | 94 | 98 |
| Hav. Tobacco Com | 1 | 1½ |
| Hav. Tobacco Pfd | 1½ | 4 |
| Imperial Tobacco Co | 8½ | 9¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com | 80 | 88 |
| J. S. Young Pfd | 87 | 93 |
| McAndrews & Forbes Com. | 103 | 106 |
| McAndrews & Forbes Pfd. | 82 | 86 |
| Mengel Co. Com | 36 | 40 |
| Philip Morris | 4 | 7 |
| Porto Rican A. T. Co | 63 | 70 |
| Porto Rican A. T. Scrip | 65 | 80 |
| R. J. Reynolds "A" | 65 | 75 |
| R. J. Reynolds "B" | 36 | 38 |
| R. J. Reynolds Pfd | 103 | 105 |
| Schulte Retail Stores | 33 | 38 |
| Tobacco Prod. Export | 4 | 7 |
| Tobacco Prod. 8% Scrip | 95 | 100 |
| Tobacco Prod. 7% Scrip | 93 | 96 |
| United Cigar Stores | 100 | 130 |
| Universal Leaf Com | 130 | 140 |
| Universal Leaf Pfd | 96 | 99 |
| Weyman-Bruton Com | 155 | 165 |
| Weyman-Bruton Pfd | 94 | 98 |

### General Cigar Co. Dividend

A quarterly dividend of $1.75 per share has been declared on the preferred stock of the General Cigar Co., Inc., payable December 1, to stockholders of record on November 23, at 3:00 P. M.

### Regular United Dividend

United Cigar Stores Co. has declared the regular quarterly dividend of 1¾% on the preferred stock, payable December 15 to stock of record November 30.

### Schulte Cigar Sales

October sales of Schulte Retail Stores Corporation in October were $1,750,138, compared with $1,615,054 last year, an increase of $135,083 or 8%.

### Lady Nic, Inc.

Lady Nic, tobacco and restaurant business, has been incorporated, with a capital stock of $5,000. Incorporators, E. C. Cassidy, H. B. Douglas and C. Eicks; attorney, H. J. Robinson, 40 Wall street, New York.

### Disposes of Business

LONG BEACH, Cal.—E. L. Keller, retail cigarist at 122 East Ocean street, has sold the business to F. M. Harris.


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

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## Swiss Tobacco Industry

WASHINGTON, D. C., Nov. 15.—Conditions in the Swiss tobacco industry are growing worse, according to a report to the Department of Commerce from the American Consul at Zurich. Consequently several tobacco and cigar factories at Chene, Yverden and Grandson have been compelled to reduce their working time without reduction of wages to three days per week. Four other tobacco and cigar factories at Vevey are closed and 400 workmen are out of employment.

## Polish Tobacco Monopoly

The records of the Polish Tobacco Monopoly show a profit of 2,371,361,085 Polish marks for the first half of 1921, says *Commerce Reports*. As this does not include over 300,000,000 marks which were consigned directly to the government treasuries to the credit of the Tobacco Monopoly, the total profit for the period is estimated at 2,700,000,000 marks. During this time, the monopoly turned over 1,900,000,000 marks to the Central Treasury to the credit of the Ministry of Finance.

[Note.—The rate of exchange for the Polish mark during the first half of 1921 varied from 700 to 1,100 to the dollar.]

### Old Taylor Cigar Co., Inc.

CHICAGO. — Old Taylor Cigar Co., 1624 So. Lasalle Street, has been incorporated by Isidore Goodman, Tha. Jacobs and Louis Jacobs.

### Bankruptcy Proceedings

A petition in bankruptcy was filed a few days ago against Isidore Mitchell, dealer in tobacco, at 299 Seventh avenue, New York, by these creditors, Lillian Saff, $101; Sara Cohen, $278, and Murray Pomeranz, $150.

### New Hand at Helm

LOS ANGELES, Cal.—W. D. Maxwell has disposed of his cigar business at 6861 Compton avenue, to J. M. Hand.

# North Carolina's Tobacco Sales in October

**Warehouse Reports Compiled by Crop Reporting Service, U. S. and N. C. Departments of Agriculture**

### October Price Average Increased

RALEIGH, N. C., Nov. 12.—Prices received for tobacco sold on North Carolina markets during October averaged 6.5c per pound higher than October sales last year, and 9c higher than the average paid the preceding month of September. The quality of the offerings has been very good, on an average, better than September. Good grades have sold well with but little demand for the poorer grades. The following are remarks which accompanied sales reports from the warehousemen:

### Northern Piedmont Markets

"Sales very light and offerings for the month about average;" "Medium breaks;" "Quality fairly good, some thin tobacco—no body;" "The sales are better for the month as a whole. Good tobacco high, common low."

### Central Piedmont Markets

"Fifty per cent of crop, common lugs, and tips and other common scrap;" "Nearly 60 per cent of crop sold to date—good grade;" "Good ripe tobacco selling high. Large per cent of tobacco green—green buts—green shades reduce the average. Farmers should be advised to let their tobacco get good and ripe."

### Northern-Eastern Markets

"Good tobacco selling high, common very low;" "Wrappers extra high;" "Sales mostly good average, some scrappy trash;" "Quality good, prices fair;" "Very good ripe tobacco;" "Prices better than September, tobacco scarce;" "Average quality up to the present, better than last month."

### Central-Eastern Markets

"Quality better than sales for month September;" "A large quantity of real common tobacco still coming in;" "Tobacco sold for the month was an average quality."

### Fuquay Spgs. Shows Highest

The farmers' tobacco sold during the month amounted to 50,597,385 pounds, for which $15,619,412 were paid, making an average price of $30.87 per hundred pounds. The Fuquay Springs market showed $40.73 as the highest average for the month, Reidsville second, with $39.44, and Snow Hill $36.55.

The larger markets reported producers' sales as follows: Wilson, 7,082,463 pounds at $32.63; Greenville, 5,125,492 pounds at $33.61; Winston-Salem, 4,725,589 pounds at $32.53, and Kinston, 3,775,785 pounds at $24.47.

The seasons producers' sales to date, including all closed markets, show 106,394,708 pounds of the state's crop as sold to date at an average season's price of $24.98. This amount is about 49 per cent of the total crop forecasted for this state. The revised estimates for the state's crop indicate a production of 221,626,000 pounds. The final reports on the yield indicate a much larger crop than was expected.

## North Carolina Tobacco Sales in October, 1921

The following sales were reported for October from 155 warehouses operating on 49 markets during the month. Comparative prices for October sales last year are shown:

| Markets | Number Houses Operating | Producers Sales | Total Including Resales | October 1921 Price | October 1920 Price | Season's Producers Sales |
|---|---|---|---|---|---|---|
| Aberdeen | 2 | 344,719 | 384,951 | $36.80 | $23.90 | 513,882 |
| Ahoskie | 2 | 525,772 | 581,206 | 31.40 | 18.50 | 1,164,090 |
| Apex | 3 | 460,500 | 515,048 | 37.50 | 26.20 | 537,821 |
| Benson | 2 | No report | | | | |
| Burlington | 4 | 299,728 | 337,002 | 21.23 | 24.10 | 366,146 |
| Carthage | 2 | 348,807 | 383,342 | 33.70 | 21.50 | 535,773 |
| Durham | 4 | 1,202,014 | 1,536,656 | 29.19 | 26.13 | 1,524,618 |
| Elkin | 2 | 208,742 | 233,456 | 32.39 | 19.40 | 240,698 |
| Enfield | 2 | 302,382 | 350,756 | 28.45 | 21.58 | 664,320 |
| Farmville | 3 | 2,093,720 | 2,421,844 | 28.45 | 24.85 | 4,139,394 |
| Fuquay Springs | 5 | 1,016,776 | 1,122,588 | 40.73 | 22.85 | 1,267,250 |
| Goldsboro | 3 | 809,973 | 1,012,665 | 26.51 | 20.80 | 1,907,394 |
| Greensboro | 2 | 228,062 | 280,240 | 25.89 | 21.60 | 365,309 |
| Greenville | 7 | 5,125,492 | 5,868,836 | 33.61 | 24.70 | 10,827,859 |
| Henderson | 6 | 2,192,344 | 2,375,382 | 24.94 | 22.52 | 2,543,551 |
| Kinston | 5 | 3,775,785 | 4,390,770 | 24.47 | 23.80 | 9,215,370 |
| La Grange | 3 | 213,661 | 234,671 | 21.82 | 20.40 | 718,229 |
| Louisburg | 3 | 274,592 | 301,893 | 24.14 | 20.32 | 330,139 |
| Madison | 3 | 270,894 | 322,393 | 24.69 | 20.62 | 407,198 |
| Mebane | 3 | 159,752 | 179,070 | 20.18 | 30.43 | 213,303 |
| Mt. Airy | 3 | 477,222 | 570,696 | 31.32 | 23.55 | 643,369 |
| Newbern | 3 | 576,810 | 645,374 | 26.31 | 19.12 | 1,340,292 |
| Oxford | 5 | 1,399,071 | 1,635,510 | 27.02 | 23.68 | 1,642,255 |
| Pinetops | 2 | 637,392 | 735,982 | 38.79 | 24.48 | 1,015,680 |
| Raleigh | 2 | 353,274 | 462,340 | 27.60 | ..... | 523,042 |
| Reidsville | 3 | 463,182 | 500,049 | 39.44 | 23.46 | 636,441 |
| Richlands | 1 | 388,446 | 419,491 | 32.25 | ..... | 674,799 |
| Robertsonville | 2 | 561,516 | 646,764 | 32.89 | 22.30 | 1,132,682 |
| Rocky Mount | 5 | 2,996,816 | 3,454,806 | 28.67 | 23.94 | 5,492,145 |
| Roxboro | 3 | 412,555 | 468,706 | 22.40 | 29.10 | 523,523 |
| Sanford | 2 | 404,470 | 461,390 | 30.50 | 33.21 | 612,176 |
| Smithfield | 3 | 649,488 | 731,426 | 26.70 | 18.60 | 1,412,946 |
| Snow Hill | 2 | 325,712 | 392,592 | 36.55 | 28.25 | 633,013 |
| Spring Hope | 3 | 255,756 | 269,744 | 31.32 | 22.64 | 377,666 |
| Statesville | 1 | 55,892 | 64,042 | 26.95 | 18.00 | 82,658 |
| Stoneville | 2 | 155,659 | 167,908 | 34.40 | 21.49 | 177,168 |
| Tarboro | 3 | 694,018 | 762,036 | 28.60 | 23.03 | 1,545,835 |
| Vanceboro | 3 | 694,330 | 863,242 | 30.55 | 21.10 | 1,508,394 |
| Wallace | 3 | 1,001,406 | 1,215,108 | 31.35 | 19.97 | 1,837,132 |
| Warrenton | 3 | 564,820 | 575,678 | 29.04 | 18.13 | 639,920 |
| Warsaw | 3 | 820,164 | 899,414 | 28.00 | 19.72 | 1,933,152 |
| Washington | 4 | 1,025,762 | 1,217,966 | 29.20 | 20.31 | 2,043,169 |
| Wendell | 4 | 1,078,244 | 1,236,088 | 28.65 | 20.75 | 1,536,489 |
| Williamston | 3 | 738,191 | 804,779 | 31.53 | 23.42 | 1,503,269 |
| Wilson | 6 | 7,082,463 | 9,538,455 | 32.63 | 23.55 | 15,119,158 |
| Windsor | 2 | 307,922 | 372,886 | 31.60 | 17.11 | 771,170 |
| Winston Salem | 5 | 4,725,589 | 6,190,399 | 32.53 | 25.15 | 6,644,728 |
| Youngsville | 3 | 1,032,252 | 1,131,022 | 31.56 | 21.68 | 1,412,952 |
| Zebulon | 5 | 865,248 | 1,004,724 | 25.21 | 19.73 | 1,098,210 |
| State totals | 155 | 50,597,385 | 60,271,386 | $30.87 | $24.50 | 92,353,694 |
| Season's producers sales on loose leaf markets | | | | | | 14,041,014 |
| Total | | | | | | 106,394,708 |

Warehouses failing to report operations during October, New Farmers Warehouse, Benson; The Banner Warehouse, Benson.


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# Tampa Factories Receiving Additional Orders

**More Holiday Cigars Are in Demand—First Supplies Were Not Sufficient—More Cigarmakers Are Desired—"Made-in-Tampa" Labels Received from Lithographers—Pirate Gasparilla's Krewe Preparing for February "Raid."**

TAMPA, Fla., Nov. 13.—Follow up orders,—or to be exact, additional order from concerns who had already sent in what was supposed to be full holiday orders—is the most encouraging sign the cigar industry here has faced in months. It apparently means that there is a decided demand for the Tampa product from the consumer. It also indicates that the retailers and jobbers have been a bit over-cautious, or rather playing "too safe," in earlier orders, which in themselves were tremendously encouraging. "It is very good," said Salvador Rodriguez, taking your correspondent through his packing rooms, where a force is working full time on special holiday packages and the holiday sizes of the regular pack—hundredths and fortieths. "It is much better than, and I believe the manufacturers prefer it to, overzealous buying followed by cancellations about this time."

### More Workers Required

"We are looking for more highly skilled workmen," said Francisco Torre, who was wrestling with packing cases yesterday morning when TOBACCO's correspondent called. The manager of the Sanchez and Haya factory said there "is no news this week. We're too busy to figure up any."

### Hustling to Fill Extra Orders

The two big Regensburg factories were the first seen yesterday to report repeat or follow up orders for Christmas, while at the big Francisco Arango & Co. factory, Vice-President W. J. Seidenburg, and Secretary R. M. Cabbarouy, were busy in the packing room overseeing the finishing touches on a couple of truck-loads of holiday goods being rushed through to fill in "shorts" who have been breaking records at this plant.

Mr. Seidenburg left last night for New York, after spending a week here. He is enthusiastic over the outlook.

### "Made in Tampa" Labels

Tampa's new "Made in Tampa" labels, designating the product of members of the Tampa Cigar Manufacturers' Association, have been shipped from the lithographers. They went ont on the 10th, according to Laureano Torres, and are expected in a few days. No positive arrangements have been completed for handling them, the directors contemplating outlining the machinery at a meeting this week. The proofs received here show a label that is going to be easily seen.

### Lozano to Lead the "Raid"

Jose M. Lozano, of F. Lozano, Sons & Co., will lead the Pirate Gasparilla's Krewe in the "raid" on Tampa next February, when carnival spirit will hold forth prior to Lent. The genial cigar manufacturer was elected captain of the Krewe at the annual election last Monday night, and has already begun the task of corraling sufficient munitions and forces to make the capture of the city certain. The crowning of the new king and queen will be the feature of the Gasparilla coronation ball, for which the Tampa Bay Hotel's big casino will be converted into a huge ballroom.

### To Please Mr. Consumer

Going through Salvador Rodriguez's big packing room with G. A. Garcia, the foreman, gives one a very good insight into what the manufacturer is doing to make the consumer pleased with his holiday packages. The highest grade of goods are being packed for trade, and in practically any size or shape package that is to be desired. There is a box for most every purse, from the hundredths which at this factory are featured in the long panatela shaped Pershing, ten to a box, to big humidor packages, of fancy mahogany boxes, containing varied number of Truce Joys, La Mejore de la Fabricas, and Fin de Siglo varieties. There are also the plain packs—fortieths and twentieths—in the various sizes and shapes of cigars, and all shades, though of course the Charles the Great is noted for its dark color.

### "Everybody Is Doing It"

It is a picture of what every factory here is doing in the way of service for the jobber and retailer—and ultimately the consumer. It is a part of the Tampa manufacturer's plan to popularize the Tampa product right at this time, when there is more cigar business available than at any other time.

Pancho Arango, of Francisco Arango & Co., is in Cuba for a few days looking over the crop and prospects for the future. Most of his firm's tobacco is contracted for but there is always the future, and possibilities of needing more.

E. W. Berriman is expected back at the Berriman Brothers' factory during the coming week.

### On Rotary Mission

A. L. Cuesta, Sr., of Cuesta, Rey & Co., has gone to Chicago to attend a meeting of the International committee of extension of International Rotary, which met in the Windy City yesterday and today. Mr. Cuesta is reporting on organization work in Spain, which was under his supervision. He will spend an extra week in Chicago, going over the cigar situation with H. V. Mesick, the Cuesta-Rey representative for the middle west, and calling on friends. On the way home he probably will stop off in Cincinnati, Louisville and Atlanta, and possibly other points, arriving here about Nov. 22.

## Sketches the Porto Rican Situation

"The leaf growers as well as the cigar manufacturers in our Island of Porto Rico will be reassured by the ending of the nine month's strike of the cigar makers who have, as I understand it, unconditionally surrendered," said J. F. Vazquez, of the Porto Rican Tobacco Guarantee Agency in conversation with reporters recently.

"You see," he remarked, "it is a step 'back to normalcy' which will result in a return to the normal demand for leaf and the resumption of activities in the cigar manufacturing centers of Porto Rico. This will have a tendency to steady the market.

"True, the output in isolated factories temporarily conducted by the Porto Rican American Tobacco Co., purposely operated in out-of-the-way places beyond the pale of labor delegates, has kept pace with present demands, but the expected livening up of trade conditions in this country, and the gradual return of Porto Rican cigars to their former prestige and popularity will doubtless prompt the leaf buyers of the Porto Rican American Tobacco Co. to bid higher and on greater lots of leaf than they have been doing heretofore.

"There naturally has been a restraint of manufacturing operations in Porto Rico because of labor's demand. All manufacturers now established on the island, as well as those about to enter the cigar industry will feel at liberty to work out their plans now, without fear of upsets by organized labor."

## Emergency Tariff Extension

WASHINGTON, D. C., Nov. 15.—The emergency tariff extension act which was amended by the Senate to provide that the emergency bill be law until the permanent tariff bill is enacted, was passed last week by the House without much debate. The House in accepting the Senate amendment has simplified the situation and the bill now goes to the President for his signature. There is no doubt but what it will be signed and become law. Therefore, the emergency tariff law will be active until such time as Congress passes the permanent tariff bill.

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*The use of tobacco was probably originated by the North American Indians who discovered that in burning, the dried leaves of the tobacco plant gave forth aromatic, pungent odors, which were pleasing to their nostrils.*

THE tremendously widespread use of tobacco, developed since its discovery, has been greatly enhanced by refinements and improvements due to the use of tobacco machinery. In the field of labor-saving and stock economizing, the Model M Universal Stripping and Booking Machine has played an important part.

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Tobacco stripped and booked on the Model M Universal Machine comes to the cigar maker in smooth books, tip matching tip, with cut edges fluffy and even.

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In addition, the Model M Universal does the work of up to three hand-strippers and eliminates much of the scrap-loss which results from hand-stripping.

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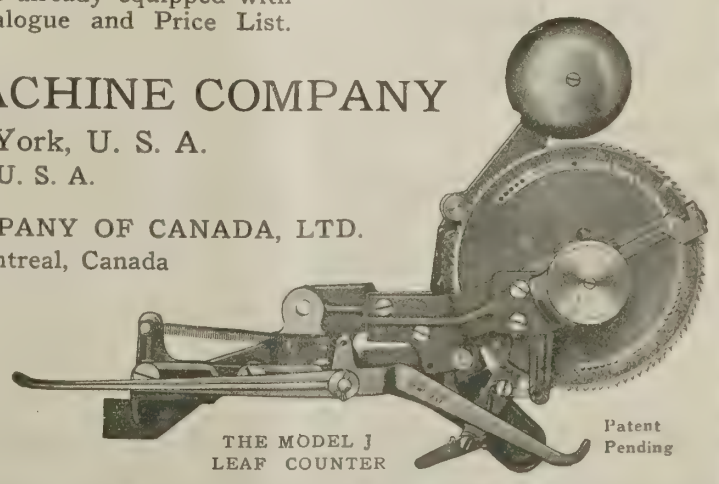

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# Virginia Dark Tobacco Region Starts Activity

**Stripping Going on in Various Sections—Marketing Expected at Early Date—Planters Warehouse at Dillwyn to Open Nov. 21—Some Dark Weed Already Sold—Growers "Hit At" Buyers—Association Men "Win in Contest."**

New Canton, Va., Nov. 12.—Beginning with this week, much activity is in evidence in the dark tobacco region of Virginia. As might have been expected, heavy rains set in, lasting several days, and these served to bring much tobacco in order and permitted considerable amounts to be "struck down." Stripping is going forward in various sections, and marketing may be looked for at an early date.

### Rely on Natural Conditions

The pit method of placing tobacco in order is never used in this section. Extended rains or damp, foggy weather are invariably needed for handling the weed here. Even then considerable trouble is experienced in getting the tobacco from the tiers when the "season" is on. Often half a crop is "struck" and the other half left hanging for weeks or months before another season comes.

### Dillwyn Sales to Start Nov. 21

In anticipation of early sales, the Planters Warehouse at Dillwyn, the largest market in Buckingham county, is this week engaged in sending out bills in every direction announcing that its floors would be open for auction selling on November 21. This is a new warehouse, erected as a rival to the old market in that town. The posters announce that P. G. Davis is the manager, C. M. Wingo, the buyer, and W. T. Snoddy, the auctioneer. They promise the "highest market prices" and "the best of accommodations"; but there is no suggestion as to the probable trend of prices of dark tobaccos, and no indication of grades and kinds wanted.

### Some Dark Weed Sold

Some dark tobacco has been marketed at different houses in the dark belt, having been stripped after the last rains late in October. It has been announced here that high prices were paid for such lots as were sold. Exaggerated figures were given in some cases, and the news was passed eagerly along among growers and others interested.

### Unwarranted Aspersions

The comments made will serve to show the mind of the average tobacco grower throughout this region: "Only a bait!" they say. "They are just getting ready now to make their big 'hauls'!" Others say, "The object now is to pay high prices for the very small crop this year in order to induce the growers to overproduce next year and give the buyers a chance to take it away from the producers as they have done in the past."

### What Were the "Excuses" in 1919?

Active members of the Tobacco Growers Association say the high prices now being paid, wherever high prices are paid, is due mainly to the tremendous activities and the unbounded success of their organization in enlisting such a majority of the growers and thus threatening to overturn the entire method of tobacco handling throughout the country. "It's only another way," they state, "that those opposed to the movement have of trying to undermine a movement which is certain to triumph. Thus comment upon present conditions passes and is reiterated.

### Hostility Thought to Be Evident

Others things are beginning to show the hostility of the old order to the proposed new system. Early this week, after long preliminary preparations, strenuous opposition developed at the annual meeting of the county board of supervisors called to make an appropriation for the continuance of the salary of Gordon Elcan, county agent for Buckingham county. Prominent Association organizers were present to fight for a continuance of the salary of Elcan, who has been markedly active for the past year in helping everywhere to perfect the organization of the growers. Organizers who were present stated to this writer that the hostility toward Elcan proceeded from warehouse men and others in sympathy with them, and that the movement was nothing less than a blow at the Tobacco Growers Association.

### Organization "in Saddle"

It may be observed, however, that Elcan's salary was continued with but a slight reduction, and that the organization triumphed completely, routing the opposition altogether. This, organizers state, is an indication of the strength of the growers organization, and is a genuine sample of what will be done when the organization gets in its work next year.

### No Warehouse Arrangements Made Public

So far as is now known here, no special warehouses have been selected or designated for the uses of the Co-operative Association next year, but it is understood that this matter will shortly come up for settlement. It is fairly certain that New Canton will be a point where marketing will be done by the Association. It is expected that special buildings will be erected here for the handling of the weed for the Co-operative Growers, as it is known that the owners of the market here are greatly in sympathy with the movement and will go their full length to make it a success.

### Neither Dead Nor Sleeping

Recent activity in politics goes to show that Virginians are not dead, though business in the state may be seriously crippled. Better times are in the near prospect.—Plummer F. Jones.

## Oxford Average, $25.95

Oxford, N. C., Nov. 12.—Total sales for the week, 586,864 pounds; average price per 100 pounds, $25.95. Sold to date of 1921 crop, 3,023,072 pounds; average price per 100 pounds, $25.79. Sold to same time last year, 5,170,106 pounds; average price per pound, $24.33.

## Danville Has Blocked Sales and Lower Average

DANVILLE, Va., Nov. 14.—The Danville tobacco market last week sold slightly under two and a half million pounds of leaf, the sales being the largest for that length of time this season. Sales blocked from Tuesday onwards. The Danville average took a drop of $3.03 per hundred pounds, this being due to the large amount of grossly inferior tobacco which sells at a low figure and which again last week made inroads on the prices paid for good tobaccos. The relatively high prices paid for desirable tobacco is lost sight of in the general average of the market.

The number of pounds actually sold was 2,400,375 pounds for $573,682.34, the average being $23.90. The average for the previous week was $26.93.

During the week just passed the market was swamped with the inferior tobacco, probably the lowest type seen here this season. It is indicated that the farmers have already offered the best that they had in their barns.

Despite the average curtailment there has been no unfavorable reaction on the part of the growers who are philosophic and who realize that the prices being paid for the common grades is higher than that which obtained a few years ago. Fancy wrappers are scarce and consequently they are commanding fancy prices —sometimes as much as $1 per pound.

The Co-operative Marketing Association is still making good headway in Virginia and it is believed that by the end of December Pittsylvania county will show a 75 per cent "sign-up" with other counties in this section with an equally high percentage. Reports from North Carolina are that the fifty per cent quota will have been reached at the present stage by the end of the year and the figures from South Carolina show an awakening interest in the vast union movement. The present economic condition and the crop failure during the past season has been fortunate for the promoters of the association. The growers feel that they might as well try the co-operative method, expressing the view that they cannot be at a greater disadvantage than they are at present. This has brought many of the farmers into line and those who held out during the early activity of the association are now signing up.—TETLEY.

## Up to $75 at Lynchburg

LYNCHBURG, Va., Nov. 10.—John D. Oglesby of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week..... | 553,600 |
| Sold to Nov. 10, 1921..... | 1,141,600 |
| Sold to Nov. 12, 1920..... | 544,200 |
| Increase for 1921..... | 597,400 |

Sales were hardly as large as was expected, but having no sales on Armistice Day cut receipts to some extent.

The offerings consisted of a larger percentage of good grades of tobacco and prices were highly satisfactory.

The demand for the better grades was as strong as ever known and everything desirable found a ready sale.

Wrappers brought as high as $75 and the general average for the week, taking in all types, good, bad and indifferent, was around $20.

The very inferior grades hold down the average but rich dark grades, whether short or long, are selling so well that prices are more than equalized.

## Reidsville Market Active

REIDSVILLE, N. C., Nov. 12.—Tobacco has been coming in quite freely this week. Tuesday's sales were the heaviest of the season so far, lasting until nearly dark. Over 80,000 pounds were sold. The recent rainy spell put tobacco in good stripping order and the good prices on the medium and better grades stimulated liberal offerings. A great deal of low grades are coming in. Some complaints are made that some of the tobacco is too wet. Prices are holding up well though the averages the past sales days are a little off on account of such a large proportion of dog-tail stuff in the breaks.

Organizer L. V. Morrill, of Raleigh, is here this week in the interest of the co-operative tobacco marketing plan. He and two assistants, Robert Stewart and G. P. Featherstone, of Roxboro, will thoroughly canvass the county to secure the necessary signers to put Rockingham county over the top in the co-operative tobacco marketing campaign.

## $500 a Minute for Tobacco

WILSON, N. C., Nov. 12.—Five hundred dollars a minute is a bunch of money, but that is the amount the Wilson banks have been paying out for every minute in every sales hour since the Wilson tobacco market opened this season. The market is open seven hours in five days of each week—420 minutes each day —and as the sales, up to date, have averaged something over a million and a half pounds per week a fraction of more than $500 per minute has been paid out to the planters for the weed. The past week, the largest this season, 3,444,436 pounds were sold, which brought $1,020,792.39, an average of $29.63 per hundred pounds.

## Greensboro Tobacco Market

GREENSBORO, N. C., Nov. 12.—About 25,000 pounds of tobacco were sold on the Greensboro market yesterday with prices for good grades remaining high. Prices for the better grades of leaf ranged from 70 to 90 cents. Bidding was spirited for all of the good tobacco on the floor, and the farmers were apparently very well satisfied with the prices obtained.

Several farmers who have visited other markets declared yesterday that the prices are holding up as well, if not better, in Greensboro as at any market in this part of the state.

## Small Sales at Richmond

RICHMOND, Va., Nov. 12.—The second weeks' sale of Sun-cured tobacco were small, but showed some good stock; prices going to 45c a pound for some desirable leaf. It is evident even at this early date that prices will be high on all good tobacco. The cheapest will be the early purchases, as crop is very short. Total sales for the three days on which the warehouses were open this week were 25,095 pounds, sold at $15.51 per 100 pounds average.—R. C. MORTON & Co.

## Rocky Mount Sales

ROCKY MOUNT, N. C., Nov. 12.—Total sales for the week, 1,019,328 pounds; average price per 100 pounds, $24.42. sold to date of 1921 crop, 8,527,228 pounds; average price per 100 pounds, $25.90. Sold to same time last year, 10,705,757 pounds; average price per 100 pounds, $23.41. No sale on Friday, Nov. 11, on account of Armistice Day.—J. H. CUTHRELL, Secretary Rocky Mount Tobacco Board of Trade.

## New Bern Prices Hold Up

NEW BERN, N. C., Nov. 12.—Total sales for the week, 128,570 pounds; average price per 100 pounds, $24.15; Sold to date of 1921 crop, 1,962,080 pounds; average price per 100 pounds, $21.36. Sold to same time last year, 2,641,052 pounds; average price per 100 pounds, $17.79. Prices still holding their own. Market closed Friday on account of Armistice Day.—NEW BERN TOBACCO Co.

## Williamston Average, $29.68

WILLIAMSTON, N. C., Nov. 9.—Total sales for the week, 178,142 pounds; average price per 100 pounds, $29.68. Sold to date of 1921 crop, 1,822,537 pounds; average price per 100 pounds, $26.05. Sold to same time last year, 2,199,951 pounds; average price per 100 pounds, $19.88.—F. W. GRAVES & Co.


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# Louisville Tobacco Market Reports

LOUISVILLE, Nov. 12.—The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

### Tobacco Sales for the Week and Year to November 11

| Warehouses | Week: Auction Sales | Week: Private Sales | Week: Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 85 | ... | 85 | 5,563 |
| Kentucky | 170 | 16 | 186 | 14,571 |
| Main Street | 147 | 16 | 163 | 9,855 |
| Planters Farmers | 338 | 51 | 389 | 13,904 |
| Tenth Street | 187 | 3 | 190 | 9,176 |
| Louisville | 175 | 13 | 188 | 9,488 |
| | 1,102 | 99 | 1,201 | 62,562 |
| Year 1920 | | | 1,420 | 49,778 |
| Year 1919 | | | 2,440 | 59,621 |
| Year 1918 | | | 483 | 53,486 |

### Classification of This Week's Sales

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 5 | 1,091 | 16 | 1,112 |
| Dark | 13 | 76 | ... | 89 |
| | 18 | 1,167 | 16 | 1,201 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 7,390 | 50,758 | 21 | 58,169 |
| Dark | 3,070 | 1,323 | ... | 4,393 |
| | 10,460 | 52,081 | 21 | 62,562 |

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 46,525 | 52,220 | 47,675 |
| Dark | 3,253 | 7,401 | 5,811 |
| | 49,778 | 59,621 | 53,486 |

### Comparisons With Previous Years

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| SALES | | | |
| Total sales of new crop to date | 53,086 | 44,436 | 58,752 |
| Sales of new crop to date. Original inspection | 43,168 | 36,557 | 51,212 |
| REJECTIONS | | | |
| Rejections this week: | | | |
| Burley | 192 | ... | ... |
| Dark | 7 | ... | ... |
| Total | 199 | 396 | 211 |
| Percentage of rejections to auction sales: | | | |
| Burley | 18 | .. | ... |
| Dark | 16 | ... | ... |
| Total | 18 | 28 | 12 |
| Rejections Jan. 1 to date: | | | |
| Burley | 13,331 | ... | ... |
| Dark | 493 | ... | ... |
| Total | 13,824 | 12,441 | 9,144 |
| RECEIPTS | | | |
| Receipts this week | 955 | 557 | 1,109 |
| Receipts, Jan. 1 to date | 50,295 | 38,927 | 52,783 |

### Official Quotations at Louisville November 11, 1921

BURLEY

| | Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | to 6 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 7 to 8 | 8 to 10 | 4 to 5 |
| Common Lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good Lugs | 13 to 15 | 18 to 20 | 18 to 22 | 6 to 7 |
| Com. Leaf (short) | 8 to 10 | 10 to 12 | 17 to 20 | 7 to 9 |
| Common Leaf | 12 to 13 | 14 to 18 | 20 to 24 | 9 to 11 |
| Medium Leaf | 17 to 22 | 18 to 21 | 25 to 35 | 12 to 16 |
| Good Leaf | 25 to 35 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and Selections | 30 to 35 | 30 to 35 | 50 to 55 | 22 to 25 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Paducah Market Inactive

PADUCAH, Ky., Nov. 11.—The market has been very inactive for hogshead tobacco during the past week and very few sales have been reported. The Planters' Association have sold some small lots of 25 to 30 hogsheads of low to common leaf ranging at 10 to 15 cents, and some good common leaf up to 20 cents. A few hogsheads of wrappers were sold at 27½ to 30 cents, but the demands are light and stocks are running low. However there have been some inquiries for large lots of lugs both of the 1919 and 1920 crops, and indications are that the market will be more active on lugs and common leaf since stocks are getting low in leaf, and the indications are that the new crop will lug lightly and be of better quality than the old.

The continued cold dry weather has prevented a handling season and there is nothing doing in the new crop and can't be until we have had a good handling season. We have had a few light rains and tobacco came slightly in case, so we could get some better ideas of the crop than we had before. We don't think the percentage of good and fine leaf will be as great as we did think a while back. This is due largely to the unfavorable dry weather during the curing, but the crop is showy and leafy. All of it has fair body and runs in brown to drak brown color. The latter cutting has cured up greenish, but most of it has good body and will sweat out in to dark and brown stock that will be useful. The crop as a whole we think is the most useful for all purposes of any crop that we have had for a number of years, and no doubt is going to weigh well and give us as many pounds as we had in the 1920 crops, which was about 65 per cent of an average yield.

So far as prices are concerned buyers have not yet indicated what they are willing to pay, neither have farmers fixed values, but no doubt prices will be remunerative this year to farmers more generally, because the crop is better. It has been well fired and better cared for than usual.—W. B. KENNEDY.

## Tennessee Tobacco Yield

NASHVILLE, Nov. 12.—The unfavorable conditions which have existed this year for the raising of tobacco in Tennessee have resulted in a very great decrease in the yield of this crop from last year, according to a report just issued by G. L. Morris, agricultural statistician of the Bureau of Markets and Crop Estimates of the Department of Agriculture in Tennessee.

The tobacco crop promises a yield of 800 pounds per acre, according to the statistician, and would indicate a total production of about 58,400,000 pounds as against 85,410,000 pounds produced last year. The quality this year is 90 per cent.

"Even with a poor season for planting a crop, and, consequently, many bad stands, the tobacco crop is turning out well. The earlier cuttings are reported excellent both in yield and quality."

## Louisville Board Officers

LOUISVILLE, Nov. 12.—W. D. Collins was elected president at the annual meeting of the Louisville Tobacco Board of Trade. H. T. Larimore was chosen first vice-president, F. W. O'Bryan was elected second vice-president and Helm Glover was elected secretary-treasurer. The organization also selected standing committees for the year.


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Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

# Kentucky Tobacco Sales During October

**Figures Compiled by the State Commissioner of Agriculture**

FRANKFORT, Ky., Nov. 12.—W. C. Hanna, State Commissioner of Agriculture, makes report of sales of tobacco in all warehouses in Kentucky during the month of October, 1921, as follows:

| | October sales 1919 or previous year's crop | | | 1920 Crop | | |
|---|---|---|---|---|---|---|
| | Pounds | Total dollars and cents | Aver'ge price per 100 lbs. | Pounds | Total dollars and cents | Aver'ge price per 100 lbs. |
| Burley tobacco sold for growers | ..... | ..... | ... | 326,995 | 35,463.66 | 10.84 |
| Burley tobacco sold for dealers | 35,410 | 2,751.90 | 7.77 | 2,361,605 | 252,366.17 | 10.68 |
| Burley tobacco resale | 1,115 | 119.85 | 10.75 | 1,697,935 | 213,145.65 | 12.55 |
| Total Burley and average | 36,525 | 2,871.75 | 7.58 | 4,386,535 | 500,975.48 | 11.19 |
| One-sucker tobacco sold for growers | 985 | 25.11 | 2.05 | ..... | ..... | .... |
| One-sucker tobacco sold for dealers | 2,095 | 90.88 | 4.34 | ..... | ..... | .... |
| One-sucker tobacco resale | 5,385 | 182.57 | 3.39 | ..... | ..... | .... |
| Total one-sucker and average | 8,465 | 2,985.56 | 3.52 | ..... | ..... | .... |
| Fired dark tobacco sold for growers | ..... | ..... | .... | 54,400 | 4,029.65 | 7.40 |
| Fired dark tobacco sold for dealers | ..... | ..... | .... | 4,995 | 598.25 | 11.97 |
| Total fired dark and average | ..... | ..... | .... | 59,395 | 4,627.90 | 7.79 |
| Grand total and average | 44,990 | 3,170.31 | 7.04 | 4,445,930 | 505,603.38 | 11.37 |

## Henry Glover Passes On

LOUISVILLE, Ky., Nov. 9.—Henry Glover, 70 years old, retired tobacco dealer, died Monday morning at his home, 1385 South Third Street.

Mr. Glover was a graduate of the Louisville Male High School and the Georgetown College, Georgetown, Ky. In 1896 he became a member of the firm of Glover & Durrett, with whom he remained for 15 years. He later was elected president of the Louisville Tobacco Warehouse Co. Mr. Glover was a director of the Fidelity & Columbian Trust Co. and was a Mason.

Surviving him are a son, Sherley Glover, and a brother, George Glover.

### Henry Glover's Estate $350,000

LOUISVILLE, Nov. 12.—Henry Glover, former tobacco merchant, under his will probated this week, stipulated that his estate, valued at $350,000, is to be held in trust during the life of his son, Sherley Glover, and requested that Brown C. Crawford, Albert G. Ronald and Laura McLeod serve as a committee to see that as much as is needed shall be set aside from the income for the support, comfort and welfare of the beneficiary.

## Rooster Cigarette Smoker

PARIS, Ky., Nov. 8.—Paris has been able from time to time to boast of freaks of the animal kingdom, including five-legged calves and three-legged chickens, but for the first time it has as its guest a rooster that smokes cigarettes.

Mr. and Mrs. Orio Schele of Columbus, Ohio, who stopped in Paris today on their way to Florida, had two white Wyandotte roosters, "Warren G. Harding" and "Jimmie Cox," both of which have been trained to do a few tricks. Warren G numbers among his accomplishments the ability to smoke a cigarette.

## Tobacco Factories Working at Petersburg

PETERSBURG, Va., Nov. 12.—The past several months has shown a marked improvement in the tobacco manufacturing industry in Petersburg until now it is not far from its normal state.

A survey shows that in the five large manufacturing plants in this city, nearly 1,500 persons are now employed and while most of them are still working on curtailed schedules, prospects are bright for a resumption of full time within a very short time.

Wages in the various factories have been reduced, the same as in other industries, to meet the general business depression. However, the wage cuts in this industry here have not been as great as in some other lines and the workers are getting almost as much as they were a year ago and in some cases more than during the pre-war period.

# Baltimore Market

BALTIMORE, Md., Nov. 10.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland:—While receipts increased 715 hogsheads, all of these have not been offered for sale. Sales totaled 395 hogsheads, and the demand continued strong for all better grades, with 48½c the top price.

Recent offerings included perhaps 20 hogsheads of the new crop ground leaves, and while these show partly good bright color, many are rather heavy in leaf.

Ohio:—While there were no receipts, sales totaled 187 hogsheads for the past week.

### Official Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Nov. 9:

**Receipts**

| | This Week | Prev. | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland | 854 | 33,522 | 34,376 | 31,262 | 22,299 |
| Ohio | ... | 264 | 264 | 264 | 2,778 |
| Total | 854 | 33,786 | 34,640 | 31,526 | 25,077 |

Reinspections this week: Maryland, 139; to date, Maryland 3,114.

**Deliveries**

| | Maryland | | | | |
|---|---|---|---|---|---|
| | Coastwise and Domestic | For. | Total | Ohio | Total |
| This week | 41 | 2,413 | 2,454 | ... | 2,454 |
| Previously | 5,332 | 21,860 | 27,192 | 940 | 28,132 |
| | 5,373 | 24,273 | 29,646 | 940 | 30,586 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 17,379 | 4,591 | 21,970 |
| Receipts since | 31,262 | 264 | 31,526 |
| | 48,641 | 4,855 | 53,496 |
| Delivered since | 29,646 | 940 | 30,586 |
| Stocks today | 18,995 | 3,915 | 22,910 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 395 | 187 | 582 |
| Previously | 30,349 | 2,151 | 32,500 |
| | 30,744 | 2,338 | 33,082 |

Groundleaves to date, 56 hogsheads.


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*High Class Smoking Mixtures*

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Eutopia--Jefferson--Kiltie Mixtures

PRIVATE BRANDS

Old Hill Side Smoking Tobacco
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
CLOWN CIGARETTES
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
Louisville, Kentucky
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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CINCINNATI, OHIO

The Transcontinental Tobacco Co.
*Importers and Exporters*
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Cable "Aledreux," Louisville, Ky. Codes A B C 5th Edition, Western Union, Bentleys
*Foreign Offices:* Paris, France Antwerp, Belgium Mayence, Germany Algiers, Algeria

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Growers of Shade—Primed Connecticut—Packers of Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.; Southwick, Mass.; Chicopee Falls, Mass.

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TOBACCO BUYER
165 Water St., New York

# Connecticut Tobacco Being Sold Very Quietly

## Some Visiting Buyers Show Preference for Shade Grown Product—Weed Makes Good Showing—Shipping Cased Merchandise—Balance of New Crops May Go Into Bundle This Week—A Bit of "Blue Law" Dug Out of Musty Past.

HARTFORD, Nov. 12.—Nothing causing any great excitement has happened to the tobacco trade the past week, for while there were some out-of-town buyers here, they all seemed to be buying sparingly and were mostly interested in shade tobacco.

### Shade Makes Good Showing

The shade tobacco this season is coming out very finely, and there is a good demand for it, and on one large plantation it is understood that the grading will be fully 85% of workable grades. This is unusually high and very satisfactory to the grower.

### Some Old Stock Going Out

During the week several good sized orders were shipped of cased goods, which indicated that there is some increased demand for old goods.

### Want to Bundle Balance of Crop

Growers made plans to take down a large amount of their tobacco during a storm in the middle of the week, but it proved to be too cold, and tobacco did not take on the moisture necessary to get it down, and now growers are in hopes that the coming week will give them a damp, so that they can get down their entire crop and put it in the bundle ready for assorting.

Buyers are still laying low and do not give any indication that they are going to start out on the buying right away.

### Waiting

Growers who are holding their 1920 tobacco are now having it sampled, and reports are that in many instances it came through sound. They are now waiting for customers to come along and buy up their holdings.

### Fertilizer Men Not Burdened With Orders

Fertilizer men are going among the growers, but they do not get many orders, as the growers say that they must get off their high horse and lower fertilizer prices in keeping with other commodities. Many of the growers are planning to pool their orders, which they say large manufacturers are ready to bid on, and make up the goods at a much lower price than their regular mixtures, and those growers who worked this scheme out last year claim to have gotten high analysis and at a saving of from $10 to $15 per ton.

### Resurrected from Dead Past

There has been considerable talk about an active "No Tobacco Campaign," and the writer found recently a copy of the "blue laws" of Connecticut, "The Code of 1650," being a compilation of the earliest laws and orders of the General Court of Connecticut entered into and adopted by the towns of Windsor, Hartford and Wethersfield in 1638-9. The particular part relating to tobacco is very interesting and is as follows: "Forasmuch as it is observed that many abuses are crept in and committed by frequent taking of tobacco, it *is ordered by the authority of this courte* that no person under the age of twenty-one years, nor any other, that hath not already accustomed himselfe to the use thereof, shall take any tobacco, until he hath brought a certificate under the hands of some who are approved of knowledge and skill of phisick, that it is usefull to him, and allso, and allso, that he hath received a lycense from the court, for the same. And for the regulating of those, who either by theire former taking it, have, to theire owne apprehensions, made it necessary to them, or uppon due advise, are persuaded to the use thereof, *it is ordered*, That no man within this colonye, after the publication hereof, shall take any tobacco, publiquely, in the streets, highwayes, or any barne yardes, or uppon training dayes, in any open places, under the penalty of six pence for each offense against this order, in any the perticulars thereof, to be paid without gainsaying, upon conviction, by the testimony of one witness, before any one magistrate. And the constables in the severall towns, are required to make presentment to each perticular courte, of such as they doe understand, and can evict to bee transgressors of this order."

### Payment of Hail Insurance Claims Delayed

Heavy losses occurred from hail to the tobacco crop in sections of the Connecticut Valley the past season; many of the crops were covered by hail insurance, and one insurance company is said to have been caught to the extent of $400,000. There has been considerable friction in the settlement of the claims. Growers have complained to the State officials that the company has been delaying settlements. The State officials apparently have reached the conclusion that the company was well within its rights and that some of the claims justified close scrutiny before payments were made. It was pointed out that it is only a couple of months since the termination of the policies and that the company is paying the claims as fast as they are supervised.

### Tobacco Building Burned

Early in the week there was a large tobacco building in Southwick, Mass., destroyed by fire, causing a loss of $20,000. The building contained the crops of the owner and Michael Dannish.

### Several Crops Sold

The buying spurt was on in Granby, Conn., on the 11th inst., when Mr. Greene, representing Meyer & Mendelsohn, bought several crops from the growers.

### Bought 1,200 Cases of Broadleaf

It is reported that the American Sumatra Tobacco Co., with its main warehouse in East Hartford, made a sale of 1,200 cases of Connecticut broadleaf to the G. H. P. Cigar Co. of Philadelphia, Samuel Grabosky, head of the firm, making the purchase. Mr. Grabosky was in this section several days last week. Mr. Grabosky only wants the best broadleaf obtainable, to be used for binders for the El Producto cigars for which he has a large demand.

Max Newfield, of this city, has returned from a trip West and reports that there is some demand for cased tobacco.

C. F. Schoeverling, of East Hartford, has returned from a Western trip and brought some orders.

### New Buyers in Field

It is expected that soon new buyers will appear in the field buying up the 1921 tobacco, as several new concerns are looking for warehouses and studying the labor situation.

There is a decreased acreage of Havana seed, and already quite some buying has been reported.

C. W. Porter, of Hockanum, Conn., starts off Monday with his warehouse, assorting Havana seed tobacco.

K. Y. Z.

## Utica Jobbers to Start Soon

UTICA, N. Y., Nov. 12.—A new tobacco jobbing concern has entered the field in this city under the name of Mac & D. Tobacco Co., briefly noted in TOBACCO, issue of Oct. 27, and now located at 9 Broad St., directly opposite the post office, a very desirable location in the down-town section.

The firm is composed of John McTiernan, who for the past ten years has been buyer for D. D. Winston & Co., local wholesale grocers, and J. J. Dunn, who for some little time has been jobbing cigars, previous to which he operated successfully three retail cigar stores in this vicinity. They will be ready to start in about two weeks.

They are both young men and well known in the trade, and their friends predict that they will be quickly able to build up a large business.

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Lealtad 110, Havana, Cuba 166 Front St., New York

# Up-State Folk Call for National Business Week

## Hot Chair Club Tables Resolution Until After Turkey Trots—Two Kinks and a Jack—Next Week Is Velvet-Week at Ten Eyck—All White, It Was, with a Snowy Frost-Glo—Maybe Al Helped After All.

New York State Capitol District

National Suggestion Week, 1921.

"You're wrong, Sam, you're all wrong!" decided Jim Stubb, as he officially canvassed the votes of the Hot Chair Club in the wholesale shipping parlors o' Stubb & Ash, Inc., and found only one vote for a National Business Week. "You simply can't do it, that's all! Whoever heard of a big revival, or drive of any kind, when trade is so rotten as it is now, hey?"

"Yeh, yuh should mebbe know it all then, huh?" sneered Sam Ash, actually making a bona-fide sale of three eight-cent cigars, all to one customer. "How, then, do these here goofs git it away with them Apple-Weeks, Overcoat-Weeks, Prune-Weeks, Coal-Weeks, Pickle - Weeks, Napkin - Ring - Weeks, Garbage-Weeks, and the so on? Ain't we got it the same right to have it a big Business-Boom-Week? I ask yuh!"

### Jack Stands Ace High With Two Kings!

"Sure, business could stand a bit of a boost right now," admitted Jack Houseworth, neatly installing a pictured stack o' Edgeworth tobacco on the pipe case, for the account of Larus, Brother & Co. "But so many people were away last week, during the double holiday period, that it was impossible to talk trade.

"Some birds are talking election yet. They can't get over it. But, down my way, in Pokeepsie, it was all cut and dried for George D. Campbell to become mayor. So much so, in fact, that George, who has a river cottage near mine, campaigned most of the time in a boat or something.

"Shows how the thing stood, mind you, when George came down to see me a week or so ago. We were gabbing away about pulling a boat ashore when George noticed Ralph Butts, the present Mayor, fishing a short distance off.

"'Hey, Ralph!' yells George, amplifying with his hands, 'Pull ashore here, will you, and help Jack and I up with this boat!'

"'Ay, ay, sir!' responds Ralph, rowing to the beach, 'I'll not only help you house the boat, but I'll vote for you, too, if Jack will!'

"Joke of it was, though, I forgot to register. But George beat Dan Wilbur out by 1001 votes, anyway, so he didn't need me—except to carry the boat, and tell him what tobacco to smoke!"

### Look In the Ten Eyck Window Next Week!

"We'll tell him what tobacco to smoke next week," advised Dan'l Webster Plass, big-boss o' the Velvet crew for the Capitol District, as he broke through the crowd around the Hot Chair Club. "For we are on the *Knickerbocker-Press* schedule, then, to display a special window of Velvet tobacco in the Hotel Ten Eyck's big State street feature space!

"Maybe, if we ask him kindly, we can obtain the valued services of Pat Doyle. You know he makes very classy display stuff for his crew o' Fatima and Chesterfield salesmen. With a few stick o' lumber, some nails, cardboard, and nine pots of paint, including some brushes, pins, and paste, Pat knocks out not only clever advertising—but the smokers' eye."

### It Seems to Be Ice—But It Isn't!

"Here's something will put their eyes out!" flashed Sir Art Dixon, Bart., putting down upon the counter a brick of ice cream, or something, with the name of the Falk Tobacco Co. inconspicuously embellished upon it. "This is the new Tarryton Cigaret Xmas packing.

"Note the swell white front. Note the fact, too, that a dealer doesn't get stuck with dead stock in hundreds after the holiday season is gone. Because the inside packets are the usual Tareyton thirty-cent bundles of twenty cigarets, five of which make up this special Christmas present! After the New Year, and any are remaining, simply remove the outside wrapper—and there's your regular stock, as usual."

### Hylan Counted on Al Metzgar!

"And I'm offering both regular and irregular stock just now," spoke up Al Metzgar, placing his Berriman Brothers grip exactly where he could grab it upon a minute's notice from the Purchasing Committee. "Got some fine holiday cigars, let me tell you! In nice, gentlemanly packings, too!

"But I'm a trifle late probably. Perhaps all the other cigar boys have been here before. You see how it was, though. I staid home to vote. Don't think it helped much. Still, I feel as though I ought to do something for my country besides sell good cigars!"

### George Got a Chill Somewheres!

"Just what I'm doing, too," chimed in George W. Thompson, carelessly leaning upon the radiator to get his feet warm, but parking his E. H. Gato cigar satchel far enough away so the merchandise wouldn't dry out. "Came into town yesterday almost frozen stiff. Too much River ferry down there at Athens, I guess.

"Sure, I know the winter is almost here, but, foolishly, I left home with very light clothing. Here I come to sell holiday cigars, too, and I ought to have a fur coat to carry out the fiction. Instead, I must have started out with the idea that I was merely going to Key West to look the factory over."

### Bill Showed Will Something!

"Went down to Newark myself a week or so ago to look over the Waitt & Bond factory," declared Big Bill Lakin, bringing in a fresh breeze and a box of Blackstone cigars for the Hot Chair Club. "Took Will Dearstyne along with me. He wanted to see the cigar-making machines in action, and he saw 'em. Met two old friends down there—Hector Mackenzie, the leaf expert, and Dick Theobold, our old foreman, both from the old Boston plant. They know Blackstones, alright."—The Smoker.

## Canadian Tobacco

Leamington, Ont., Nov. 12.—Buyers all agree that the 1921 crop of Virginia tobacco, bright flue-cured leaf, in South Essex excels in quality and exceeds in quantity and previous crop. Two and one-half million pounds will bring the growers more than a million dollars. Among the sales made are the following: Joseph Henry, 50 acres for $24,000; H. Mitchell, 40 acres for $18,000; Russell Wigle, 28 acres for $13,500; W. Abbott, 33 acres for $14,000; Wigle Bros., 30 acres for $14,700; F. Norwood, 30 acres for $14,000; W. Whitesell, 30 acres for $13,000; Rowley Bros., 25 acres for $11,500; V. Fox, 26 acres for $13,000; J. Tyhurst, 22 acres for $10,750; J. Bradford, 22 acres for $9,000; Cook & Powell, 18 acres for $8,750; Art Mills, 18 acres for $9,500; Guy Mills, 12 acres for $6,000; A. Hewer, 15 acres for $7,500; H. Ellis, 9 acres for $4,500; W. B. Clifford, 25 acres for $13,000; W. Forster, 15 acres for $6,750; F. Wright, 23 acres for $9,000; E. Hillborn, 18 acres for $8,100; Pelton & Biggar, 8 acres for $4,100; R. Tyhurst, 10 acres for $4,850; A. Morse, 12 acres for $4.500; Robinson Bros., 9 acres for $4,000; R. Butler, 10 acres for $4,500.

The net proceeds to the growers for the product of 538 acres totals over a quarter of a million dollars, or an average of $468.40 per acre. Conservative estimates from leading growers place the cost of production at $100 per acre. Ninety per cent, of the crop is being bought by big manufacturers and less than 10 per cent, it is declared, is being handled by the Tobacco Growers' Co-operative Co.

# San Francisco Showing Signs of Satisfaction

**Better Business Conditions Evident—Public Again in Possession of Confidence—Heavy Holiday Business Anticipated—Special Packings Gaining Great Favor—Wholesalers Find It Necessary to Rush Orders by Express.**

San Francisco, Nov. 8.—There's a most satisfied attitude and an atmosphere of contentment about the offices and warerooms of the wholesalers and jobbers of San Francisco, due without a doubt to the better business conditions and the fact that the public in general has about recovered its confidence and is again buying at a normal gait. If the present buying by retailers is any criterion of the amount of business that will be done at Christmas time, the Yuletide season of 1921 will be one of the most satisfactory ever enjoyed. All concerns report that their holiday packings are finding big favor and in a number of instances the Christmas supply has been sold up. Another strong factor in the market is the fact that a number of the wholesalers have found it necessary to rush goods here by express, so urgent is the demand for a large supply before Thanksgiving, as well as Christmas.

### Multum in Parvo

One of the biggest things under the California sun at the present time is the phenomenal popularity that the small packages of California raisins have gained almost overnight. And it is not a flash in the pan, as is the case with many things that the public suddenly adopts, orders for deliveries of the small packages of raisins ranging well into next year. Some one had the bright idea that it might be a good thing to pack raisins in small boxes and sell them at cigar stands. This was an "outlet" for the raisin growers, who were finding difficulty in disposing of some of their 1920 crop. The idea took root, the packages were produced and now the orders cannot be filled. It is reported that the raisin growers cannot get enough of the small boxes and the 1921 crop is also being cut into. It is reported from all sections of the county that the raisins are taking like wildfire and the raisin companies' "shock absorbers" are finding great difficulty in their efforts to keep everybody supplied.

### H. L. Judell in Tokyo

According to papers received from Tokyo, Japan, the members of the foreign trade party of the San Francisco Chamber of Commerce are going great guns, finding a warm welcome in all the cities that they have visited. H. L. Judell, veteran cigar man and head of H. L. Judell & Co., has sent a number of Tokyo papers home to his sons, these giving an account of the party's visit in that city. Mr. Judell's picture is shown in one of the papers, the Tokyo *Asahi,* the story being written in Japanese. Emil Judell had the story translated and found that it was a most complimentary article. Mr. Judell also received an extended notice in the *Japan Times,* an American newspaper of Tokyo, this article including an interview.

San Francisco trading will be somewhat cut up this week, a number of the houses closing this afternoon, municipal election day, and practically all are scheduled to close next Friday, Armistice Day. The General Cigar Co. employes were included among those who took this afternoon off and will also close next Friday.

### General Cigar Co. Notes

L. Levy, manager of the Liberty store of the General Cigar Co., at Kearney and Market Streets, is confined to the St. Francis hospital, having undergone a serious operation. James L. Sweeney, another of the General Cigar employes, had a disagreement with a case of White Owls and came out the worse for the engagement, wrenching one of his knees. Jess Martin, manager of the General's Powell Street store, is also reported on the sick list. J. A. Fyfe has resigned as the head of the General's stock department, being succeeded by F. Mellor. Mr. Fyfe is to join the staff of a New Jersey ammunition concern, with which he was associated during the war. A. Olsen, who handles retail extension work for the General, has been doing a little intensive field work on the side and as a result it is announced that he will take a bride, the wedding to be an event of February. Employes of the General assembled their wedding-gift money and purchased a handsome electric percolator for Miss Anita Longmore, who leaves the service this week to be married.

### Orders Tell the Tale

John W. Glenn, Roi-Tan representative, is now campaigning in the central part of the state and if orders are good indications he is doing a fine business.

### Izzy in New Territory

Izzy Mendelson, with Ehrman Bros., Horn & Co., is now covering Nevada, taking the entire line through the sagebrush state. Heretofore Izzy has been confining his attention to the pipe line of Ehrman Bros., Horn & Co.

### Holiday Packings

The General Cigar Co. announces that holiday packings of White Owls, in 12s, Van Dyke Bankers, in fortieths, and Robert Burns Invincibles, five in a foil, are again being sold. Robert Burns Epicures, in holiday packings, are still off the selling list. The General Cigar Co. is putting its pipes and smokers' articles to the front, all salesmen placing more stress on this line.

Employes of the General Cigar Co. this afternoon made a tour of the John Bollman Co. plant, having been invited by Manager Whitaker to inspect the factory from one end to the other.

### Sharing Honors with the Boarding House

Sunsweet Prunes in five-cent packages are now appearing at the cigar stands and are attracting a great deal of attention from the public. The prunes are packed in neat boxes, across one side of which are the words, "Eat 'Em Raw." The packages are put up by the Prune and Apricot Growers of San Jose.

Harry Kalisky has resigned from the staff of Ehrman Bros., Horn & Co. He has been an inside man for the firm about a year.

Ray Keyser, who has been selling candy of late and who, previous to that, was with Scott and Dillon Co., is now associated with Ehrman Bros., Horn & Co.

### Showing 'Em How

Robert N. Bodie, who recently became manager of the cigar department of Cluff Bros., is receiving the congratulations of his host of friends and is digging into the new work for fair. He is busily engaged cleaning up the accumulations of stock and will concentrate his efforts on standard brands.

### Utilizing Industrial Exposition

Harry Bercovich of the H. Bercovich Cigar Co., is enthusiastic over the coming Industrial Exposition, to open November 19 in the Civic Auditorium. He has engaged a large amount of space for his exhibits, which will be two model stores, one for retail and one for demonstrations. The John Bollman Co., and Frankel, Gerdts & Co. will be associated with the Bercovich Co. in these exhibits.

### Business Going Well

Dave Ehrlich, representative of the Consolidated lines in this territory, reports that all his lines are in a healthy state, with business very satisfactory. Mr. Ehrlich will leave soon for a trip to Portland.

### Recuperating

H. Bercovich of H. & S. C. Bercovich, Oakland, accompanied by William Bercovich, is at Byron Hot Springs, recovering from a recent illness.

### Popular Packings

Frankel, Gerdts & Co. announce that El Caminos and Natividads—the 10-cent and two for a quarter sizes, in the

(*Continued on page* 24)


**SOBRINOS DE A. GONZÁLEZ**
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

**LESLIE PANTIN & SON**
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

**Compañia de Abraham Haas**
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502
**WALTER SUTTER COMPANY**
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
**B. DIAZ & CO.**
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

**M. ABELLA**
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

**HIJOS DE DIEGO MONTERO**
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

**MANUEL A. SUAREZ & COMPANY**
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

**METROPOLITAN TOBACCO CO.**
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

| | |
|---|---|
| Main Depot | 22 Fourth Avenue, New York City |
| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

STICK TO Cinco - IT'S SAFE

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

FLOR DE
MANUEL
CIGAR

"THE BLEND THAT MAKES HAVANA MILD"

ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

THE TOPIC OF THE DAY

Mild Havana Cigars
10c—2 for 25c
Corona Size 15c

Wherever they go they leave satisfied smokers and have proven to be the best seller where high grade cigars predominate.

BOBROW BROTHERS, Inc.
*Manufacturers*
Philadelphia Penna.

# Philadelphia Dealers Enjoying Good Business

## Bid Fair to Have Real Thanksgiving—Buyers Are a Bit Discriminating—Cigar Factories All Working to Limit of Capacity—Grocery Salesmen Selling Cigars—Dealers to Push for Representative Association.

PHILADELPHIA, Nov. 14.—If the foretaste of holiday buying, which the larger of the centrally located retailers enjoyed during the week, is a fair indication of what is to come before year-end, then indeed will Thanksgiving dinner be eaten with gusto. It is not to be assumed that the trade is being rushed with holiday buying, but it certainly has experienced a very satisfactory inquiry for so early in the season, and there is no reason to believe that the rather large expectations which have been created as a result of this rather advanced buying will not be realized.

### Using Judgment

Buyers are discriminating, but there is less evidence of economizing than was feared would be the case.

Dispite the fact that there have been reductions, the stability of prices in the trade has had a really helpful influence. In many lines the purchaser realizes that prices before the holidays are one thing and prices directly afterward quite another, but in the tobacco trade experience proves that it does not pay to wait—indeed, delayed buying can result only in possible disappointment.

### Factories All Busy

The manufacturers without exception are busy—so busy, in fact, that most of them are not able to make up special packings for the holiday trade. It is true, however, that activity in demand is shown more by out-of-town than by city distributors. The South and the West continue to be especially good fields.

### Go and Get the Orders

In the cigar trade as in others, business is to be had if the necessary effort to secure it is expended. This has been illustrated anew by the experience of the cigar department of Reeves Parvin & Co. The firm's grocery salesmen cover a very wide extent of territory. The country trade they visit nearly all handle cigars as a side line. In some cases cigars form an important department of the business. Recently Manager John Van Miller called attention to the possibility of cigar sales by the regular grocery salesmen and announced that henceforth a list would be kept of such sales and be posted weekly. The head of the firm also sent a personal letter to the sales force in which he suggested that increased activities be made. Poor salesmen advanced reasons why the thing couldn't be done; good salesmen met it with sunshine.

The first week after the spur was applied cigar sales by the grocery staff increased over $1,000, and the gain has been continuous. That there is business for the business getters was again made clear.

### Hope for Reputable Association

Virtual retirement from dominant positions in the new Retail Tobacco Dealers' Association of the price slashers has given an impetus to the campaign for membership, and it is possible that at the meeting this month a substantial addition to the ranks will be made. Your correspondent found a number of leading retailers who indicated their intention of joining the association now that they are assured that a real organization of legitimate dealers is contemplated and not an association of a fly-by-night character, ostensibly representing the entire trade but really designed to help the price cutters out of the dilemma in which they deliberately placed themselves.

### To Eat and Smoke in Harmony

A luncheon is to be served at the meeting and C. D. Schock, of the Broad Street Station stand, who it is believed will be elected president to succeed A. Label, has promised all the smokers necessary. It is hoped that at the meeting announcement can be made of the prize winners in the membership drive. Max Lipschutz, of the Progressive Cigar Co., offered $100 worth of Madam Butterfly in a series of prizes.

The Soffian cut-price store, 9th and Chestnut streets, is reported to have been sold to A. Magen.

### Effect of Police Activity

Police activity in hunting up stolen cigarettes has had a most noteworthy effect. The trade has had fewer "flyers" calling attention to stolen cigars, cigarettes and tobacco which might be offered than for many months past.

Disregarding entirely a recent arrest of a prominent price cutter, who was discharged at a further hearing when he presented a bill of sale from another, who thereupon was arrested, the fact remains that the legitimate dealers closely associate price slashing below the actual cost of merchandise with the enormous quantities of goods which in recent months have been stolen.

### "Flyers" Not Flying So Fast

Indeed, until the arrests recently, the trade received almost daily copies of the police notice or "flyer" similar to that sent out daily to pawnbrokers containing the description of stolen property. Of course the legitimate dealers are cooperating in every way with the police because the below-cost sales, particularly of cigarettes, have absolutely demoralized the business.

### Cressman's Auto Delivery Cars

Allen R. Cressman's Sons are supplying their sales force with automobile delivery cars, and the first of these was seen on the streets during the week. It is elaborately decorated with the Manuel and Counsellor insignia and it attracted much attention. The firm will be able to make very prompt deliveries when the salesmen virtually carry a stock of goods around with them on their calls. D. A. Gallagher, representing the company on the east and west Lake Shore spent several days last week at headquarters, endeavoring to expedite shipments. He will leave for special work among the distributors in the Middle West.

### Visiting Bayuk Brothers

J. H. Blackwell, head of Blackwell & Son, Alexandria, Va., and J. C. Lang, of the National Grocer Co., were visitors during last week to the Bayuk Brothers factory. The firm reports tremendous sales for its Charles Thompson five-cent proposition. It is packed in 12 1/20th as well as 1/10ths.

### Showing New Pipe Line

Aldrich Dale, of S. M. Frank & Co., made the rounds during the week showing the general line, but especially the noted $1 line on which the firm is concentrating sales efforts. At the Sterner store the original showing of 54 varieties has been supplemented by three, so that now the complete Frank $1 line of pipes is carried.

### Wearing New Silk Dress

Representative Evans, of the Liggett & Myers Co., is conducting an active campaign on that firm's Granger cut plug, which has just appeared in a new and very much improved packing. The old dress is described as having been of "calico" while the new is of "silk."

### "Making the Fur Fly"

John Van Miller, head of the cigar department of Reeves, Parvin & Co., spent last week rabbit hunting in Columbia county. This week E. Y. Flickinger, his assistant, leaves for a like trip in Lancaster county. The firm was visited during the week by Sales Manager George T. Glover, of the Diesel-Weimer Co.

### New Store Formally Opened

The magnificent new store of Baum & Neely, at 1425-1427 Chestnut street, was formally opened during the week. It resulted from the consolidation of the original stand with the adjoining. On

the mezzanine floor above a large collection of smokers' articles is shown and stock is stored, the stand at Juniper and Arch streets being vacated. The reconstruction of the new front of the Godfrey S. Mahn store, at 13th and Chestnut streets, has been completed and the very attractive new store is now ready, although business was continued all during the reconstruction.

Seidenberg & Co., New York, are advertising for hands for their local factory, Third and Spruce streets.

At the Yahn & McDonnell store, in the Mint Arcade, an attractive display of Condax cigarettes and the rare Yaka tobacco is being made.

Charles A. Krull, distributor, is featuring the New Currency five-cent cigar, packed five in foil.

Frischmuth Bros. & Co., Inc., are conducting an advertising campaign on the new Nationals cigarettes, made of white Burley tobacco. The trade reports large sales.

### Branching Out

The Spencer Morris Cigar Co. is conducting locally a campaign for its leader, which is now being produced in ten sizes. In order to secure additional manufacturing facilities the firm recently took over more space on the first floor of its factory at 812 Winter street. Maurice Brir is manager of the factory.

Carlos Alvarez, formerly associated with his brother, José Alvarez, in the cigar manufacturing business, has retired to accept a position with McCormick & Co., spice manufacturers, Baltimore.

### In the Reply Family

The Reply Cigar Co. has added the new size Favorita at two for a quarter to the Reply family. A substantial revision downward of prices on the entire "Reply family" of eight sizes was made during the week. Manuel Kline is in charge of an active sales campaign.

Peter F. Murphy & Co., 6th and Cherry streets, are featuring their own leader, the Jahilo.

### Opened New Accounts

Morris Cravis, of the Progressive Cigar Corporation, 12th and Race streets, who has been ill for the past two months suffering from an attack of typhoid fever, has returned to his duties. Max Lipschutz, proprietor of the factory, nationally known as the makers of Madam Butterfly, has returned from an unusually successful trip to Baltimore, Washington and Norfolk, where he opened a number of new accounts.

### Placing Goods in New Hands

President Samuel Olster, of the Ruyera Lopez Co., 137 North Third street, was in Chicago and Cincinnati last week. He has advised headquarters of the appointment as distributors of the Mutual Drug Co. and the Century Cigar Co., both of Cleveland.

Joseph W. Levy, of the John Steigerwald Co., 7th and Cherry streets, is in the Middle West with the firm's leaders, La Tonia and El Borita.

The Say More Cigar Factory, 1356 Ridge avenue, of which W. Herbst is manager, is now producing both the Say More and the Trujoy leaders in four sizes each and is placing both on the market in special holiday packings of fortieths.

### Testing Air Tight Packing

An effective demonstration of the air-tight packing in tins of the Chesterfield cigarettes is being made in the Balis store, 11th and Chestnut streets. A packing weighed down by an iron bar under water, in an aquarium, is shown, and the statement is made that though the can is rusting its contents will be found unimpaired when the can is opened. The display is creating much attention.

### In the Leaf Market

S. Weinberg, 121 North Third street, recently received the first shipment of the new crop of Florida and Georgia wrappers. The firm has some fine old Porto Rico which is in lively demand. It is getting in the 1920 packing of Pennsylvania from its Lititz warehouses. Louis S. Weinberg leaves this week for a trip through Pennsylvania.

Felix Eckerson, who has been ill for over a year, is reported as rapidly improving now and his early return to activities is anticipated. Willard Myers, of this firm, is on a trip through the State with Havana and Porto Rico and seed tobaccos.

Julius Vetterlein has returned to his home after recuperating from a long illness at Atlantic City and last week made his first appearance for several months at the store of J. Vetterlein & Co., leaf house, 115 Arch street.

Trade visitors to the leaf market recently included A. Hesse, of Bosch Bros., Porto Rican leaf dealers; William F. Shaw, of New York, with Porto Rican leaf, and Thomas F. Heally, of New York, with Havana offerings.

## Buy Hornell Business

CORNING, N. Y., Nov. 12.—W. E. Brown & Co. of this city have purchased the stock and good will of the Maple City Wholesale Tobacco Corporation of Hornell, and will continue the business in the lively city up the Canisteo. The Hornell store will be under the immediate management of Nathaniel Bates, until recently in the employ of the Corning Glass Works. Harry W. Brown, junior member of the firm of W. E. Brown & Co., will have general supervision of the store at Hornell. The Browns conduct a wholesale and retail tobacco store at 4 West Market St.

### Prices Not So Good As in Other Years

FALMOUTH, Pa., Nov. 12.—The farmers in this section are busily engaged in stripping tobacco. But few have sold their 1921 crop, and those which did sell have obtained not as good prices as other years.

## Virginia Growers Get Check

RICHMOND, Va., Nov. 12.—J. H. Quisenberry, of Louisa County, president of the Sun-Cured Tobacco Growers' Association, announced yesterday that checks for nearly $200,000 were being mailed to approximately 900 tobacco farmers, members of the association, representing their pool of the 1920 crop. Approximately $3 per 100 pounds more was realized by holding the crop for a more favorable market. The checks range from $50 to $1,300, and are going to growers in Caroline, Louisa, Hanover, Goochland and Fluvanna Counties.

Other officers of the association are W. S. Garrett, of Goochland, secretary and treasurer; W. W. Green, of Caroline, and J. C. Stiles, of Ashland. The tobacco was handled in Richmond by F. D. Williams & Co., which firm also acted as sales agent for the association.

## Take on Beech Nut

GREENSBORO, N. C., Nov. 14.—Beech-Nut cigarettes made their initial appearance in Greensboro last week. These cigarettes, packed 20 in a package to retail at 15 cents, are manufactured by P. Lorillard Co., New York.


# EL PRODUCTO

**"EL PRODUCTO" is more than a brand name. To an ever increasing army of smokers it means a distinctive cigar blend—an unusually high standard of quality and workmanship.**

**Each of these smokers can find his favorite shape among the ten sizes of El Producto, ranging from 10c to 30c.**

**Look over your stock. Have you *all* of the El Producto shapes that are popular in your community?**

**G. H. P. CIGAR CO., Inc.**
PHILADELPHIA

*for real enjoyment*

## Twice blessed

THE storekeeper who sells a man a Girard cigar is twice blessed. He has made a sale and a satisfied customer at the same time. You want the kind of men who can afford to buy Girard to come into your store regularly. A good way to get them started is to suggest Girard. Put a box right out front on the counter. They'll sell themselves.

Antonio
Roig & Langsdorf
Philadelphia
Established 50 years

# GIRARD

*Never gets on your nerves*

*BRANDS THAT BUILD UP BUSINESS*

**VEGA DEL REY**
**BOUQUET DE LA ADA**
**ARRIUS**
**AFFECIONADA**
**CAPITOL CLUB SPECIAL**

**S. H. FURGATCH Y CA., 75th Street & Avenue A., New York**

LIVE BRANDS
FOR LIVE JOBBERS

CLASS A, B AND C

*Write for Territory*

J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.

*If It's* TOBACCO *We Have It*

RED LION, PA. U. S. A.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City

*Write Us* if you need

PENNSYLVANIA

*Correspondence Solicited*

Seedleaf Tobacco Growers Company, Inc.

LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly

ESTABLISHED 1885

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory: 42 EAST FULTON ST.

Correspondence Solicited. LANCASTER, PA.

I. H. WEAVER CO.

LEAF TOBACCO

237-39-41-43 N. Prince St., LANCASTER, PA.

All Progressive Dealers Read TOBACCO

## San Francisco Satisfied

(*Continued from page* 21)

former and 10 and 15-cent in the latter—are being packed in fortieths for the holidays, no extra charge being made. These packings are proving popular and the factory is being hard pressed to fill orders.

### Doing Missionary Work

Jake Marcuse, city salesman for Frankel, Gerdts & Co., has returned from a missionary trip through the Sacramento Valley, where he went with representatives of Reynolds & Dyer, jobbers of Sacramento, Chico and Marysville, agents for Frankel, Gerdts & Co. in that territory. A. Czarnecki, who has been handling the San Francisco trade in Mr. Marcuse's absence, has headed toward southern California by way of the coast and will return north through the valley.

Joseph Oroche, cigar manufacturer of Los Angeles, visited San Francisco recently, coming here from the south in his automobile.

A. N. Tinker has established a cigar factory at 19 Columbus avenue, San Francisco.

Sam Hoffman of Martinez, and George T. Hansen of Berkeley, both cigar manufacturers, visited San Francisco this week.

Samples of new Florida tobacco are being received by express by the Golden State Leaf House, and, according to Dave Horn, the crop is very good.

The Van Camp cigar, manufactured by the Petri Italian-American Cigar Co., of San Francisco, has been gaining a strong foothold in California of late. The Van Camp entered the market about two years ago, but only in the past few months has it been energetically exploited.

### Philip Morris & Co. Cigarettes

Announcement is made that Pall Malls have been reduced from $22.50 to $20, Rounds from $19.50 to $17.00, and Kings from $38 to $35.

Penn's Tobacco is now being packed in vacuum tins, twenty-four 20-cent cuts to a tin.

### Selling the Goods

Sam Israel, Jackson street live-wire jobber, is having a great run on Garcia y Vega holiday packings. In fact, business is so good that it has been necessary to have stock rushed out here by express.

### Passing of Henry Bornemann

The trade has learned with regret of the death of Henry Bornemann, a veteran cigar salesman in this territory, who passed away a few days ago at his home in this city, following an extended illness.

The California Candy Co. is putting out a new line of penny candies which are finding wide favor with the trade.

### Bachman's Fire Loss Adjusted

S. Bachman & Co. suffered a $2,000 loss recently as the result of the destruction by fire of a salesmen's warehouse at Sacramento. W. E. Peters, manager of the company, has returned from the capitol city, where he adjusted the loss. Mr. Peters also went on to Fresno and disposed of the company's heavier delivery cars for two Dodge roadsters, which will cover the territory quicker and give better service to the trade.

### Personal Paragraphs

J. Ray Girard has succeeded W. F. Hambley as the representative of S. Bahman & Co. in the Fresno territory.

Morris Burke, representing J. J. Gans, New York, and having headquarters in Los Angeles, visited San Francisco today.

Chas. "Norwood" McCormick is in San Francisco in the interest of the Norwood and plans to also visit southern California while on the coast.

Milton Glass, who has been associated with the sales force of H. L. Judell & Co., has been appointed a representative of the Havana-American Tobacco Co., and will look after the interests of the El Belmont in this field. Mr. Glass will make his headquarters with H. L. Judell & Co., agents for the Havana-American Co.

Dan B. Dwyer, secretary of the San Francisco Retail Dealers' Association, returned recently from a tour of Europe. He was accompanied by Mrs. Dwyer on the trip.

Arthur Meyers, president of Michaelitschke Bros., has returned from Los Angeles.

## Pennsylvania Showing Up in Good Shape

LANCASTER, Pa., Nov. 12.—A few days of damp weather enabled growers to go through their tobacco sheds to examine their crops and all those who did so, claim they found the crop not only fairly well cured, but remarkably free from damage of any kind. In a few cases when the crop had been cut and housed very early, a small portion was taken down that will be stripped at the growers' leisure, but it will be some time before any quantity is taken down. There are many growers who think that there should be a freeze or two before the weed is in a good condition for stripping. Generally growers do not seem to be in a hurry about getting their crop ready for market as the impression is gaining ground that buying will be later than at first anticipated.

The growers note with a great deal of satisfaction that the last crop that was packed is fast getting into the packings. Quite a few farmers who packed their crops last season have sold within the last few weeks and they all say that if prices this season are not what they anticipate they will do the same thing this season, when they know their crops are far superior to those of last year.

## Forfeited Tobacco

WASHINGTON, D. C., Nov. 15.—The Treasury Department has amended the Customs Regulations, "to permit delivery, under certain conditions, to United States military or naval hospitals of abandoned or forfeited tobacco, snuff, cigars or cigarettes." It will be remembered that Congress a short time ago passed a bill allowing the distribution to naval hospitals of forfeited tobacco. The Treasury Department in announcing the amended regulations to the collectors of customs says:

"Pursuant to the Act of Congress authorizing the distribution of abandoned or forfeited tobacco, snuff, cigars or cigarettes to military and naval hospitals, approved October 14, 1921, the first paragraph of Article 809 of the Customs Regulations of 1915 is hereby amended to read as follows:

"If it shall appear that any abandoned, condemned, or forfeited tobacco, snuff, cigars or cigarettes, when offered for sale, will not bring a price equal to the internal revenue tax due thereon, they shall not be sold for consumption in the United States, but upon application the Commissioner of Internal Revenue may order the destruction of such articles by the officer in whose custody they may be at the time, or the delivery thereof, without payment of any tax, to any hospital maintained by the United States for the use of present or former members of the military or naval forces of the United States."

## Tax on Tobacco Imported Into Norway

WASHINGTON, D. C., Nov. 14.—All classes of tobacco imported into Norway are subject to two kinds of Government tax, according to the report which has been received by the Bureau of Foreign and Domestic Commerce from the American Consul at Christiania.

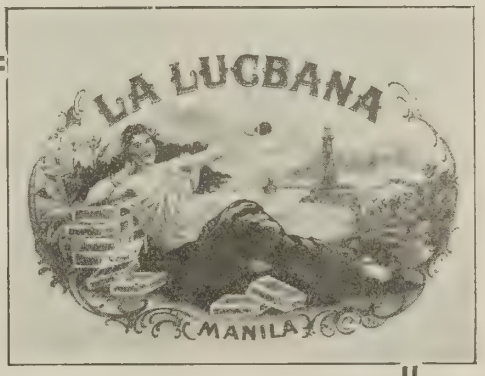
The first of these is a regular customs duty and the second a stamp tax on manufactured tobacco products. After the imported tobacco has passed the customs officials and the regular duty has been paid, the importer must purchase stamps equivalent to the amount of the second tax and affix them to each individual package of tobacco to be placed on the market. The duty is, of course, only collected on imports of tobacco and tobacco products, while the stamp tax affects Norwegian as well as foreign products.

FALK TOBACCO COMPANY, Inc., NEW YORK RICHMOND, LONDON

# Manila Cigars of Reputation

Our Motto:

*"Not to Undersell but to Excel."*




We maintain a uniform, dependable quality and offer surprisingly good values to be retailed at

**3 for 10c** **6 for 25c** **5c straight**

*Strictly Hand Made* *Long Filler* *Mild and Aromatic*

Our most popular sizes are:

| | | |
|---|---|---|
| Coronas Chicas | Coronas Grandes | Conquerors |
| Coronas | Club House | Perfectos Grandes |

*Direct Import Only*

Every Cigar Guaranteed by

MANILA COMMERCIAL COMPANY

Cigar Factory A-4-331, Manila, P. I.

New York Office: 11 Water St., New York City

FREDERIC LEDERER
TOBACCO
106 FRONT ST., NEW YORK
Cable Address: FRELEDER

SAN FELICE
For Gentlemen of Good Taste

The Nations Choice
for a Quarter of
a Century

Now Banded

The Deisel-Wemmer Co.
Makers, Lima, Ohio

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

E.M. SCHWARZ & CO'S MOZART & LOVERA
G.J. JOHNSON CIGAR CO'S DUTCH MASTER
44 CIGAR CO'S ADLON & 44
Consolidated Cigar Corporation's Standard Brands
Head Office
81st Street & East River
New York
S.I. DAVIS & CO'S EL SIDELO
T.J. DUNN & CO'S HARVESTER & BACHELOR
LILIES CIGAR CO'S LA AZORA

# Tobacco Exports from New York

## Custom House Figures for September, 1921

### Unmanufactured Leaf Tobacco

| | Dollars | Pounds |
|---|---|---|
| Austria | 100,395 | 543,376 |
| Azores | 2,123 | 4,052 |
| Belgium | 14,665 | 61,045 |
| Denmark | 30,892 | 169,007 |
| France | 4,336 | 17,584 |
| Germany | 192,060 | 682,182 |
| Gibraltar | 3,700 | 41,700 |
| Malta | 780 | 2,980 |
| Netherlands | 725 | 9,180 |
| Norway | 132,117 | 434,633 |
| Portugal | 80,256 | 322,208 |
| Spain | 568,750 | 3,384,369 |
| Sweden | 11,817 | 35,918 |
| Switzerland | 38,878 | 146,958 |
| England | 55,881 | 221,318 |
| Scotland | 1,062 | 3,219 |
| Panama | 1,571 | 3,880 |
| Newfoundland | 12,929 | 12,357 |
| Barbados | 39 | 256 |
| Trinidad | 16,533 | 47,439 |
| British West Indies | 6,165 | 23,804 |
| Danish West Indies | 760 | 3,344 |
| Dutch West Indies | 317 | 1,200 |
| French West Indies | 1,977 | 11,154 |
| Haiti | 20,241 | 88,830 |
| Argentine | 6,062 | 17,155 |
| Brazil | 616 | 2,362 |
| Colombia | 2,097 | 3,700 |
| British Guiana | 2,765 | 10,975 |
| Dutch Guiana | 3,342 | 14,495 |
| French Guiana | 588 | 2,550 |
| Esthonia | 42 | 210 |
| British India | 22,308 | 28,103 |
| Japan | 1,333 | 5,380 |
| New Zealand | 4,450 | 16,928 |
| British West Africa | 78,928 | 285,903 |
| British South Africa | 15,983 | 11,972 |
| Canary Islands | 4,864 | 17,085 |
| French Africa | 12,864 | 38,529 |
| Liberia | 3,927 | 11,525 |
| Portuguese Africa | 2,000 | 3,955 |
| Spanish Africa | 610 | 2,000 |
| Totals | 1,461,748 | 6,754,818 |

### Stems and Trimmings

| | Dollars | Pounds |
|---|---|---|
| Belgium | 536 | 3,437 |
| Denmark | 1,457 | 67,856 |
| England | 174 | 6,355 |
| Totals | 2,167 | 77,648 |

### Cigarettes

| | Dollars | Thousands |
|---|---|---|
| France | 6,098 | 920 |
| Germany | 15,300 | 13,125 |
| Italy | 15 | 2 |
| Norway | 860 | 175 |
| Sweden | 1,430 | 225 |
| Turkey in Europe | 4,020 | 1,000 |
| England | 3,746 | 505 |
| Bermuda | 23 | 5 |
| Costa Rica | 2,175 | 512 |
| Guatemala | 140 | 25 |
| Honduras | 342 | 75 |
| Nicaragua | 1,612 | 335 |
| Panama | 47,768 | 11,412 |
| Mexico | 6,240 | 1,388 |
| Miquelon | 415 | 165 |
| Newfoundland | 10 | 2 |
| Barbados | 60 | 11 |
| British West Indies | 812 | 407 |
| Danish West Indies | 1,482 | 474 |
| Dutch West Indies | 2,161 | 543 |
| Haiti | 4,755 | 1,148 |
| San Domingo | 4,553 | 1,015 |
| Argentine | 2,678 | 630 |
| Chile | 29 | 7 |
| Colombia | 2,894 | 566 |
| Dutch Guiana | 649 | 153 |
| Peru | 1,300 | 300 |
| Uruguay | 136 | 50 |
| Venezuela | 1,244 | 271 |
| China | 5,875 | 2,100 |
| Esthonia | 735 | 210 |
| British India | 11,487 | 3,216 |
| Dutch East Indies | 300 | 50 |
| Japan | 1,290 | 100 |
| Philippine Islands | 290 | 60 |
| Poland | 2,785 | 1,173 |
| Hejaz | 3,000 | 900 |
| Totals | 138,619 | 43,255 |

### Cigars

| | Dollars | Thousands |
|---|---|---|
| France | 40 | 1 |
| England | 175 | 1 |
| Argentine | 185 | 5 |
| Japan | 5,040 | 110 |
| Totals | 5,440 | 117 |

### Plug Tobacco

| | Dollars | Pounds |
|---|---|---|
| Denmark | 5,000 | 5,000 |
| Sweden | 18,526 | 23,478 |
| England | 9,678 | 17,036 |
| Bermuda | 635 | 1,600 |
| Nicaragua | 14 | 24 |
| Panama | 3,253 | 8,668 |
| Mexico | 65 | 120 |
| Newfoundland | 4,937 | 13,140 |
| Barbados | 1,650 | 3,226 |
| British West Indies | 1,953 | 4,220 |
| Cuba | 2,938 | 7,896 |
| Danish West Indies | 27 | 53 |
| Dutch West Indies | 1,602 | 3,433 |
| Haiti | 66 | 120 |
| Argentine | 200 | 200 |
| China | 246 | 242 |
| Hong Kong | 438 | 766 |
| New Zealand | 695 | 680 |
| Philippine Islands | 110 | 104 |
| Canary Islands | 720 | 1,600 |
| Totals | 52,753 | 91,606 |

### Smoking Tobacco

| | Dollars | Pounds |
|---|---|---|
| Belgium | 77 | 110 |
| Denmark | 700 | 1,000 |
| Norway | 1,149 | 1,570 |
| Sweden | 1,585 | 2,363 |
| Bermuda | 46 | 150 |
| Costa Rica | 104 | 125 |
| Nicaragua | 172 | 145 |
| Panama | 5,327 | 6,679 |
| Mexico | 311 | 353 |
| Newfoundland | 1,533 | 1,700 |
| Barbados | 70 | 200 |
| Jamaica | 20 | 30 |
| Trinidad | 2,618 | 7,479 |
| British West Indies | 44 | 146 |
| Cuba | 3,440 | 4,258 |
| Danish West Indies | 52 | 57 |
| Dutch West Indies | 15 | 50 |
| Haiti | 514 | 594 |
| San Domingo | 653 | 809 |
| Argentine | 1,593 | 1,580 |
| Uruguay | 80 | 250 |
| China | 505 | 650 |
| British India | 76 | 74 |
| Dutch East India | 984 | 2,040 |
| Hong Kong | 364 | 428 |
| Australia | 109 | 100 |
| Philippine Islands | 61 | 54 |
| British East Africa | 7,700 | 11,000 |
| Poland | 202 | 268 |
| Totals | 30,104 | 44,332 |

### Other Tobacco Manufacturers

| | Dollars |
|---|---|
| Belgium | 7,700 |
| Denmark | 112 |
| Germany | 1,150 |
| Gibraltar | 12,354 |
| Netherlands | 46 |
| Norway | 25 |
| Panama | 280 |
| Newfoundland | 18 |
| Barbados | 360 |
| Cuba | 3,218 |
| Haiti | 25 |
| Argentine | 50 |

JOSEPH HOLZMAN
IMPORTER OF
SUMATRA AND HAVANA
TOBACCO
PACKER OF
DOMESTIC
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

List of jobbers, importers and manufacturers on application.

**MANILA AD. AGENCY, (C. A. Bond, Mgr.)**
**15 William Street** **New York**

New OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York



THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

MURAD
THE TURKISH CIGARETTE

Every day MURADS are held higher in the estimation of the men who smoke them.

They are the standard of Taste.

They never disappoint—never fail—never change—

They are 100% pure Turkish tobacco—of the finest varieties grown.

Men are proud to smoke them in any company—on any occasion.

They are the largest selling high-grade cigarette in the world.

The cigarette smokers of America DO prefer Quality to Quantity.

*"Judge for Yourself—!"*

Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World


## Chicago

(*Continued from page 7*)

bers' Association, which is made up of all the reputable Chicago jobbers and who some time ago agreed not to give the trade any discount other than 5 per cent. This move on the part of Feldman, Seigel & Marx is sure to create a lot of bad feeling among the other houses.

### Featuring Pancho Arango

This is Pancho Arango week with the Carl A. Paulson stores, and all the display windows are full of this well known clear Havana cigar. By special arrangement with Wm. J. Seidenberg Co., the Paulson chain is using the newspapers telling the public of Pancho Arango.

### A Double Barreled Mission

A. L. Cuesta, of Cuesta Rey & Co., is due in a few days. He will be here to attend a Rotary Club convention and at the same time will go over business matters with his representative, Herbert Mesick, who is stationed here.

### Looking Things Over

Wm. J. Seidenberg, of the Wm. J. Seidenberg Co., New York and Tampa, is here visiting the Chicago office of the firm. Wm. Waldman, sales manager of the Chicago branch, is very busy with his crew of salesmen pushing La Docilla and Pancho Arango.

### To Open Number Six

Newbauer & Weber will open their sixth retail store here in a few days. The new location is at Lawrence street and Kedzie avenue. Newbauer & Weber are live wires and coming to the front fast.

### Makes Good Report

Ed Klein, of the Cortez Cigar Co., called and said his orders for Herman Cortez were indeed very heavy. He also reports a good sale for the Key West Klip 10-cent cigar, packed in tins of 50.

### Keeping Up the Pace

E. P. Oakes has left for Springfield and Danville to book a few late orders for Gato and Cressida cigars.

### Still Going Strong

Frank MacDonald, of F. Garcia & Bro., Tampa, is here, still looking for orders to be shipped this year.

### Keeps the Boys Posted

Henry E. Ackerburg, 187 West Madison street, shows a fine display of La Docilla, a new line of mild Havanas. Henry is one of TOBACCO's best friends and keeps each issue on file for the salesmen to read.

### Going After More Material

Harry Barron, of Barron Bros., leaves for Cuba on a buying trip about the 20th. Their large factory on Van Buren street is working at full speed turning out High Sovereign clear Havana cigars, which have a wide local distribution.

### Neat Holiday Package

El Dallo, tissue wrapped, 12 Perfecto size in neat cardboard boxes, are being placed to retail at $1. It is a neat holiday package at this price.

### Steaming Ahead

Nathan Fox Co. is using much steam in featuring the 10-cent Philadelphia hand-made cigar. Mr. Morris, of Bayuk Bros., is here assisting Fox's salesmen.

### Big Buckeye Business

Herbert Mesick has returned and will remain here the rest of the year. He reports his trip through Ohio as being the largest trip he has made since he has been with Cuesta Rey & Co.

### A Good Repeater

Randall-Landfield Co. are placing a new 2-for-25-cent size of their Press Club cigar under the Marblehead front mark. Press Club is Havana filled, Java wrapped and repeats well here.

### A Rebate Offer

P. Lorillard Co. is offering the trade a 35-cent rebate on each 1,000 Helmar, London Life, Mogul, Muriad, Luxury, Trophies or Egyptian Deities, one brand or assorted.

### Increases Free Offer

Liggett & Myers Tobacco Co. has increased the free deal on one thousand cigarettes, one brand or assorted, from 20 Chesterfields in boxes of 10 to 30.

### Featuring Condax Cigarettes

Harry D. Branch, formerly with F. Couthoni in the Morrison Hotel, is now with E. A. Condax & Co. Branch is working the south side trade and has many fine Condax windows showing in the southern section of the city.

### Know How to Cater to Customers

Gus Stange is the manager of Fred L. Wells' main store at 200 West Jackson Blvd. Gus is one of the best cigar men in the "Windy City" and has a happy faculty of knowing what each of his customers demand.

### In Attractive Apparel

We understand English Oval cigarettes will shortly appear in their holiday dress. Four packages of 20's, wrapped in Yuletide apparel, to retail at $1, is the Christmas offering of this brand from Philip Morris & Co.

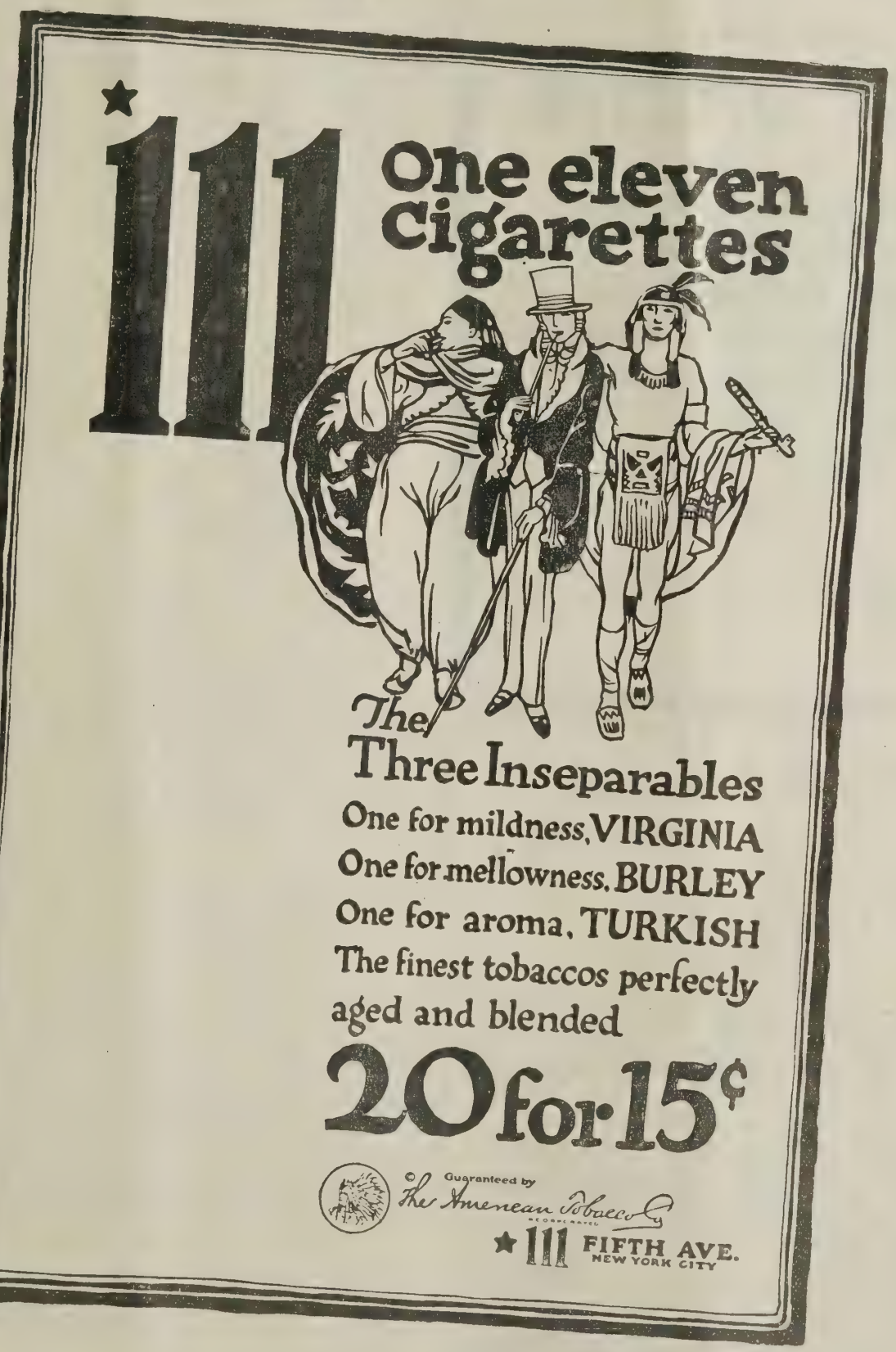
### Getting Good Distribution

Piccadilly short smokes in the new red tin boxes are well distributed. They retail for 16 cents.


THE JOBBER AND THE RETAILER
can obtain this
BIG 5c.
straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

ILANG-ILANG
is packed in 100s
Exclusive territory for
JOBBERS
Dont Delay—Get this brand for your territory.

Henry Ottenberg
146 Front Street New York




One of a series of
newspaper advertisements

# PARK & TILFORD

**are the**

# LARGEST IMPORTERS

**of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.**

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**

# MENENDEZ & CO.

**Leaf Dealers, Packers and Exporters OF**

# TOBACCO

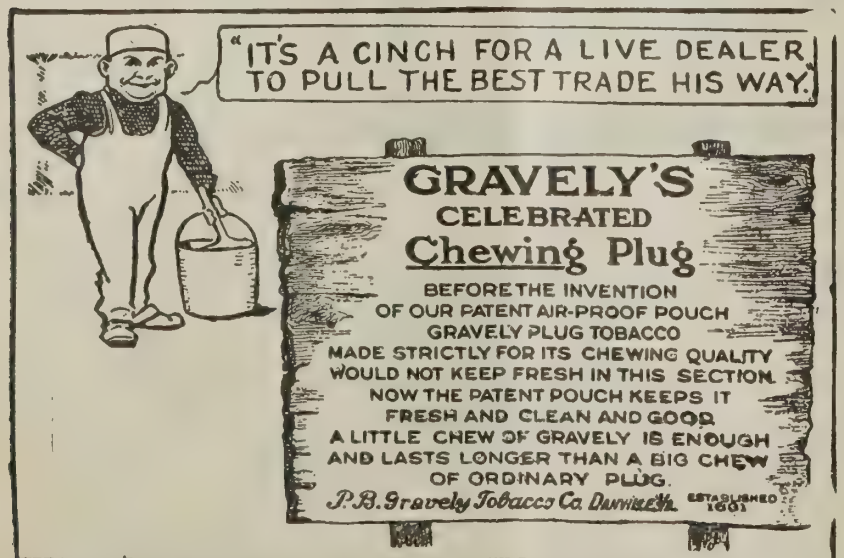
**Cable Parra** **87 Amistad St., HABANA, CUBA**

# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN

**All Kinds of Havana Leaf Tobacco**

**129 Lealtad St., cor. Dragones St. HAVANA, CUBA**

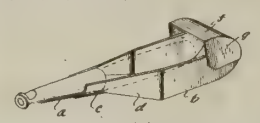




## Patents Recently Granted

By U. S. Patent Office

No. 1,395,320. CIGAR AND CIGARETTE HOLDER. Frank P. Williams, Detroit, Mich. Filed Feb. 2, 1920. Serial No. 355,566. 6 claims.

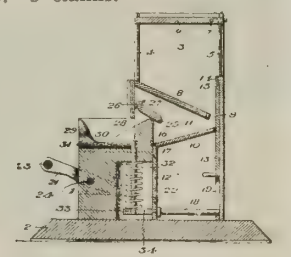


1,395,320

A combined ash catcher and cigar shield, comprising a pan member provided with means for securing the same to a cigar holder, and a hood having end walls that are initially made to slightly converge and which require spreading to fit them over the side walls of the pan, said end walls when fitting over the side walls of the pan serving to give the hood a friction pivot upon the pan so that the same can swing down over the end of the pan or be swung up to project above the end of the pan.

* * *

No. 1,395,388. MATCH AND TOOTHPICK DISPENSER. John D. Byer, Butte, Mont. Filed April 6, 1920. Serial No. 371,665. 3 claims.

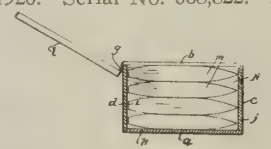


1,395,388

In a dispenser for toothpicks or matches, the combination with a compartment or holder for the toothpicks or matches, of a dispensing slide operating in the front part of said compartment, a stirrer or agitator operating in the rear part of said compartment for the toothpicks or matches, and an operative connection between the dispensing slide and the stirrer or agitator.

* * *

No. 1,395,467. CIGAR-PACKAGE. Meyer Bayuk, Philadelphia, Pa. Filed March 26, 1920. Serial No. 368,822. 1 claim.

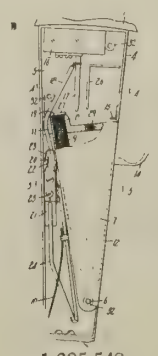


1,395,467

A package comprising an outer thin sheet metal box, having a bottom, a front wall, a rear wall, end walls and a lid, a rigid lining for the box formed of loose separately inserted front, rear and end wooden plates, and cigars within the package extending transversely with relation to the front and rear plates, the front and rear plates being held in position by the end plates, to prevent the longitudinal crushing of the cigars, while the end plates are held in position by the lateral pressure of the cigars.

* * *

No. 1,395,548. CIGAR-LIGHTER FOR STEERING-WHEELS. Edward H. Anshelm, Cambridge, Mass., assignor to Daniel I. Hayes, Pawtucket, R. I. Filed Jan. 20, 1920. Serial No. 352,729. 14 claims.



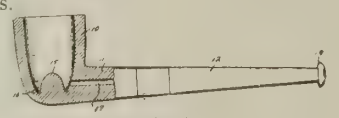
1,395,548

A steering wheel embodying therein a hollow spoke constituting a casing, a source of electric supply, and manually operated flame producing means located within said spoke and connected with said source of electric supply.

A cigar lighter having, in combination, a casing provided with an opening in the side thereof, a fuel receptacle adapted to oscillate within said casing and through said opening, a wick in said fuel receptacle, an electric switch, means to normally hold said fuel receptacle against said switch and thereby break an electric circuit therethrough, a pair of electrodes, and means to automatically close said electric circuit through said switch and ignite said wick during the oscillatory movements of said fuel receptacle.

* * *

No. 1,395,817. TOBACCO-PIPE. Herbert Gregson, Weehawken, N. J. Filed Nov. 22, 1919. Serial No. 340,055. 2 claims.



1,395,817

In a tobacco pipe, a bowl provided at its base with a centrally disposed protuberant solid member forming with the wall of the bowl an annular draft chamber from which leads a bore connected with the pipe stem, the said bore opening into one side of the said annular draft chamber above the bottom thereof and a distance below the top of the said protuberant member.

* * *

No. 1,395,843. METHOD OF MAKING CIGAR-BOXES. Henry Leiman, Tampa, Fla. Filed Jan. 14, 1920. Serial No. 351,293. 6 claims.

1,395,843

The method of making a lined box which consists in cementing a lining material to a slab, cutting crossing grooves through the lining material and in the slab from edge to edge, severing the corner pieces lying within the angles formed by end portions of the crossing grooves, bending the blank thus formed along the grooves until the end edges of the side walls meet and securing the side walls together.

## Registered Trade-Marks

In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

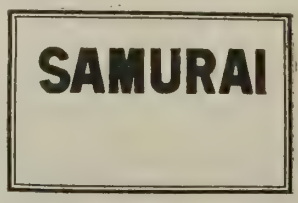
Serial No. 110,970. Comoy Verguet, St. Claude, France. Filed May 17, 1918. Officially published Nov. 7, 1921.

110,970

*The particular description of goods.*—Cigar and Cigarette Holders Not of Precious Metals or Plated with Precious Metal. *Claims use* since Sept. 27, 1913.

* * *

Serial No. 113,318. Suzuki & Co., Higashi-Kawasakicho, Hyogo, Kobe, Japan. Filed Sept. 23, 1918. Officially published Nov. 7, 1921.



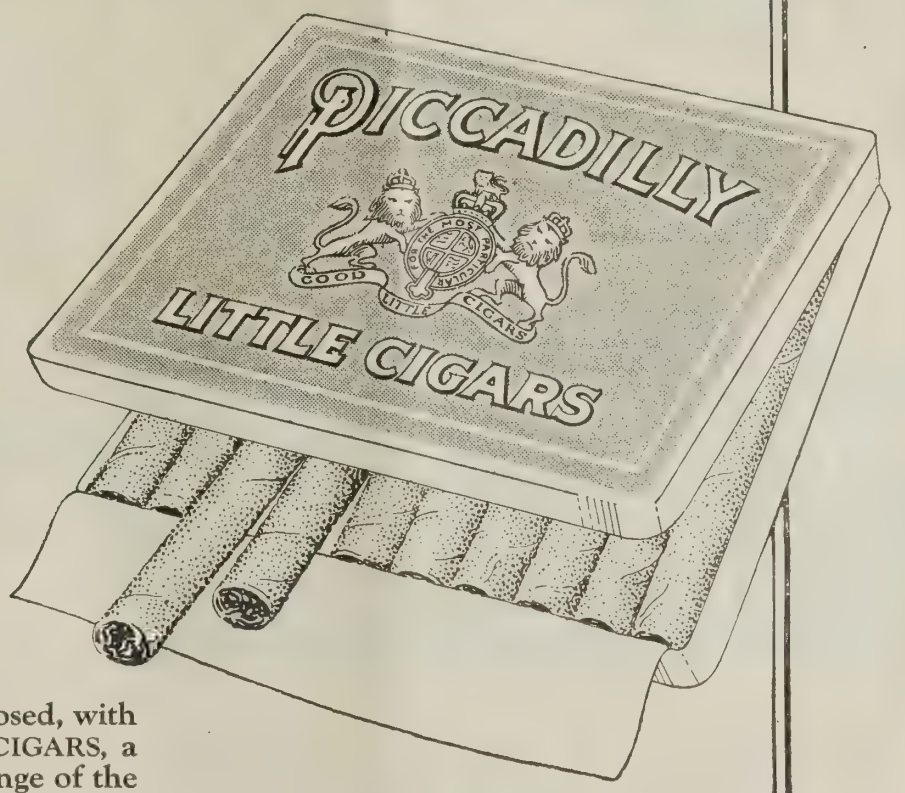

113,318

*The particular description of goods.*—Matches. *Claims use* since Oct. 29, 1915

(*Continued on page* 32)

The vote was for the

# New Red Package




During the last few months we enclosed, with each tin of PICCADILLY LITTLE CIGARS, a booklet describing the proposed change of the color of the package from blue to red.

Because—we wanted to get the *consumers' opinion* before we made the change.

## *They Were Unanimously in Favour of It!*

Therefore in the future all dealers will receive the new red package.

This vote is an example of our fundamental policy to act upon the opinion of the consumer—to make certain first of all, whether any change of policy or package meets with his approval.

Because—our goods *must* please. We give an unqualified GUARANTEE to take them back if they do not.

Guaranteed by

© The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York

# Feature the New Red Tins

# CIGARETTE FACTORY SUPPLIES

**Cigarette machines for sale or for rent.**
**Machine operators furnished by the day or week.**
**Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.**

***Write or phone for quick service.***

**New York Cigarette Machine Co., Inc.**
**2-6 Elm St., New York. Phone Worth 3820**



FIRST CONSUL
CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO
CIGARS



L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE



# PERFECT LITHOGRAPHY

CIGAR LABELS BANDS

**American Box Supply Co.**
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.



CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK


## Patents

(*Continued from page* 30)

Serial No. 128,905. Samuel George Tripp, Berne, Switzerland. Filed Feb. 25, 1920.

**Tabbox**

128,905

*The particular description of goods.*—Tobacco-Boxes, Made of Steel, Brass, and Nickel-Plated Alpaca. *Claims use* since May 1, 1919. Officially published Nov. 7, 1921.

* * *

Serial No. 139,139. Wilmort Manufacturing Company, Chicago, Ill. Filed Nov. 3, 1920. Officially published Nov. 7, 1921.

**Wilmort**
**Humidette**

139,139

*The particular description of goods.*—Humidors of Small Sizes. *Claims use* since Oct. 27, 1920.

* * *

Serial No. 141,132. Simon, Vuillard & Strauss, London, England. Filed Dec. 15, 1920. Officially published Nov. 7, 1921.

CAPTAIN COMFY

141,132

Consisting of the words "Captain Comfy." *Particular description of goods.*—Briar Pipes. *Claims use* since Jan. 2, 1909.

* * *

Serial No. 143,862. The General Match Company, Cincinnati, Ohio. Filed Feb. 21, 1921. Officially published Nov. 7, 1921.

143,862

Consisting of the representation of a red bird and the words "Red Bird." *Particular description of goods.*—Matches. *Claims use* since about Oct. 1, 1920.

* * *

Serial No. 145,041. Caxton P. Rhodes, San Francisco, Calif. Filed March 21, 1921. Officially published Nov. 7, 1921.

**Ejecto**

145,041

*Particular description of goods.*—Mouthpiece-Holders for Tobacco Products. *Claims use* since Feb. 1, 1921.

### Give Chattel Mortgage

SAN FRANCISCO.—Pfeffer & Fishback, cigar dealers at 499 Haight street, have given a chattel mortgage on the business.

## Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Cuba**

*S. S. Morro Castle* —Nov. 9

| | Cases |
|---|---|
| G. S. Nicholas & Son | 5 |
| Park & Tilford | 45 |
| Acker, Merrall & Condit Co. | 12 |
| United Cigar Stores Co. | 9 |
| B. Wasserman & Co. | 11 |
| G. W. Faber, Inc. | 29 |
| Charles & Co. | 6 |
| Stearn Co. | 4 |
| Arthur Billio & Co. | 1 |
| R. F. Downing & Co. | 2 |
| Grosvernor Nicholas & Co. | 5 |

**Tobacco from Cuba**

*S. S. Morro Castle* —Nov. 9

| | Bales |
|---|---|
| S. Rossin & Sons | 50 |
| J. Bernheim & Sons | 20 |
| New York & Cuba Mail S.S. Co. | 1 |
| Friend & Co., Inc. | 5 |
| Victor Toledo | 10 |
| Max Schwarz | 15 |
| Hinsdale, Smith & Co. | 10 |
| E. Rosenwald & Bro. | 42 |
| Henry Oppenheimer & Co. | 5 |
| S. Ruppin, Inc. | 34 |
| Bernard, Judae & Co. (for G. & M. Cigar Co., South Bend, Ind.) | 31 |

| | Barrels |
|---|---|
| Max Schwarz | 7 |
| Hinsdale, Smith & Co. | 93 |
| F. Miranda & Co. | 11 |
| E. Rosenwald & Bro. | 35 |
| Cruz Bros. | 12 |
| S. Ruppin, Inc. | 8 |
| New York & Tampa Cigar Co. | 20 |
| S. Rossin & Sons | 21 |
| M. A. Andre | 18 |
| Park & Tilford | 3 cases |
| | Packs |
| Yocum Bros. | 16 |
| S. Rossin & Sons | 18 |
| J. Bernheim & Sons | 77 |
| I. Kaffenberg's Son | 10 |
| Victor Toledo | 20 |
| Hussey Leaf Tobacco Co. | 10 |
| Cruz Bros. | 11 |
| Consolidated Cigar Corp. | 100 |
| American Cigar Co. | 42 |
| M. Palacios | 1 |
| Henry Oppenheimer & Co. | 12 |
| Bernard, Judae & Co. (for J. Krauss, Chicago) | 10 |

*S. S. Ulua* —Nov. 13

| | |
|---|---|
| I. Kaffenburg & Sons | 70 bales |
| I. Kaffenburg & Sons | 15 packs |
| Bernard, Judae & Co. | 8 sacks |

(*Continued on page* 34)


The House of Special Process
**High Grade Cigar Bands and Labels**
ESTABLISHED 1870
*50 Years' Experience in Lithographic Art*
WM. STEINER SONS & CO.
257-265 WEST 17th ST. NEW YORK CITY

Charles Denby
BEARS THE DISTINCTION OF NATIONAL FAME AND DISTRIBUTION

LA FENDRICH
HAVANA CIGAR
THE EXTRAORDINARY SALE PROVES ITS GENUINE WORTH AND MERIT

H. FENDRICH (INCORPORATED) EVANSVILLE, IND.
MAKERS OF GOOD CIGARS FOR 71 YEARS

# Keeping Faith

Our lifelong knowledge of choice tobaccos, our years of manufacturing experience and our up-to-date facilities are concentrated on making CAMELS the finest cigarette that can be produced.

Into THIS ONE BRAND we put the UTMOST QUALITY. A better cigarette cannot be made—even for a higher price.

CAMEL is THE QUALITY CIGARETTE—made for men who think for themselves—for folks who appreciate really fine tobacco.

ONE BRAND—ONE QUALITY—ONE SIZE PACKAGE.

That is the way we keep faith with the smoker and with YOU.

R. J. REYNOLDS TOBACCO CO.
Winston-Salem, N. C.

# Camel

*"Wherever Gentlemen Are"*

# EL ROI-TAN

*Sold Everywhere*
*Good Anywhere*

PERFECT CIGARS

## Directory *of* TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

**Tobacco Association of the United States**

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

## Imports at New York

(*Continued from page 32*)

**Cigars from Porto Rico**

*S. S. Cananova* —Nov. 14
Henry Ottenberg .....2 cases

**Tobacco from Porto Rico**

*S. S. Cananova* —Nov. 14
Bales
American Cigar Co. ..... 769
E. Rosenwald & Bro. ..... 60
Barrels
E. Rosenwald & Bro. ..... 201
Durlach Bros., Inc. ..... 59
Rosenstadt & Waller..... 239
J. Cohn & Co., Inc. ..... 55
Villa, Lanza & Co..... 32
Wm. Schall & Co. ..... 18
A. M. Lech ..... 12

*S. S. Caracas* —Nov. 14
Bales
American Cigar Co. .....1255
Durlach Bros., Inc ..... 21
P. Lorillard & Co. .....1000
Stern, Mendelsohn & Co., Inc..... 13
Barrels
American Cigar Co. ..... 260
Durlach Bros., Inc. .....213
Stern, Mendelsohn & Co., Inc..... 206

**Tobacco from Antwerp**

*S. S. Finland* —Nov. 7
American Foreign Serv. Corp...1 case

**Tobacco from Rotterdam**

*S. S. Ryndam* —Nov. 12
Bales
E. Rosenwald & Bro..... 70
Cullman Bros. ..... 52
Rapp-Muller & Co., Inc. ..... 26
H. Duys & Co., Inc..... 66
Cases
American Express Co. ..... 2
W. Van Doorn (Philadelphia, Pa.) 192
Boxes
Morris Rosenberg & Co. ..... 1
H. Duys & Co. ..... 1

**Tobacco from Liverpool**

*S. S. Aquitania* —Nov. 11
Irving National Bank.....2 cases

**Tobacco from London**

*S. S. Menominee* —Nov. 11
Irving National Bank.....1 case

**Tobacco from Constantinople**

*S. S. Gul Djemal* —Nov. 10
P. Djacoma .....7 bales
P. Djacoma .....62 cases

**Tobacco from Shanghai**

*S. S. Bell Flour* —Nov. 14
John Jurgens & Co.....200 cases

**Tobacco from Smyrna and Valencia**

*S. S. Asia* —Nov. 7
Bales
Universal Leaf Tobacco Co..... 242
Liggett & Myers Tobacco Co..... 2564

**Tobacco from Smyrna**

*S. S. Blair* —Nov. 10
Bales
Liggett & Myers Tobacco Co.....2925
Standard Commercial Tob. Co...3496
National City Bank ..... 65

**Tobacco from Calamata**

*S. S. Blair* —Nov. 10
George A. Carlias.....10 packs

**Tobacco from Puerto Plata**

*S. S. Algonquin* —Nov. 11
National City Bank.....44 bales

**Pipes from Rotterdam**

*S. S. Ryndam* —Nov. 12
A. B. Newman & Co. .....1 case

**Pipes from London**

*S. S. Vardulia* —Nov. 13
A. Oppenheimer & Co.....2 cases

**Tobacconists' Goods from London**

*S. S. Montana* —Nov. 5
Adolf Frankau & Co.....3 Cases

**Cigarettes from Santiago de Cuba**

—Nov. 7
J. H. Brown, N. Y. & Nassau....1 case

**Licorice Juice from Catania**

*S. S. Phoebus* —Nov. 9
Giacomo Ecora & Co. .....20 cases

**Cigarette Paper from Marseilles and Barcelona**

*S. S. Phoebus* —Nov. 9
Peter J. Schweitzer.....107 cases
United Fruit Co., in bond to
Puerto Barrios .....23 bales

*S. S. Roma* —Nov. 12
Peter J. Schweitzer.....50 cases

**Cigarette Paper from Bordeaux**

*S. S. Pipestone City* —Nov. 11
American Tobacco Co. .....400 cases

### Mixed Delights

DE PERE, WIS. — Henry Toonen has opened a cigar, soft drink and candy store here on George street.

## CLASSIFIED ADVERTISEMENTS

### FOR SALE

| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP.... | 45c |
| CONN. CIGAR SCRAP..... | 15c |
| PICADURA SCRAP..... | 12c |

SAMPLES SENT ON REQUEST

J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

### Cohn Bros. Cigar Co., Inc.

CHICAGO. — Cohn Bros. Cigar Co., 325 West Madison street, has been incorporated by Isidore Cohn, Herman Cohn and H. Cohn. Capital stock, $10,000.

### New Jobbing Building

KOKOMO, IND. — A new $40,000 business block will be constructed soon by Hamilton, Harris & Co., local tobacco jobbers. A deal has just been closed whereby a lot at Union and Taylor streets was bought for the building.

NEW
PORTO RICO
All grades. Carefully selected of best quality
INLAND TOBACCOS
Samples with lowest quotations furnished upon application.

QUALITY - PURITY - UNIFORMITY - GUARANTEED - TRADE MARK M.B.&Co. REGISTERED

Joseph Mendelsohn, Milton Samuels } V. Presidents
Joseph F. Cullman, Jr. President
Chas. W. Duignan, Treasurer
Harry S. Rothschild, Secretary

STERN-MENDELSOHN CO. INC.
HAVANA & PORTO RICO TOBACCO

PACKING HOUSES
HAVANA, CUBA
CATANO, PORTO RICO

165 FRONT STREET
NEW YORK

# TOBACCO

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## Telling How the Trade Marks Time in Tampa

**Immediate Effects of Strike Are Rather Slight—Factories "Within Ninety Per Cent of Up on Holiday Orders"—Fire Destroys Establishment of Henriquez Cigar Co.—Loss $39,000—Insurance $30,000—Much Inflammatory Gossip—The Cigar Makers Walked Out Without Warning—Agitators Back on the Job.**

TAMPA, Fla., Nov. 20.—Tampa's cigar industry is practically marking time as the new week opens, following the strike which began Thursday in West Tampa and spread to all the factories in the city, following the strike referendum Friday afternoon. The workers are demanding the reinstatement of the scale observed prior to the cut of July 19 and the return of "readers" in the factories. They claim the manufacturers promised, when the ten-month strike of last year ended in February, that the wage scale would not be reduced. Meanwhile the manufacturers claim that reduction of the scale was essential to the re-establishment of the industry in competition with other fields, where they claim the wage scale is lower than in Tampa. Approximately 8,000 cigarmakers are idle, along with 1,500 other employes. Only the packers are still at work, and when the present supply of manufactured goods is all packed, they will be out too.

As to the effect of the strike on the trade immediately, it will be slight. A prolonged strike, will of course mean the dropping of the Tampa product from the field. Right now practically every factory in the city is within 90 per cent of "up" with its holiday orders, or will be at that stage when goods in the house are packed and shipped. Some of the factories are as low as 75 per cent up, but they are very few. Of course the re-orders, which were coming in briskly, will have to go unfilled from now on.

The opening hours of the strike reached the climax early Sunday morning with the destruction of the big factory of the Henriquez Cigar Co., in West Tampa with a loss of $39,000 and insurance of $30,000. Of this fire, which is the subject of much inflammatory gossip, and many direct accusations against the strikers, the *Tribune*, rigidly avoiding any charge which might inflame the people or lead to violence, tells the story in a series of trite statements of fact:

Fire of unknown origin, which enveloped the huge frame structure almost with the first flare, completely destroyed the cigar factory of the Henriquez Cigar Company, at the intersection of Pine street and Armenia avenue, a garage in the rear and an automobile owned by Enriquez Henriquez, the manager of the company, early this morning, with a total loss of approximately $39,000 and insurance of $30,000, according to Mr. Henriquez, who is mayor of West Tampa.

The frame structure, a three-story affair about 150 feet by 50 feet, was valued at $12,000, according to Mr. Henriquez, the stock was valued at $20,000, fixtures , etc., at $2,500, and the automobile, the personal property of Mr. Henriquez, at $4,000. There was $29,000 insurance on the building and contents and $1,000 insurance on the automobile.

One frame dwelling across the street from the factory caught fire, but was saved with a damage of approximately $200 to roof and paint.

Jimmy Keggin, who was on Howard avenue, near Pine, about a block from the fire when it started, at about 12:25 A. M., said, the first sign he saw of the fire appeared as if the entire factory was ablaze all at once. Some one told Marshal Logan that the first blaze was seen from the rear of the factory, apparently. No one could be found at 3 o'clock who had seen the first start.

Authorities are working on the supposition that the fire was of incendiary origin.

The Henriquez Cigar Company is a corporation of which T. D. Fisher is president; E. Henriquez, Jr., vice-president; Mario Henriquez, secretary, and E. Henriquez, treasurer and general manager.

The factory was among the local factories practically closed up by the strike of cigarmakers last week.

Many people are pointing to the fact that the strikers would hardly have dared set fire to the factory, fearing a fate that met the leaders of the strike back in 1910-11 when two men were lynched and several sent to jail following the firing on local factories, and committing other offences.

### Statement by Manufacturers

Statements by the manufacturers are being withheld, but the following is a summary of the consensus of opinion of different members of the association interviewed on the subject:

The strike came as a complete surprise

(*Continued on page 27*)

### Only One Factory Working

TAMPA, Fla., Nov. 21.—Not a factory —with the exception of the C. H. S. plant —is working this morning, following the cigarmakers' strike that began Thursday. The pickers, packers and selectors are still on the job finishing up goods manufactured. All the factories are remaining open but aside from a stray worker or couple, there isn't anything doing to mention.

The Val Antuono factory has seldom suffered from strikes since that shop went straight out to open shop several years ago, and so far the strike leaders haven't reached his workers, who have no union affiliations and as a whole are generally out of the union's scope. The strike is a general merger of union and non-union interests, though, and it is not known whether the leaders will be able to reach the C. H. S. workers or not.

### Less Harsh in Opinions

The tendency to lay the Henriquez factory fire against the unions is slacking up. That it was incendiary is apparently not doubted, but the unions and strike leaders got a good lesson in the 1910-11 strike and it is not believed they would be foolhardy again. It is also recalled that the same crowd that attempted the life of Municipal Judge H. Blaine Peacock a couple of weeks ago may have started the fire in revenge—as the case with the Peacock attempt—for the clean-up campaign being waged in West Tampa, of which Enrique Henriquez, manager of the burned plant, is mayor.

### Reject Offer of Strikers

Special telegram to TOBACCO

TAMPA, Fla., Nov. 22.—Demands of the striking cigarmakers for the old wage scale and permits for readers were rejected today (Tuesday) by the manufacfacturers at a meeting, and an injunction against the union may be sought by the manufacturers.

### Antuono Workers Strike

Special telegram to TOBACCO

TAMPA, Fla., Nov. 23.—Cigarmakers in Val M. Antuono's C. H. S. cigar factory have also gone out on strike. This closes all of Tampa's factories.

### Good Old Smoker Gone

UTICA, N. Y., Nov. 18.—Edward Bubrey, aged 105 years, died at his home in Clayville, near Utica., last night. He was born in Brasher Falls, N. Y., May 5, 1816, and most of his life was spent in that section. He had enjoyed practically unbroken good health until a few hours before his death. Mr. Bubrey smoked almost constantly and every night rose three or four times to hit his old pipe. His survivors include one daughter, 85 years old, living in the vicinity of Brasher Falls.

### La Verdad and Palo Boom

Due to the efforts of Carl Hobalt, of Simon Batt & Co., 152 West 42nd street, La Verdad and Palo cigars are appearing on an increasing number of counters in the Metropolitan district. Both are good repeaters and by their quality build up a loyal clientele.

## Amsterdam Java Sale Failed to Arouse Interest

**Dealers with Gorged Warehouses Reluctant to Buy More Without Opportunity to Sell—About Half of Offerings Remained Unsold—None Suitable for U. S. Market—Next Inscription Dec. 2—Summary of 1921 Sumatra Sales.**

AMSTERDAM, Holland, Nov. 5.—Notwithstanding the deplorable state of business the Java sales are folowing close upon each other, and although the dealers have not been selling lately, so to say, a bale of tobacco, they have 'till yesterday's inscription, taken up every bale that was put up for sale; but now it seems that they have enough of filling up their warehouses without having any opportunity to sell. The interest for yesterday's sale was nihil, and the import houses could hardly get any offer for their lots, and if they were so lucky in getting them they were generally so low that the importers did not sell.

### Next Sale, December 2

About half of the offerings remained unsold and, as it can be expected that the sale, which was announced for Nov. 18, will also give the same dull aspect, it has been decided that this sale will not be held. Next sale will probably take place December 2, but it will depend on general market conditions whether any Verstenlanden tobacco will be offered in this inscription. The tobacco offered in yesterday's sale was only of a medium to inferior style and did not contain a single mark suitable for the United States and it is almost sure also that the coming sales will not bring out any suitable goods.

### Sumatra Sales During 1921

During the year's campaign 145,507 bales of Sumatra tobacco has been sold, yielding an average price of 284 Dutch cents per ½ kilo, or a total amount of about 64,000,000 Guilders. We are giving here a survey of each company separately:

| Company Marks | Bales | Dutch Cents per ½ Kilo |
|---|---|---|
| Deli Maatschy (incl. Amst. Langkat) | 46,114 | 259 |
| Deli Ba My (incl. Amst. Deli Cie and L P C) | 26,483 | 302 |
| Senembah My | 10,144 | 401 |
| Pvd A, Mandi Angin | ..... | ... |
| Tandjong Poetoes and D C M | 11,755 | 375 |
| Rotterdam Deli My | 9,442 | 179 |
| Medan Tab. My and S & R | 9,177 | 320 |
| A S T Cie | 3,078 | 223 |
| T T R/Langkat and Kotarie | 2,644 | 344 |
| S K/Deli | 2,353 | 116 |
| H V A | 2,252 | 141 |
| S M/Sumatra | 1,999 | 274 |
| Holl. Deli Cie | 1,787 | 214 |
| Holl. Sum. Tab. My | 1,690 | 204 |
| W & V S/Deli Langkat | 1,623 | 200 |
| N L C M/Langkat | 1,545 | 125 |
| S S T Co/B | 1,512 | 212 |
| W T R E/B M/Lgkt | 1,508 | 173 |
| T K L/O K/Sumatra | 1,494 | 260 |
| J H/Deli | 907 | 198 |

### Important Deals Pending

Negotiations are pending for the sale of the A S T Co. estates to the Senembah Maatschy and of the T K L/O K/Sumatra to the Deli Maatschy.

# Tobacco Warehousemen Are Defined as Brokers

## Treasury Department Sending Announcement to Collectors of Internal Revenue—Federal Court Decision Regarding Occupational Taxes in the Revenue Act of 1918—An Important Document.

WASHINGTON, D. C., Nov. 22.—The Treasury Department is sending out the following announcement to collectors of internal revenue regarding occupational taxes in the Revenue Act of 1918, dealing with tobacco warehousemen brokers:

"A tobacco warehouseman whose business is to arrange that tobacco planters shall bring their produce to the warehouse to be sold at auction and that tobacco buyers shall attend such auction sales and bid for the tobacco, is a broker within the meaning of subsection 1 of section 1001 of the Revenue Act of 1918, and subject to the special tax imposed thereby."

### Commissioner's Notice

D. H. Blair, Commissioner of Internal Revenue, with the approval of A. W. Mellon, Secretary of the Treasury, under date of Nov. 14, sent the following notice to "Collectors of Internal Revenue and Others concerned:

"The appended decision of the District Court of the United States, Western District of Virginia, in the case of Cotharn & Connally v. United States, is published for the information of internal revenue officers and others concerned."

### The Court Decision

McDowell, District Judge: Where a statute defines the meaning of a word it is clearly improper to seek to give such word a different meaning. The word "broker," as used in subsection 1 of section 1001 of the Revenue Act of 1918 (40 Stats. 1057, 1126), is defined in this section. One of the common meanings of the word negotiate, found in the Century Dictionary and in Webster Dictionary is—"*to bring about by mutual arrangement.*" The evidence in this case shows that the very essence of the business of the petitioners was to arrange that tobacco planters should bring their produce to petitioners' warehouse to be sold at auction and that tobacco buyers should attend such auction sales and bid for the tobacco. The petitioners clearly brought about sales of tobacco by mutual arrangement. The planter was given to understand that petitioners would have buyers present to bid, and the buyers were given to understand that planters would have tobacco in the warehouse to be sold. The petitioners conducted their buhiness successfully only insofar as they brought about this mutual arrangement between the planters and the buyers.

In this same subsection stock brokers are included. It is matter of common knowledge that the stock broker, commissioned or directed to sell shares of stock, frequently, if not usually, gets the stock certificate (endorsed in blank) from the seller and then finds a purchaser; and frequently the seller does not know who the purchaser is. So also in case a stock or bond broker is directed to buy. In all cases the stock or bond broker negotiates sales and purchases because he brings them about by mutual arrangement. It is true that in some brokerage businesses it is usual for the broker, as in real estate brokerage, to bring the buyer and seller together. But the definition of broker in this statute is much too comprehensive to make it permissible to restrict the word to cases in which the broker effects the sale by bringing the seller and the buyer together.

It is sought to exclude tobacco warehousemen from this section of the statute on the ground that such persons have the custody and possession of the article to be sold. This is also frequently true of stock and bond brokers, bullion, and exchange brokers, and note brokers. Moreover, the possession of the article to be sold does not in the least prevent the business of a tobacco warehouseman from being that of "negotiating sales of produce or merchandise."

A reason of no slight force for concluding that subsection 1 of section 1001 of the Revenue Act of 1918 was intended to include tobacco warehousemen is this: Section 704 of this statute (40 Stats. 1118) repeals section 35 of the Act of Aug. 5, 1909 (36 Stats. 11, 110-11), which defines a dealer in leaf tobacco as any person, other than the farmer or producer, who sells leaf tobacco to manufacturers of tobacco, snuff, or cigars, and makes such dealers subject to a special tax as such. (See Sec. 3244 R. S. 20 Stats. 343; 22 Stats. 488.) Having thus (in section 704) repealed the tax on dealers in leaf tobacco, there was inserted in subsection 1 of section 1001, the words—"produce or merchandise." The corresponding provision of the Revenue Act of 1916 (35 Stats. 757, 790) reads:

"Brokers. Every person, firm or company, whose business it is to negotiate purchases or sales of stocks, bonds, exchange, bullion, coined money, bank notes, promissory notes, or other securities, for others, shall be regarded as a broker."

The fact that the Revenue Act of 1918 repealed the tax on dealers in leaf tobacco and copied the foregoing provision with the addition of the words "produce or merchandise," seems to make quite clear the intent to subject tobacco warehousemen to the brokers' tax, in lieu of the former tax on dealers in leaf tobacco. It may be that the chief purpose of the change made in the Act of 1918 was to exempt from the special tax on dealers in leaf tobacco the independent buyers (speculators) of leaf tobacco. But the intent to leave tobacco warehousemen subject to a special tax seems clear enough, as does the intent that they should be taxed as brokers of produce or merchandise, instead of as dealers in leaf tobacco. As tobacco warehousemen had been (Sec. 3244 R. S.) for many years, in time of peace, subjected to an occupation tax and remained so taxed under the Revenue Acts of 1916 and 1917, it is difficult to conceive of any reason for an intent on the part of Congress, in drafting the Revenue Act of 1918, to exempt them from such tax. Tobacco warehousemen might be classified as dealers in leaf tobacco, as commisison merchants, or as brokers. But no classification more clearly includes them than does the language of the section under consideration. They undoubtedly do "negotiate sales of produce."

I find nothing in Slack vs. Tucker, 23 Wall. 321, which seems to require a different conclusion.

In accordance with the foregoing finding of facts and opinion, I shall enter judgment in favor of the defendant.

# St. Louis Trade Improves as "Yuletide" Comes In

## Volume of Wholesale and Retail Cigar and Tobacco Business Considerably Better Than at Same Period Last Season—Smokers Buying Freely of Medium Class Goods—Dealers Getting Reserve Orders—Two Jobbing Houses Consolidate.

ST. LOUIS, Nov. 19.—As the holiday season draws near, there continues to be a slight improvement in the cigar and tobacco business, through this teritory. The volume of business being done by both jobbers and retailers is considerably better than during the corresponding period last season. Smokers, while not indulging in expensive smokes, are not buying cheap goods, but are striking a happy medium and are buying rather freely of that class of cigars. This is particularly true in the down-town district. The retailers are getting in their holiday goods and more than a few reservations have been made for delivery just before the holidays, for it has been found that in times past, certain brands have been sold out and the leading stores are short in consequence; hence, buyers are not waiting until the last moment to buy what they want. They are not pleased to take what they have to take late. They prefer to buy early and get what they want.

### Parker-Gordon Absorbs Parker-Peoria

The Parker-Peoria Distributing Co., with headquarters at Peoria, Ills., has been consolidated with the Parker-Gordon Cigar Co. and naturally some changes have been made in the selling staff. Three salesmen, G. S. Peters, P. D. Little and G. F. Halpin, who have represented the Parker-Peoria Distributing Co., will continue to look after the interests of the consolidated companies, in their former territories. M. C. Gill, who was the treasurer of the Parker-Peoria Distributing Co., will locate in Kansas City and will become connected with the Parker-Gordon Cigar Co. there. He will be in St. Louis for a while yet to close up the affairs of the Parker-Peoria Distributing Co.

### Meeting with Success

An active campaign on the P. Lorillard Co., Beech-Nut cigarettes, is being conducted here and as that cigarette sells, twenty for fifteen cents, it is having a big trade. The Peter Hauptmann Tobacco Co. is the distributor in this territory for Beech-Nut.

### To Watch Distribution

A. D. Carroll, who represents Seidenberg & Co., in this section, after a trip through Iowa, where he sold many of his goods, for his house, has arrived in St. Louis for a stay of several weeks to see that the goods of his concern are well distributed.

### El Producto Campaign

A campaign on the El Producto Cigar, made by the G. H. P. Cigar Co., is also in progress here. The Wm. F. Brookmeyer Cigar & Tobacco Co. is the distributing representatives.

### Campaigning on Watt Brand

M. Haas, of Haas Bros., has been here with the sales manager of the company, E. C. Howlett, the latter having been here for the past two or three weeks putting over a campaign for their Watt brand.

C. S. Bagg, representing M. Melachrino & Co., is here for a stay of several weeks' duration.

### Returns Home

Julius Lichenstein, president of the American Sumatra Tobacco Co., spent several days here recently and then left for New York.

### Recent Visitors

Representatives who have been St. Louis visitors recently, have been Harry Rinaldo, of the Central Cigar Manufacturing Co., Maurice Robinson of the Benito Revira Co., cigar manufacturers, and Jerome Waller of Rosenstadt & Waller, leaf house, all of New York.

Edwin I. Hilson, of the Hilson-Reis Cigar Corporation, paid a flying visit to St. Louis a few days ago.

### Home Again

After spending two or three weeks visiting the trade in Washington, New York and Pennsylvania, W. W. Haynie, of the Haynie System, has returned to the city.

### Visiting the Home Office

Robert Penny, who looks after the Pacific Coast territory for E. Rosenwald & Bro., leaf importers of New York, passed through St. Louis recently en route to Gotham headquarters.

### Holiday Displays

The leading stores here are commencing to make their usually attractive displays of Christmas goods in their show windows as an invitation to the buyers to come in and purchase. Wm. A. Stickney Cigar Co. is showing the La Resta and Tungsten line; Charles P. Stanley Cigar Co., the Reginella brand; Moss & Lowenhaupt, the favorite Tadema cigar; Dengler & Hatz, the La Duse; Stickney & Hoelscher Cigar Co., the Flor de Melba; the General Cigar Co., Inc., the Robert Burns and Scruggs, Vandervoort & Barney, the First Consul.

### Hard on the Safe!

Burglars who climbed a fire escape to the fourth floor, broke a window and obtained entrance to the office of the F. R. Rice Mercantile Cigar Co., a few mornings ago. The combination of a safe was knocked off and the doors jammed in such a manner that officials of the company told the police they had to employ an expert to open the safe. The entrance did not mean anything, for few goods were taken.

## Top Notchers in Newark

The Tobacco Salesmen's Association at Newark, N. J., had a notably important meeting at their headquarters, 9 Belmont avenue, on Friday evening. A goodly number of members were present and each and all assisted to make the occasion most enjoyable.

To serve for the ensuing year, officers were elected as follows: President, Abe Brown; 1st vice-president, Jack A. Martin; 2nd vice-president, Jack M. Waldor; treasurer, Charles W. Camp; secretary, Abe Greenberg; recording secretary, William Woodruff; sergeant-at-arms, Martin Small.

Board of Directors: E. M. Freeman, Mark Bloom, H. H. LeShaw, Irving E. Schwartz, E. Cory, F. Schwabacher, Joe Ogush.

Delegates to the National Board of Tobacco Salesmen's Associations: E. M. Freeman, Abe Brown, J. A. Martin, W. M. Charles, Fred Schwabacher.

Alternates to the N. B. of T. S. A.: J. Rothbard, I. E. Schwartz, C. W. Camp, Sam Schatt, J. Ogush.

The ceremonies of installation were conducted by J. J. Ollendorf, National president of the association, in his own inimitable manner.

The Newark association was organized one year ago last July, and in a little more than a year and four months it has attained a total membership of 125. The hope is that by next year to have 250 on register. The success of the Newark association is due to the untiring efforts of the executive officers who have spent their time in creating the ground work for its success.

There is quite some enthusiasm over the coming Ball and All-Star Vaudeville Show, which will be held on Friday evening, January 20, 1922, at Krueger's Auditorium, Newark, N. J. There is no doubt that the association will make the affair a wonderful financial and social success.

## Tobacco in New England

WAKEFIELD, Mass., Nov. 19.—New England growers planted 40,962 acres of tobacco this year. A report tonight by V. A. Sanders, federal crop statistician, showed that 65 per cent. of this total was in Hartford county, Conn. The total acreage by States, was:

| | Acres. |
|---|---|
| Connecticut | 30,509 |
| Massachusetts | 10,180 |
| New Hampshire | 171 |
| Vermont | 102 |

No comparative figures for previous years were given on the total acreage, but a steady gain in acreage of shade grown tobacco was noted in the Connecticut valley, the figures mounting from 3,609 acres in 1915 to 5,917 in 1917, and 7,382 in 1921.

"The relative amounts of Havana and broadleaf demanded by the trade are of primary importance to growers and dealers alike," the report said. "Best informed opinion is that the demand ordinarily runs in the ratio, Havana 70-65, broadleaf 30-35. It is known that Connecticut growers in 1921 shifted heavily from Havana to broadleaf. Massachusetts broadleaf until the last year or two has been relatively unimportant, but in 1921 there is 22 per cent. as much broadleaf as Havana."

### Cigars and Side Lines

BEAVER DAM, Wis.—Ray Wilcox has opened a cigar store on Trout street. Will carry candy and soft drinks.

## PORTO RICAN CENSUS TAKEN

### Agent Vazquez Has Thousands of Post Cards Setting Forth Status of Leaf Users

One of the first acts of Jose Felix Vazquez, after his appointment as Tobacco Guarantee Agent of the Porto Rican Government, and almost coincident with his arrival in New York, was to send out many thousands of post-cards, in blank, to various factors in the tobacco industry, which requested replies as to the kind and quantity of Porto Rican leaf used by the numerous recipients of these post-cards.

Senor Vazquez has received in return almost as many thousands of cards, filled out, which give him the most accurate gauge of the outlets for leaf ever compiled in the history of the tobacco industry.

That the Porto Rican Government intends not to do things by halves in popularizing its guarantee stamps, and in protecting its great tobacco industry, that all in the trade may again flourish in the good old way, becomes the more evident as the machinery of the Guarantee Agency gets into concrete and practical action.

## PORTO RICANS ARRIVE HERE

### Leading Growers Visit New York to Size Up General Market Situation First Hand

That the leaf growers of Porto Rico are going to cement most cordial relations with the leaf merchants and cigar manufacturers of this United States, who depend on Porto Rico tobacco to a greater or less extent in making their blends, is made quite evident as leading raisers of Porto Rico tobacco continue to arrive in New York to shake hands all around and to gauge the market conditions first hand.

Among the recent arrivals, from the insular isle of Uncle Sam, were Senor Baltasar Mendoza, one of the most extensive planters in Cayey, Porto Rico, who has gained international prestige wherever the Porto Rican product is staple; (Senor Mendoza is at the Hotel Felix Portland in New York City); Senor Luis A. Ortiz, himself a grower of note and widespread operations in that same section of Cayey, and Senor Fructuoso Fernandez, of the representative house of Sariego, Fernandez & Co., of Cidra, Porto Rico.

Any or all of these representative planters may be interviewed by appointment through the diplomatic offices of Jose Felix Vazquez, the Tobacco Guarantee Agent in the United States for the Porto Rican Government, whose main headquarters are located at 126 Maiden Lane, New York. Senor Vazquez will also act as interpreter where the services of one may be required, for he is an adept in both the Spanish and English tongues. All the visitors will remain in the Metropolis for an extended period, and all have at their disposal extensive stocks of quality Porto Rican leaf.

## Estimated Tobacco Crop Conditions November 1, With Comparisons

WASHINGTON, D. C., Nov. 22.—According to figures which have just been made public by the Department of Agriculture, the tobacco crop has changed since the October 1 estimate by an addition of 29,310,000 pounds. The 1921 preliminary estimate was for a crop of 1,020,874,000 pounds and the December, 1920, estimate was for a crop of 1,508,064,000 pounds. The five-year average, 1915 through 1919, was 1,271,717,000. The 1921 tobacco acreage is given by the department as 1,337,000, which was 70.6 per cent of the 1920 crop.

The following table shows the estimated tobacco crop conditions as of Nov. 1, in all the principal States, with comparisons:

| State | Yield per Acre | | Production | | | Quality | |
|---|---|---|---|---|---|---|---|
| | 1921. Pound | 10-Yr. Aver. Pounds | 1921. Preliminary. Pounds | 1921, Oct. Forecast. Pounds | 1920, Dec. Estimate. Pounds | 1921. Cent | 10-Yr. Aver. Cent |
| Massachusetts ... | 1,500 | 1,540 | 15,300,000 | 16,300,000 | 15,810,000 | 95 | 90 |
| Connecticut ..... | 1,465 | 1,556 | 35,746,000 | 39,406,000 | 36,112,000 | 92 | 92 |
| New York..... | 1,200 | 1,245 | 2,760,000 | 3,168,000 | 3,072,000 | 92 | 88 |
| Pennsylvania .... | 1,460 | 1,388 | 56,064,000 | 57,139,000 | 60,400,000 | 94 | 91 |
| Maryland ..... | 715 | 762 | 15,015,000 | 12,422,000 | 30,625,000 | 77 | 88 |
| Virginia ..... | 550 | 702 | 90,860,000 | 83,806,000 | 177,390,000 | 66 | 82 |
| West Virginia.... | 750 | 780 | 6,825,000 | 7,116,000 | 10,400,000 | 90 | 88 |
| North Carolina... | 577 | 643 | 221,626,000 | 196,006,000 | 384,120,000 | 69 | 80 |
| South Carolina.... | 630 | 690 | 55,188,000 | 52,954,000 | 66,950,000 | 65 | 77 |
| Georgia ..... | 564 | 872 | 9,475,000 | 9,500,000 | 16,020,000 | 67 | 87 |
| Florida ..... | 900 | 1,001 | 3,960,000 | 3,969,000 | 4,620,000 | 85 | 93 |
| Ohio ..... | 920 | 910 | 38,824,000 | 38,993,000 | 60,480,000 | 88 | 89 |
| Indiana ..... | 875 | 871 | 11,375,000 | 11,024,000 | 18,000,000 | 83 | 87 |
| Wisconsin ..... | 1,310 | 1,192 | 62,225,000 | 61,180,000 | 62,400,000 | 88 | 84 |
| Missouri ..... | 925 | 934 | 4,718,000 | 4,927,000 | 6,000,000 | 90 | 86 |
| Kentucky ..... | 850 | 858 | 327,250,000 | 337,068,000 | 467,500,000 | 84 | 86 |
| Tennessee ..... | 800 | 771 | 60,800,000 | 53,945,000 | 85,410,000 | 90 | 88 |
| Alabama ..... | 900 | 631 | 2,250,000 | 1,348,000 | 1,500,000 | 84 | 85 |
| Louisiana ..... | 450 | 417 | 270,000 | 280,000 | 250,000 | 100 | 87 |
| Arkansas ..... | 490 | 618 | 343,000 | 447,000 | 480,000 | 83 | 89 |
| United States. | 764.1 | 815.5 | 1,020,874,000 | 991,564,000 | 1,508,064,000 | 79.7 | 84.8 |

## Business Relations Only Severed by Mr. Wise

Edward Wise, who a few days ago resigned as president of the United Cigar Stores, to enter the banking and brokerage business with Jules S. Bache & Co., 42 Broadway, wrote a most cordial letter to his "Good Friends, the Members of the United Organization," which, taken in conjunction with the many kindly words spoken of Mr. Wise by officers of the United, shows that a business relation only has been severed, and that the friendly relationship is likely to continue so long as life itself shall last.

Mr. Wise wrote in part as folows:

"In resigning as president of the United Cigar Stores Company of America I doubt not that every one with whom I have been associated will understand how reluctant I must have been to reach that decision.

"A very large number of us have been dwelling together in harmony for so many years that I cannot dismiss the thought that we are kin. It seems, therefore, that in severing my old relations I am breaking home ties, scores of them the dearest on earth to me, and all of them close to my heart.

"These associations stretch back over twenty years, and in a business relation that period seems almost a lifetime.

"Only considerations which in respect to my action are entirely personal to myself could have weighed so strongly with me as to cause me to embark in another business. Only the feeling that I have not worked all these years in vain in the effort to bring the United to its present estate would recompense me for what I am giving up by this severance of the old ties, which were to me the happiest a man could have.

"It is to me a great delight to have the assurance of my associates that they would never have brought this change about if the decision had not been mine alone."

### Cigar Factory Burned

HENRIETTA, Tex.—R. H. Hassell's cigar factory burned out.


# K A R I N A

The Mildest Cigar

Made in Tampa, Fla.

*Showing one of our beautiful Christmas packings in Boite Nature*

**FRANKLIN MAC VEAGH & CO.**

**CHICAGO, ILLS.**

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NEW YORK, THURSDAY, NOVEMBER 24, 1921

## THANKSGIVING

Agreeable to usual custom, the Governor has declared. a holiday. We know it as "Thanksgiving." It is in commemoration of that original thanksgiving, forty miles down the coast (from Boston), offered up by a band of brave men and women who came off the sea and pushed their way inland in the face of every conceivable hardship.

Many of us, perhaps, will feel that we have little to be thankful for, says *Manco Record*. Self-pity is a human trait. We are apt to think that Dame Fortune has stacked the cards against us, that our luck has been pretty bad. We look at another fellow, and see his motor-cars, mansions, carriages, and his what-not. We can see wherein he should be thankful, but fail to perceive anything in our own existence to stimulate any Thanksgiving thought beyond that concerning the present quotations on turkey.

In this respect we are wrong. Things are never so bad but what they might be worse. Don't envy the Crœsus—he's no happier than we are. Look at the poor devil who has a lot less than we have, and you will find quite a bit to make the holiday mean more than a day of big eats.

We're glad we're here, rather than in the land of the Bolsheviks, or in China, or Turkey, or in some other place where times are a darned sight tougher than they are here. There something for thanksgiving.

The air's chuck full of good things, if we only wake up and look at them.

Let's stop gazing at clouds. Enjoy a glimpse or two of the blue sky, and get the real meaning of the holiday.

## DAYBREAK

The Burley Tobacco Growers' Co-operative Association!

It is no longer a doubt or a dream. It is a consummation, a realization, an actuality, which now requires only the necessary formal steps to give it a legal and active, as well as actual, existence.

This was settled Wednesday night at Lexington when the organization committee of the movement adopted the special committee's report that 84.85 per cent of the burley tobacco in Kentucky, Indiana, Ohio and Tennessee had been pledged to the Association.

The remarkable demonstration of applause which greeted that announcement was richly warranted. It was a historic hour, not only for Kenttucky but for all this section of the country; not only for the burley growers but for the general welfare of the region covered by the organization. It was the brilliantly successful culmination of a long campaign, conducted with a rarely persevering and public-spirited zeal against obstacles of inbred conservation and traditional custom. It was a triumph of modern progressiveness over an old order which should be obsolete but which has persisted because it was the only order that we and our fathers and grandfathers knew. It was the beginning of a new era, a revolutionary era, which is bound to mean much for our well-being and happiness unless its results shall prove wholly out of line with the results of the same system as employed elsewhere. And that is a thing that is inconceivable in the light of facts and reason.

It is much that this movement has succeeded among a people who, though highly intelligent, are wedded to individual independence and slow to venture upon new methods of conduct and business. It is much that in signing more than 42,000 tobacco growers it has enlisted in its membership a far greater percentage of them than was fixed as requisite for its organization. It is much that, as Mr. Sapiro notes, it is the largest co-operative association of the kind in the United States, and that it has been organized at a cost *per capita* less than that of any other such association. But the thing of incomparable importance is that it has been organized; that it is here; that it is only a matter of practical procedure when it shall be fully functioning and proving itself.

There are no words of congratulation too warm to the unselfish, patriotic men who have given their time and their energies to bringing it into being; to the growers who have had the vision to see and grasp the opportunity it presents; and to the people of all the territory covered by the Association, who must share with the tobacco farmers the benefits it insures.—*Louisville Courier-Journal.*

## THE PACE THAT KILLS

Edward Bubrey was an inveterate smoker. He smoked in the morning, he smoked at noon and he smoked in the evening. Forsooth, he even rose during the night and smoked, not once, but three and four times every night, according to the chronicler of the Associated Press.

Edward Bubrey is dead now. No wonder. Every smoker is bound to die. And so is every non-smoker, for that matter. But when a smoker dies, his death is due to the smoking habit, naturally, according to certain long-haired reformers for revenue only.

Yes, Edward Bubrey, he died, the inveterate smoker. How could a man who rose in the middle of the night to indulge his pipe expect to live any longer. Of course, Edward's sad fate ought to be a solemn warning to other smokers. Beware, you of the smoking gentry, beware! For if you do not mend your ways, the man with the scythe will get you, sooner or later.

Perhaps later. Edward Bubrey was only 105 years old when he died. He smoked to the last, almost up to the last minute. He enjoyed his pipe as long as there was breath in him.

Edward Bubrey was born in Brasher Falls, New York, May 5, 1816. He died in Clayville, near Utica, N. Y., last Thursday. How many pipes did this centenarian smoke? How many pounds of tobacco did he consume in his long life? How many matches did he strike, since there were matches?

Edward went the pace that kills, maybe. But it was rather a long race. It ran almost 106 years. Many an unrepentant smoker might consider that a good old age. And Edward died a comfortable death. He was ill only a few hours. He had been hale and hearty all his life. Neither flu nor palpitation ever troubled him. Tobacco was his life preserver. It comforted and cheered him. His pipe was his life-long friend. It stuck to him to the last. May his ashes rest in peace.

## WAGES OF FOREMEN $4 TO $7

Representatives of the German Cigar Manufacturers' Association and of the Foremen's Union met at Stuttgart the other day to discuss the demands for increased wages amounting to from 40 to 55 per cent. The manufacturers rejected the demands and offered to pay a scale graded according to locality and efficiency. In the large cities where the cost of living is highest the employers offered wages from 1,300 to 1,875 marks per week, while the rates offered for the cities having the lowest cost of living were from 1,025 to 1,475. According to these figures foremen of German cigar factories are earning from $4 to $7 per week, 1,000 marks being worth less than $4. The dispute was referred to the government for arbitration.

## KENTUCKY TOBACCO FACTORIES

In a report recently issued by the Bureau of Internal Revenue, it is learned that the 1920 industrial census for the State of Kentucky shows that there are 140 tobacco factories located in that state. Of this total 85 are engaged in manufacturing cigars, one in manufacturing cigarettes and 54 in manufacturing smoking and chewing tobacco and snuff.

The 1920 census shows an increase of ten factories over the previous year.

## TO CLEAN NICOTINE FINGER TIPS

Put a few grains of potassic permanganese between the fingers and moisten with water. Rub the solution, which is of a dark brownish-red color, one or two minutes, then rinse fingers in water. In a similar manner a small amount of sodium bisulphite is used. To accelerate the cleaning process, one may add a few drops of scetic acid. These chemicals may be bought at any drug store and are considered quite harmless. The stains will disappear entirely.

## RUSSIAN EXPORTS

In order to restore Russia's economic life the Moscow government is now stimulating exports. Petrograd cigar and cigarette manufacturers will export 15 million cigarettes and one million cigars monthly. Moscow factories are now producing more cigars and cigarettes than they did in 1912 and 1913, before the war. Most of the tobacco they use is from Southern Russia and the Caucasus.

## THE STATE GETS 72 PER CENT

At the opening of the Berlin Tobacco Fair, the chairman in his speech pointed out that the German smoker pays 72 per cent of what he invests in tobacco goods to the State, in the form of taxes, duties and other charges, while the rest of 28 per cent is divided among the producer of the leaves, the manufacturer, worker, wholesale and retail dealer.

## CIGARETTES WELL SEASONED

A British veteran of many wars, now stationed in Canada, received a parcel post package containing cigarettes the other day. The package had been mailed in England in 1913. Originally it was addressed to South Africa. From there it followed the soldier's trail to India, New Zealand, Egypt, France and other parts of the war-torn world.

## SERVICE

Whatever your task is, *Service* should guide you, if you truly hope to reap the rewards of Duty well performed. *Service* not only leads to the straightest path of Success, but it lights that path with a beacon that never ceases to shine. You cannot go to the wrong way, or stumble if you keep *Service* in front.—*United Shield.*

# Growing and Marketing of Burley Tobacco

By Dr. ARTHUR SELWYN-BROWN

Burley Tobacco, which is chiefly grown in Kentucky, West Virginia, the southern districts of Ohio and Indiana, ranks after "Bright Yellow" leaf varieties as the most popular of American commercial tobacco plants. It supplies the home markets, and is the basis of many smoking tobaccos, plug tobaccos and cigarettes. The chief foreign buyer is Great Britain. British manufacturers use it for the same purposes as American.

Tobacco was grown in Kentucky by the Indians long before the white settlements began. The early settlers grew it from the commencement of their settlements. The plants were wild and of poor quality. They showed, however, the districts which are best suited for tobacco culture.

"White Burley" is a comparatively modern, highly developed variety of the tobacco plant. It is supposed to have originated as a "Sport," or type, which arose as a result of accidental cross-fertilization. The early plants were so large and strong that they attracted the attention of growers and, in 1867, the seed was collected. The following year, commercial crops were planted and the variety quickly became popular. Manufacturers found the leaf possessed high absorptive properties which made it particularly desirable for plug and chewing tobaccos. The Kentucky Agricultural experiment station reported that, "The new variety rapidly gained in favor with the manufacturers due to its high absorptive qualities. It is claimed by some that it is possible to induce this tobacco to absorb flavoring juice to an amount equal to 66 per cent of its own volume, whether or not this claim be regarded as extreme, the fact remains that this trait adapts it exceedingly well to the manufacture of plug tobaccos. In addition to this use, White Burley has gained high favor for use in plug cut smoking tobaccos. It was undoubtedly its adaptability to plug manufacture that gave its culture the tremendous impetus which in ten years' time pushed its production in Ohio."

The success of the early white burley crops in Kentucky and Ohio led to experiments in adjacent states. Before its culture in Kentucky, growers in Ohio were familiar with this type through their crops of "Little Burley," from which "White Burley" appears to have sprung. They were the next to plant "White Burley" extensively. Growers in Indiana and West Virginia planted crops later.

The White Burley crop in Kentucky has given its name to the river counties where it was first raised and is now most extensively grown. The district north of Lincoln, Marion, Nelson and Carter counties is known as the "White Burley District." It includes the famous "Blue Grass" areas which have been referred to as containing the richest agricultural soils in the United States. These important factors, the peculiar qualities of "White Burley" leaf, the rich soil and the large crops grown annually have brought great wealth to the people of Kentucky. It is their finest "cash crop," and one of their greatest economic assets.

The soil best suited to "White Burley" crops in Kentucky is limestone debris from the Lower Silurian limestones of North Central Kentucky, and Southern Ohio.

The tobacco lands are in rolling areas with many depressions and valleys. The hills are from 300 to 400 feet high and extend back from the Ohio River.

The tobacco lands on the Ohio side of the river, where the best crops are grown, are on both sides of hills which are well drained and have a similar soil to the Kentucky tobacco farms. The valley land in Ohio, not being well drained, produces an inferior crop to the hill land, unless the farms are artificially drained.

Heavy clay soils of a deep red color produce the best crops. Virgin soils were mostly favored in the early days, but now growers apply scientific methods of farming and get equally good results from crops on soils which have been extensively worked.

Tobacco land is plowed, harrowed and rolled with the necessary quantities of fertilizers. Ammonium sulphide, potash, and similar fertilizers are suited to the limestone soils. Phosphate of lime gives good results where the soil has smaller lime contents.

It has been noticed that all tobacco plants have an affinity for potassium. They thrive on this element. Sulphate of potash is the richest food that can be given to them. A crop of tobacco extracts several times as much potash as a crop of corn, hemp, wheat or cotton does. Fertilizers rich in ammonia tend to produce coarse plants unless used with good judgment. Many growers are of opinion that fertilizers containing chlorine are unfavorable because they cause injury to the plants and give trouble in curing and manufacturing.

Tobacco plants are raised in seed beds with soil freed from weeds by burning. The burning is done on furnaces made of sheet iron. As the burning destroys the organic matter in the soil, this has to be made good after the burning. Steam is sometimes used for destroying weeds. A steam box is placed over the bed and steam at a pressure of from 120 to 200 pounds is forced over the ground. About 600 square feet a day can be done by a small plant.

The fine seeds are graded in a pneumatic grading machine. It is very important that strong, hardy, fruitful plants should be obtained and these only come from sound stock plants. The selected seed is sown in the beds between January and April, to produce setting plants between May and June. The beds are fitted with canvas covers for warmth nd protection. When setting out time arrives, the seedings undergo another selecting process. Only plants with leaves showing health, and having good width and length, and are thick, gummy and of good texture are selected. Plants with any tendency to coarseness are weeded out. Plants with stalks of a fine light green are likely to yield the best curing tobacco and these are selected.

When the selected seedlings are planted out in the field, and the flower buds begin to ripen, the top of each plant is protected from cross-fertilization by the flower stalks and buds being covered with a paper bag. These bags remain for about 25 days when they are removed and all flowers which develop thereafter are destroyed as soon as they appear. If this were not done, there would be a large amount of self-fertilization resulting in a deterioration of the quality of the plants. No risks can be taken on this account because all who are interested in our tobacco industries know that the continuance of our supremacy in the future is dependent mainly upon the improvement of the quality of the tobacco we grow and this can only be secured by the most skillful selection of the crop plants. Such plants quickly deteriorate unless carefully guarded.

When the leaf veins become brittle and yellow spots appear on the leaves, it is time to harvest the crops.

The harvesters split the stalks deftly, with a special spade-like knife, to within six inches of the ground. Five or six leaves are spiked on a stick and hung up. They at once start to wilt. Within a few hours they must be placed in the curing barn.

The Kentucky Experimental Station likens the curing of tobacco to that of fruit. In a recent report it stated: "The curing process is really a ripening process and is comparable to the ripening of matured fruit, such as the banana, after being removed from the parent plant. Just as in the ripening of the banana, so also in the ripening of tobacco—it is absolutely essential that the stage of maturity be fully reached before cutting. It is well known that tobacco cut too early will not cure properly. Neither will tobacco leaf which has been frost bitten, or otherwise so injured as to kill the plant cells, since the first-stage of curing, or ripening, is dependent on the fact that the leaf continues to live for a number of days after the stalk has been cut and the tobacco hung."

Modern curing barns are large, well-built buildings furnished with extensive ventilating appliances and drying rails. These rails are spaced about 4 feet apart vertically and carry the sticks holding the leaves.

Abundant ventilation appears to be the best for curing "Burley" leaves. Therefore, Kentucky curing barns usually have side and end windows permitting the air to enter one side of the building, sweep through the barn and pass away through the opposite side. Roof ventilation is provided for the top tiers of leaves. When there is an insufficiency of air movement, artificial drafts must be induced. This is best done by heating stoves or fires on the barn floor. These necessitate careful watching to prevent over-treating of the leaves.

This method of curing is known as air-drying. It results in a different product from those produced by fire and sun-curing.

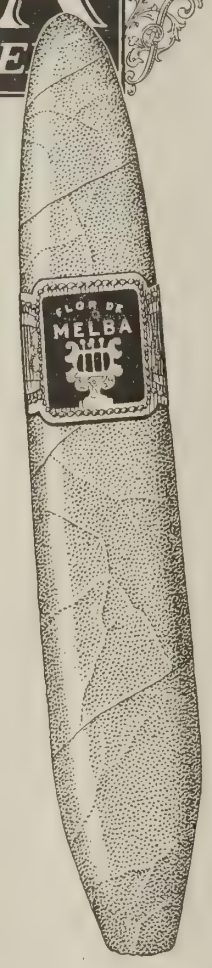
Sun-curing is used in some countries for cigar tobacco. Fire-curing is extensively used in America for dark tobaccos and for those of good keeping qualities. The air-drying of "White Burley" leaves improves their distinctive properties and better fits them for subsequent manufacturing processes. Chas. Bohannan and D. P. Campbell, the well known tobacco experts, state: "In the Burley district the leaf is almost exclusively air-cured. For this purpose the wilted tobacco is hauled from the field to barns, which, as a rule, are especially constructed to secure those conditions most favorable to proper ripening. The sticks of tobacco are placed on rails at a sufficient distance to allow a free circulation of air between the sticks, ten to twelve inches being considered a suitable space. The tobacco is hung, commencing at the top of the barn and thence down to the bottom. The barn is so built as to provide for the freest possible circulation of air, and at the same time to permit it being closed when desirable to enclude the passage of air currents. A barn 20 feet by 40 feet by 72 feet will hang from 5 to 6 acres of tobacco.

Stripping and grading of the leaves is usually done in the winter months. Moist air increases the weight of the dried leaves and makes them in "case." They can then be packed up into large piles. When the atmosphere becomes dry again, the leaves lose "case." Care has to be exercised in directing "case" movements. High "case" leads to a darkening, or bruising, of the leaves. It may also lead to "funk," if the leaves are not taken out of the piles and hung up again in the drying barns. In mid-summer, the rehung leaves may be taken down and piled, or bulked, in "summer order." After that it can be stored in a dry place indefinitely.

There are five principal grades into which burley tobacco is graded. The character of the body of the leaf and its color are the guiding factors. The flyings are the light chaffy leaves found at the bottom of the stalk. There are usually two such leaves on each stalk which go to the first grading pile. Trash is the next material taken. It is from a low part of the

# The New

Flor de MELBA
The CIGAR SUPREME




ELEGANTE size 10c., 5 inches long, equal to best "before the war" 2 for 25c. cigars.

## a big increase in quality

### *no increase in price*

Watch the new Flor de Melba sell! Flor de Melbas have always been tremendously popular. But in all of our 45 years of highest quality cigar making we've never seen a cigar that quite meets the desires of all classes of smokers as does this new Flor de Melba.

The tobacco used is selected with the greatest care, direct from the planter's choicest crops—filler, all long Havana—blended and mellowed by a wrapper of the finest leaf that money and 45 years' experience can buy, hand-made by cigar makers who must maintain an average of 98% perfection.

Bigger and better than ever—with the taste and aroma found only in imported cigars—no wonder everyone who has tried the new Flor de Melba calls it

## The Super-Supreme Cigar

Display boxes of the new Flor de Melba prominently in your windows, show cases and on your counters. You will sell more of them than ever before.

## I. Lewis Cigar Mfg. Co.

**Newark, N. J.**

***Largest Independent Cigar Factory in the World***

***AS A SAMPLE.*** Put boxes of Flor de Melba Minnow sizes at your customers' elbows. At 5c each they will attract buyers and show them the good things they may expect in the larger shapes and sizes.


stalk and is a little superior in quality to the flyings. The bright, highly colored parts of the leaf from the lugs. The cigarette grading comprises parts of the yellow leaf. The top leaves are graded as "Reds." The cigarette, containing the choice, unspotted portions of the bright yellow leaves, and the lugs are the most valuable grades. The trash also has good selling values.

Burley tobaccos are ready for marketing when they have been graded. They are sold by planters either prized or loose. In the former case, the leaves are carefully packed in hogsheads containing about 1,500 pounds of tobacco.

Statistics show that the development of the Burley tobacco trade has been a steady nature. The present production of over 200,000,000 pounds, actual weight, of burley leaves each year, shows a five-fold increase in comparison with the yields in 1879-80. We are still the greatest growers, users and exporters of burley tobaccos. Can we continue to hold our supremacies in that respect?

There is little doubt about this provided we do three things, viz.: (1) continue to improve the quality of the crop; (2) and of the manufactured products; and (3) keep the prices at moderate levels.

Our great interests in the world's markets were obtained when there were few countries competing with us in tobacco culture. Now, all grades of burley tobacco can be successfully raised in many parts of the world.

The high prices of tobacco during the recent war caused many countries to experiment in tobacco culture. Spain raised fine crops of burley, which was grown in Zaragoza from seed obtained in Kentucky. Similar success was met with in New Guinea.

There are enormous areas of the finest tobacco lands in the world in Australia. Queensland and many parts of New South Wales and South Australia are particularly adapted for the culture of the finest grades of commercial tobaccos.

The various African governments have experimented with tobacco crops with most successful results. Egypt can grow good tobacco, like Mesopotamia and India. In the Pearl division of the Cape Providence, Burley tobacco grows freely. Rhodesia is also a fine tobacco producing state. Samples of Burley grown in all the above-mentioned countries have been tested in the London markets and brought prices comparing favorably with the existing prices for American grown Burley.

The tobacco markets change with social customs. We hold a commanding position in the tobacco world today. This position may be retained provided we keep alert, quickly respond to fashion's changes and continue improving the quality of our productions. Otherwise we must witness a keener foreign rivalry.

## Key West Factories Follow Pioneer's Example

**Reputation Established Ninety Years Ago the Guiding Star Today—William H. Wall Set the Pace in 1831—Encouraging Reports from Busy Establishments—Orders Continue to Pour In, Exceeding Expectations.**

KEY WEST, Fla., Nov. 19.—Ninety years ago, November, 1831, to be exact, the first cigar factory to operate in Key West was established by William H. Wall, who employed fifty men.

The reputation established by this pioneer in the tobacco industry in Key West has been lived up to by his successors in the business, and it is this reputation which is responsible for the steady orders the manufacturers of this city are now receiving.

The reports from all the factories reached are encouraging.

### Making Important Gains

The M. Perez Co. reports the best business of the year, and during the remaining weeks of 1921 a large output is expected. Orders are coming in daily, and to meet these, the force is increased accordingly. This year the orders are numerous and larger than anticipated.

### Living Up to Reputation

The E. H. Gato Cigar Co. also announces a busy month. This factory is working 400 men, and orders are arriving daily. The managers of this factory report that usually by this time of the year the holiday orders are all in, but this year these orders are continuing to arrive. The conditions are better than expected. This company is now in its new building on Simonton street, which is a concrete structure erected on the site of the old factory which was destroyed by fire some years ago. This new factory has a larger seating capacity than the old one.

### Shortage of High Grade Artists

A. W. Arnold, manager of Mi-Favorita Cigar Co. says, "We are as busy as we can be, our orders continue to roll in, and the only inconvenience we are experiencing is the shortage of fine workmen to handle our Regalia cigars. We are well pleased with business at this time." About 300 men are on the rolls of this company.

### Orders Steadily Increase

Business is good at the Ruy Lopez Co. There is a steady increase in the orders this firm is receiving.

### Receiving Late Orders

R. Lopez Trujillo, manager of the R. Lopez Cigar Co., remarks on the number of the orders his firm is receiving so late in the season.

### Working Capacity House

The Cortez Cigar Co. is also working a capacity house, and from all reports received, a good holiday season is in prospect, both for manufacturer and workmen.

### Headed for Gotham

Cevano F. Rodriquez, leaf tobacco dealer of Havana, Cuba, who had been spending a few days in this city, left Thursday morning over the Florida East Coast for New York, where he will spend a few weeks.

### A Good Place to Spend It

Herbert D. Moore, of the Havana Cigar Co., was another visitor to the city while en route to New York. Mr. Moore will spend his vacation in New York.

## Federal Labor Statistics in Cigar Industry

WASHINGTON, D. C., Nov. 22.—The Bureau of Labor Statistics, Department of Labor, has issued comparative figures giving the employment and wages paid in the cigar industry during the months of October, 1920, and October, 1921. Reports have been received from 54 cigar factories showing their employment in October, 1920 to have been 16,214 persons, increasing to 16,865 in October, 1921, an increase of 4 per cent. The wages paid in these 54 cigar factories amounted to $344,282 in October, 1920, dropping off to $304,794 in the same month of 1921, a decrease of 11.5 per cent.

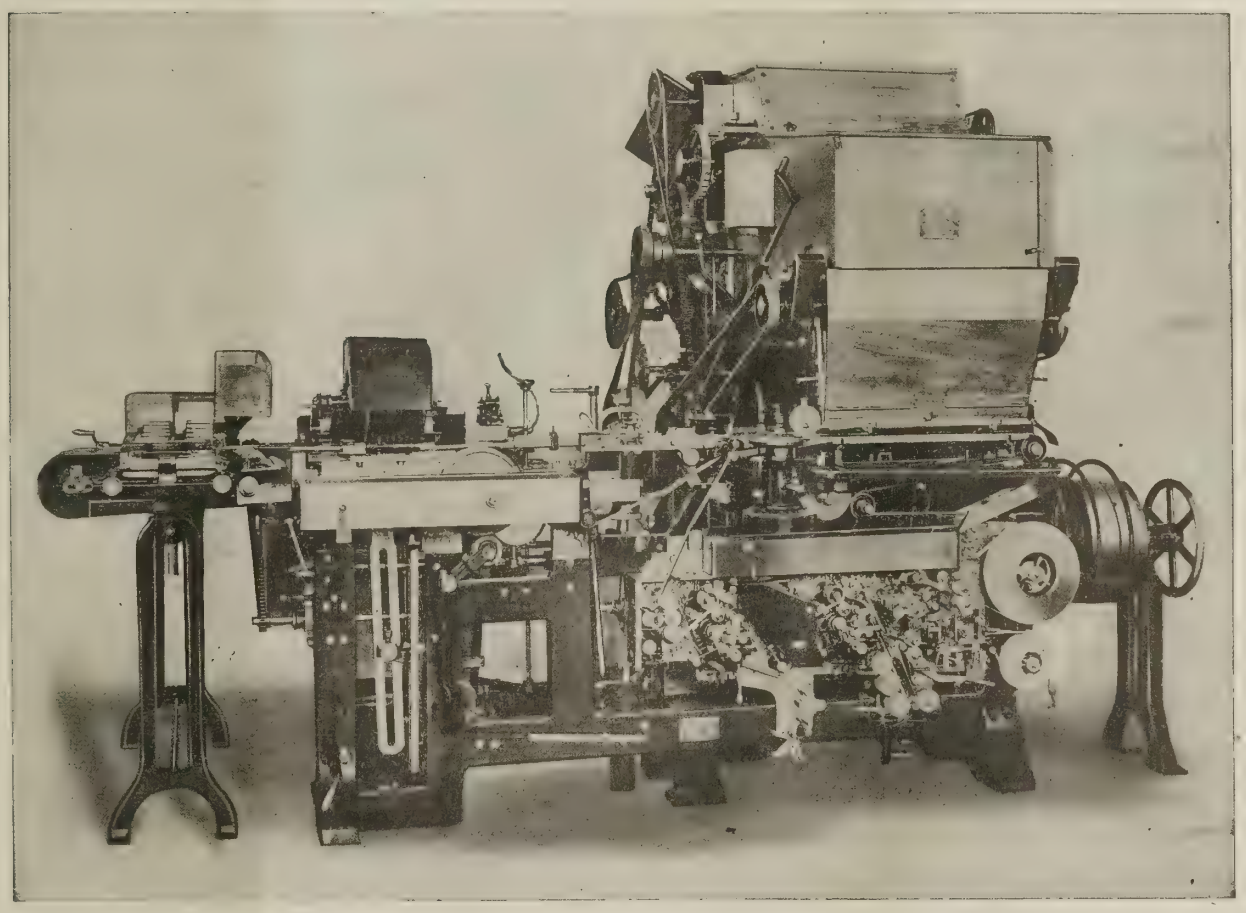
The Bureau also gives figures showing a comparison between the employment and wages paid in September and October of this year. In September there were 16,945 persons employed in 55 cigar factories as compared with 17,144 in October, an increase of 1.2 per cent. The wages paid in these 55 cigar factories amounted to $322,910 in September, decreasing to $310,575 in October, a decrease of 3.8 per cent.

The Bureau has the following to say in regard to changes in wage rates and per capita earnings during the period of September 15 to October 15 in the cigar industry:

"When the per capita earnings for October are compared with those of September, a decrease of 4.9 per cent. appears."—LAMM.

# "UNIVERSAL" and "U-K" Cigarette Machines

## THE BEST BUY ON THE MARKET



With or without gold or cork tipping device for tipping the cigarettes as they are manufactured.

Recognized to be the best cigarette machines on the market—manufactured by the largest and oldest manufacturers of cigarette machinery in the world—and offered for sale today at the most reasonable prices.

Now is the opportune moment to place your order—to secure our rock bottom prices and early delivery.

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## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Nov. 21.—While the speculative stocks mark time awaiting in the main developments at the Disarmament Conference, the true investment issues are slowly creeping forward with the growing realization that it will be impossible to buy them cheaper. Figures reached and net changes for the more active of the listed tobaccos are as follows:

| | | |
|---|---|---|
| American Snuff | 109 | +2 |
| American Sumatra | 31½ | —1¼ |
| American Tobacco | 125 | ... |
| American Tobacco B | 122⅛ | —1⅞ |
| Consolidated Cigar | 22 | —2 |
| General Cigar | 61 | + ⅛ |
| Liggett & Myers | 150 | —3 |
| Liggett & Myers B | 150 | —7 |
| Liggett & Myers Pfd | 108 | +1 |
| Tobacco Products | 60 | + ¾ |
| United Retail Stores | 52½ | +2⅝ |

American Sumatra is again in the process of establishing lows; it is reported that the company plans new financing.

Retail Stores has temporarily at least recovered from its late extreme heaviness and begun to show signs of buoyancy.

Reynolds B has subsided after its recent wild move of some four points in an afternoon, and its present action indicates that the move was designed and not the result of legitimate buying. The attempt is one of several similar ones in the past, and as far as can be judged none have been successful. There are too many stockholders who originally bought in the upper thirties and are eager to get out if they can do so even.

The people who buy Reynolds A and who until this far in the year have manifested no interest in picking up the offerings made from time to time in the hope evidently of buying the stock cheap at the end of the year, are becoming restless and are showing this condition by the numerous buying orders that they placed for stock this week. As is always the case where the buying is of this nature, the stock had a sudden rise. The Reynolds preferred continues strong, and even at its present level of some five points over that of a month ago, is cheap compared to some of the other tobacco preferred stocks.

There is quite a block of American Cigar common in the market, and at current levels can be bought to yield over 11 per cent; this high yield naturally raises the question as to whether there is anything wrong with the stock; no rumors have come out ,and it is generally supposed that the company is earning money at the present time, although this was not the case for the first half-year. The stocks and bonds of the subsidiary, Havana Tobacco, have been noticeably weak of late.

Some more United Cigar Stores has come into the market, but at current levels the stock is readily absorbed; it is hard to see how stock purchased below 130 will fail to show a handsome profit, in view of the past record of the company.

American Tobacco Scrip is gradually creeping up, and this issue, combining good yield with excellent possibilities of enhancement in value, ought to be cheap even five points from its present price.

The new scrip of the Tobacco Products Corporation, Series G, a 7 per cent note maturing in two years, is up some two points last week, when it first was issued to common stockholders; much less of this issue is being sold by stockholders to realize immediate cash than was the case in previous issues.


# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

**INVESTMENT SECURITIES**

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**New York**

**100 Grosvenor Bldg.**
**Providence, R. I.**

**53 State Street**
**Boston, Mass.**

**557 Pleasant Street**
**New Bedford, Mass.**


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 107 | 108 |
| American Snuff pfd. | 83 | 93 |
| American Sumatra | 31½ | 32 |
| American Sumatra pfd. | 64 | 67½ |
| American Tobacco | 124 | 124¾ |
| American Tobacco "B" | 120¼ | 121 |
| American Tobacco pfd. | 94½ | 95½ |
| Consolidated Cigar | 21 | 24 |
| Consolidated Cigar pfd. | 60 | 63 |
| General Cigar | 61 | 62 |
| General Cigar deb. | 93 | 94 |
| General Cigar pfd. | 95 | 100 |
| Liggett & Myers | 152 | 155 |
| Liggett & Myers "B" | 145 | 152½ |
| Liggett & Myers pfd. | 109 | 110 |
| Lorillard, P. | 146 | 147 |
| Lorillard, P., pfd. | 102 | 114 |
| Tobacco Products | 58 | 59½ |
| Tobacco Products pfd. | 84 | 85 |
| United Cigar pfd. | 104½ | ... |
| United Retail Stores | 51¾ | 52 |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 70 | 75 |
| American Cigar Pfd. | 81 | 85 |
| American Mach. & Fdy. | 125 | 150 |
| American Tobacco Strip. | 107 | 109 |
| Bayuk Bros. Pfd. | 80 | 90 |
| British-Amer. Tob. Co. | 11½ | 12½ |
| Conley Foil | 13 | 16 |
| Eisenlohr & Bros. Com. | 55 | 61 |
| Eisenlohr & Bros., Pfd. | 86 | 91 |
| Geo. W. Helme, Com. | 156 | 165 |
| Geo. W. Helme, Pfd. | 96 | 96 |
| Hav. Tobacco Com. | 1 | 1½ |
| Hav. Tobacco Pfd. | 1½ | 4 |
| Imperial Tobacco Co. | 8½ | 9¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com. | 80 | 88 |
| J. S. Young Pfd. | 87 | 93 |
| McAndrews & Forbes Com. | 103 | 106 |
| McAndrews & Forbes Pfd. | 82 | 86 |
| Mengel Co. Com. | 36 | 40 |
| Philip Morris | 4 | 7 |
| Porto Rican A. T. Co. | 65 | 75 |
| Porto Rican A. T. Scrip. | 70 | 85 |
| R. J. Reynolds "A" | 70 | 80 |
| R. J. Reynolds "B" | 34 | 36 |
| R. J. Reynolds Pfd. | 103 | 105 |
| Schulte Retail Stores | 34 | 37 |
| Tobacco Prod. Export | 4 | 7 |
| Tobacco Prod. 8% Scrip. | 95 | 100 |
| Tobacco Prod. 7% Scrip. | 94 | 98 |
| United Cigar Stores | 115 | 135 |
| Universal Leaf Com. | 130 | 140 |
| Universal Leaf Pfd. | 96 | 100 |
| Weyman-Bruton Com. | 155 | 165 |
| Weyman-Bruton Pfd. | 96 | 99 |

## Tobacco Products

Management of Tobacco Products Corporation is considering an offer from bankers which may result in an issue of short term obligations and retirement of $1,600,000 of dividend scrip.

A director says company is not in need of funds and any such financing would be considered only on terms that would make possible retirement of the scrip to the company's advantage. Bank loans are below $2,000,000 and company has an open credit at its banks for twice the amount it is borrowing.

Similar offers were declined last Spring because the money was not needed. Bankers desiring to employ funds, have renewed the offer on better terms.

If money is available at less than 7 per cent, retirement of the $1,110,000 scrip bearing 8 per cent, and $564,000 bearing 7 per cent would effect a saving. This scrip matures serially at intervals of three months beginning next August.

A director estimates earnings before taxes in ten months ended October 31 were $200,000 in excess of full year's 7 per cent dividend on $8,000,000 preferred and $6 dividend on 188,000 common shares.


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the *Unlisted* and *Inactive* tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
Tel. Hanover 7733


### Keystone Tobacco Co., Inc.

WILMINGTON, Del., Nov. 21.—The Keystone Tobacco Co. has been incorporated under the laws of this State. Capital stock, $510,000. Attorney, Corporation Service Co.

### Otto Eisenlohr & Bros., Inc.

PHILADELPHIA, Nov. 21.—The directors of Otto Eisenlohr & Bros. have declared the regular quarterly dividend of one and three-quarters (1¾%) per cent. on the outstanding preferred stock of the corporation, payable January 3, 1922, to stockholders of record at the close of business, December 20, 1921.

### Gaston, Williams & Wigmore Report

Oscar A. Lewis, attorney for ex-Governor Benjamin B. Odell and former U. S. Judge Van Vechten Veeder, receivers for Gaston, Williams & Wigmore, Inc., formerly large tobacco shippers, before its sale to George A. Gaston for $102,500, has filed a report in the Federal Court, according to which the company has on hand pledges in merchandise for $396,000. When taken over March 16, 1921, the amount was $900,000 from which was deducted for disbursements $650,000.

### United Cigar Stores, Ltd.

TORONTO, Nov. 19.—At a special meeting of shareholders of United Cigar Stores, Ltd., a resolution was passed by large majority opposing the petition for winding up its affairs recently filed in the courts by an individual shareholder. It was thought to be against the interests of the company for any winding-up to take place at this period in the company's activities. Shareholders were of opinion that there should be a thorough investigation of the company's affairs before liquidation was resorted to. This company has no connection with the concern doing business in the United States under the same name.

### To Open New Store

SHEBOYGAN, Wis.—W. L. Zarling and Joseph Hemsing, Jr., are to open a cigar and billiard business here.

# Business Shows Signs of Improvement Up-State

**Doctor May Be Santy Claus Himself and Prescribe More Cheerfulness—Max Shows 'Em—Quinn Rough on O'Sullivan's—More Mariners Wanted—Hicks Are Jest Full o' Tricks—Shh, Someone Got Put Off at Buffalo.**

NEW YORK STATE CAPITOL DISTRICT,
Sunshine Week, 1921.

"Ah, Sam, this is more like!" glowed Jim Stubb, watching a $5-bill wend its way from a smoker's pocket to the interior o' the Stubb & Ash, Inc., cash-register in such a brisk and cheerful manner that even the engraved portrait o' Benj. Harrison smiled. "With sun shining on both sides o' the street, Sam, also the middle, I betcha business is better, what?"

"But she is still a awful sick-woman," sighed Sam Ash, making the next sale of an invincible Manila cigar, B-class, for a nickel, as the buffalo-bull switched his tail doubtfully. "Yuh should mebbe believe it trade is so much better on account of a good day now an' then, unnerstan' me. Yet neither yuh nor I should even see it sucht a improvement that folks is buyin' Christmas presents now to avoid bein' disappointed next month, y'unnerstan'!"

### Then Hustle for It, Says Frumkin!

"Well, if you don't want to be disappointed, get out and beat the bush for business," smiled Max Frumkin, as he registered with the Hot Chair Club for a permanent Tuesday reservation. "In my jobbing houses, at both Schenectady and Pittsfield, I find that business is best when I go out after it—and only then!

"Since we opened up a generad distribution with the Capitol District trade, shipping direct from our Pittsfield branch, we have really accomplished far more than previously. It has given us an opportunity to quote in the open market against competing prices at a time when most jobbers are satisfied to lie down and wait for orders to pour in thru virtue of established trade, and nothing else!"

### Johnny Quinn Counsels Work Too!

"Sure, you got to walk around and nab the orders," agreed Johnny Quinn, sharpening another pencil for his Allen Cressman's Sons order-book as he stopped a minute with the Committee on New Business. "I can't oversell the Philadelphia factory unless I punish the o'Sullivans!

"And, just now, as I have the Counsellor nicely started, I must work harder than ever to keep it going strong. No one ever thinks of mailing in any business these days. You simply have to keep in circulation, seeing as many dealers daily as the law allows—and then a few more!"

### Byron Needs the Marines Also!

"Yes, you'll have to see every dealer every day pretty soon," advised H. J. Byron, the Chestnut street retailer, as he reported to the actuary o' the Hot Chair Club. "That is, if they continue to rob and plunder us dealers as they have been doing right along.

"Why, only this past week some laddie-bucks busted into my store and got away with practically all my cigar and cigaret stock! Oh, sure, the Dick Turpin cops came around afterward for an inventory. But what I want is the merchandise, not the roy-gardners who pulled the trick right around the corner from the State Capitol!"

### Felt Boots, Hot Stoves, Seegars, An—

"Pshaw, you see some day if Jesse James and his gang don't run off with the Capitol!" predicted Johnny Ryan, trying to find a rubber band big enough to go all the way around his Julius Klorfein order-book, now jammed with business. "In my rambles 'round town with a gripful o' Garcia-Grande cigars I'm really alarmed, at times, that some of these two-gun men will stick me up for a bank messenger or something, thinking I have a boston-bagful o' negotiable notes!

"And, out in the greensward, all around the country, the hicks really believe Albany has a desperado on every corner. Fact! They sit around the red-hot iron stoves in the general stores seriously discussing the depravity o' the Capitol City. And they push their manure flavored felt boots up another notch on the fender, fire up another cheroot, and proceed to relate what they'd do if so-an'-so happened while they were removing another sack o' potatoes from the big red barn! Why, gol darn it, every man-jack on-'em would volunteer to turn constable an' rid this here village o' crooks in jig-time, you-bet-you!"

### Somebody Went to Buffalo?

"Looks as though there was some crooked work here in the jobbing situation," observed Earl Goodrich, picking up his Dearstyne Brothers Tobacco Co. order-forms as he and Ryan booked all the Garcia-Grande business as a co-operative missionary society. "Seems that some of the signed jobbers, who's pledged to maintain list-prices, is cutting on cigarets and tobaccos again.

"In fact, the present condition is in such shape that Ed Dearstyne went to the New York State Jobbing officials in Buffalo last week, and demanded a showdown. Putting 'em off at Buffalo is bunk stuff unless all jobbers share and share alike in this price-campaign."

### Twenty-four Sheets More on the Billboards!

"Yep, I know, Earl, but this here jobbing condition is almost so old as the Tower o' London!" compared Jim Stubb, still doing business from the sunny side of his cushion in the Hot Chair Club. "Jobbers haven't a chance in the world unless they couple-up their tobacco and cigaret game with some more profitable line like a popular cigar—and advertise it!

"See this new campaign of the Tichenor Cigar Co. o' Peekskill. Right here at their Albany branch they announce thru the Poster Advertising Co., a 1922 contract with the W. K. Gresh & Sons concern for a new line of poster work for the Meditation brand next year. And they have exactly *doubled* the amount of money appropriated for this purpose the coming season! That's the way friend Borden got possession of the milky-way—advertising, that's all!"—THE SMOKER.

## American Sumatra

HARTFORD, Conn., Nov. 20.—"Affairs of the Connecticut units of the American Sumatra Tobacco Company are in the main satisfactory," Vice-president Fred B. Griffin, of the company, said last night. "We have a good amount of 1921 shade-grown tobacco and we sell much more than we use. The price for what we sell should be around $4 a pound. Of course we buy different kinds and use them in our cigars."

Mr. Griffin read a dispatch sent from New York and printed in the Boston *News Bureau*, and said that it was in the main correct, except that he felt that the price of 1921 shade-grown would not be so low as $3. The dispatch said that a year ago price for shade was $5 and that this year it would range between $3 and $4. Buyers lately found that $3.75 was asked and this they declined to pay and "sat tight." If they met it later they would have the advantage of the intermediate shrinkage in weight. Connecticut valley shade is used to wrap grades of cigars selling at 15 cents or two for 25 cents. Imported Sumatra leaf is used in the same grades. It is available at $4 to $4.20 a pound.

Liquidation of the holdings of the American Sumatra Tobacco Company in the Consolidated Cigar Company has been contemplated, but a New York director of the company denies that they are to be sold.

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## TOBACCO:—

*WHITE—Genuine Porto Rican growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries.*
*PINK—Tobacco of Foreign growth.*

## CIGARS:—

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd in P. R. with Tobacco not a product of P. R.*

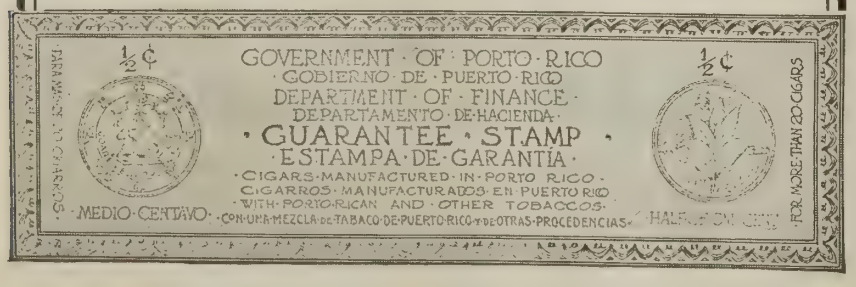
GOVERNMENT OF PORTO RICO

## TOBACCO GUARANTEE AGENCY

*J. F. Vazquez, Agent*

126 Maiden Lane New York City

Telephone—John 1379





# Chicago Dealers Preparing for a Holiday Rush

**Large Stocks of Cigars in Regular and Fancy Packings Arriving —Cigarettes, Pipes, Holders, Humidors to Supply Customers—"I Will" Spirit in Evidence—Buying Is Being Done on More Liberal Basis—Numerous Newsy Notes.**

CHICAGO, Nov. 19.—Business shows considerable improvement and merchants consider prospects of holiday trade brighter than they were at same time last year. Large stocks of holiday cigars in regular and fancy packings are now arriving and there will be plenty of cigars on the shelves to take care of any rush that may come. Regular packings, boxes of 10 and 25 and classy Boites Nature of 25, 50 and 100 are to be shown by all the loop dealers.

Cigarettes, pipes, cigar-holders, humidors, are all to be shown in all their holiday glory and the Chicago dealers showing their usual "I will" spirit are going to be right there to take care of the biggest rush that they have ever experienced.

### A Duplicate

Cyro is making rapid strides with its new jobbers, E. Hoffman Co., 187 W. Madison St. While only a few weeks in their hands, they have already received many duplicate orders for Cyro.

### Important Change

Mrs. Chas. D. Altschul has announced that owing to the dissolution of the Casa Del Rey Cigar Co., she will hereafter be associated with the Hotel Sherman Cigar Department, which will now cater to a select private box trade featuring all the leading brands of imported and domestic cigars and cigarettes. Mrs. Altschul is widely known in the trade here and is one of the best known cigar women in the Middle West. She has been with the Casa Del Rey Cigar Co. for the past two years. Mrs. Altschul will have her office on the Mezzanine floor of the Hotel Sherman, where she will be pleased to greet her friends.

### Returns to Tampa

A. L. Cuesta, Sr., of Cuesta, Rey & Co., left here Wednesday after calling on the trade. He went direct to Tampa.

### After Orders Just the Same

Herb Mesick, of Cuesta, Rey & Co., had his Willys-Knight auto badly damaged this week when an American Express Co. truck ran into him. Now Herb is "hoofing it" for orders.

### Stole Cash and Car

E. L. Taylor, a tobacco salesman, was robbed of his automobile and $850, his day's collection, a few days ago by three bandits who followed him into a cigar store at 6556 South Aberdeen St. They escaped in Taylor's car.

### Holiday Cigarette Packing

E. A. Condax & Co. have sent to the direct buyers from their New York office, a circular and a neat folder showing the Christmas packings of Condax cigarettes. They will have Condax Cabinets 200's in mahogany boxes that will retail for $5.00. Condax cabinets of 500's to retail at $13.50 and Codax library 100's that will retail at $2.50.

### More Evidences of "Normalcy"

Abe Cohn, a city salesman for the San Alto Cigar Co. had his pocket picked while riding on a street car. Abe is a modest fellow and refuses to state the amount of his loss.

### Useful Mailing Slip

M. Melachrino & Co. are giving their customers neat folders announcing Melachrino cigarettes No. 9 and No. 4 in Christmas packings. The slip is very useful for mailing purposes.

Harry Alces, with a grip full of Alces cigars spent a few days here this week, showing Christmas boxes containing 10 cigars.

### Falling in Line

Eger & Co., the Adams St. retailers, have joined the other loop dealers in cutting prices on all brands of cigarettes.

The Carmona Cigar Co., which in May opened a retail store at 169 W. Randolph St., has closed up.

### Off to Florida for Winter

Alex Tobias, well known to the cigar trade, and until recently with his brother, Jack, leaves today for Jacksonville, Fla., where he will spend the winter.

### Would Consider New Positions

Lillian W. Crawlerf and Julia Danzigur, for quite some time connected with the Lexington Hotel Cigar Department, have both resigned, and are in receptive moods with regard to positions.

Charles Steffen, from Indianapolis, representing Bayuk Bros., spent several days here working Philadelphia Hand Made, for Nathan Fox Co.

Pall Mall cigarettes have been reduced in price. The regular size now retails at 25 cents and is listed at $20.

### Arrived in Gotham

Wm. Best, Morgan Gunst, and Milton Esberg, of the General Cigar Co., after an important meeting here at the local branch have all left for New York.

### More About Dobler

Just had a letter from Roman Dobler, who has been with Sol. H. Furgatch & Co. When out here three weeks ago, he announced to your correspondent that he was about to enter a new field of venture, and in his letter just received he says he has resigned from Furgatch & Co., and also the cigar business, and has entered the wholesale hardware game at Rockville Center, L. I. The Chicago friends of Dobler (and he has many here), all wish him much success in his new venture.

### Hotel to Go After Big Cigar Business

Wm. J. Seidenberg & Co., who have operated the Cass Del Rey Cigar Co., which has been selling Pancho Arango cigars to the box trade, have dissolved this "offspring." As a result of this, Samuel Marco and Jay R. Isett, both well known cigar men, have connected with the Hotel Sherman Cigar Department, and in the future will feature the brands that are carried by the Sherman. That Wm. J. Seidenberg & Co. could not get the support of the Chicago retailers on their Pancho Arango cigar is due, it is said, to the fact that they operated the Casa Del Rey Cigar Co. and had several people out working the box trade, and this brought about this important change. The Hotel Sherman will feature many fine sizes of Panco Arango and have just received a shipment of over 50,000. Manager Art Larson stated that the Sherman is going after the consumer now with the finest and largest line of cigars that has ever been carried here by any one firm.

Robert Ellis is here calling on his many Sanchez & Haya customers.

### Romeo-Garcia Display

Joseph H. Slater, 116 North La Salle St., shows a very large Romeo-Garcia cigar display. Five sizes of this well known brand are in the window.

### "Yuletide Gowns"

The loop dealers are arranging to place their Christmas windows shortly after the first of the month. As usual, the stores of Albert Breitung will be attractively dressed up in real "Yule-Tide" spirit. Wm. White, chief window trimmer, ably assisted by the display department of P. Lorillard Co., has his all made and when he places them in the stores of this chain he will show something brand new in the way of window trims.

### Increasing the Flow

A heavy El Producto newspaper campaign is now in force and the orders for El Producto are coming into Clarence Hirschhorn Co., the distributers, faster than ever.

### Booking Orders for 1922

Jacob Rosenberg, whose Fernandez & Fernandez factory in Tampa, is sold out for the rest of the year, has already booked orders for 1922, and says there will be no shutdown at the factory during the usual holiday stock-taking period. Jack is one of those fellows who believes that the "early bird catches the worm."

(*Continued on page 25*)

# Cleveland Has a "Hot Time" Over Price-Cutting

**Feud Is Growing "Fast and Furious"—Jobbers Now in the Fray—Glowing Embers Stirred Into Blazing Business Warfare—No Visible Signs of Truce—"Disarmament Dope" Desired—Holiday Dressing Not Yet Conspicuous.**

CLEVELAND, Ohio, Nov. 19.—The city of Cleveland had its tobacco colony all "het up" this week at the continued and rapidly increasing price-cutting feud. As present indications stand, it looks like a sure enough fight to the finish. The slashing of prices by jobbers has stirred up the already glowing embers of business warfare. This last has raised the fever of the retailer's war to a white-hot pitch and unless the wholesalers can find a way to patch up their present difficulties this price-cutting business is booked for a mighty long and undesired stay, for up to now there have been no signs of any jobber changing his policy.

### Conditions to Be Avoided

These conditions are such as should be shunned by every tobacco man who believes in fair play. Price cutting can only result in the abolishment of fair play. Fair play expressed in real, honest-to-goodness competition is a boon to a mutually successful business, but radical and business piracy in the form of price-cutting, such as has been witnessed here, cannot but result in the abolishment of this incentive to business. The man who really loves fair play will give his competitors a chance, a chance to make a decent profit. If there were more of this kind, the kind that does not "hog it all," how much more desirable world this would be.

### The Real Remedy

The only visible remedy is that old, old one—the only real remedy—common sense and fair play. In Washington this week, the heads of nations are striving to eliminate all possible chances for future wars. Why not try some of this "disarmament dope" yourselves, you tobacco men? Why not get together and by fair play and common-sense methods assure yourselves of a real, honest-to-goodness, healthy competition and not one based on the wrong plane of personal gain with the other fellow shifting for himself.

### Holiday Attractions Late

Tobacco goods in holiday apparel are notable for their absence so far this year. Though we do see a few here and there, one would not, from them, be led to believe that Christmas is but six weeks distant. We do, however, hear many and varied reports as to this and that product being packed so and such a way, etc.; but are patiently waiting to glimpse at close range the subjects of these reports. It may be that retailers are not quite ready yet for their holiday displays, that other stock must be sold first to pave the way. Be that as it may, we are certainly anxious to see the old glass humidors with their wreaths of holly.

### Featuring Pall Mall Cigarettes

Dealers throughout the city are taking advantage of the cut on Pall Mall's to feature this cigarette this week. They certainly carried their share of the week's publicity as expressed in window displays.

### R. G. Dun Week

Just called up Ben Walder of R. G. Dun fame. "What's new?" I queried. "Just had a double pinochle," replied Ben. But to get down to business—and the R. G. Dun is doing "some" business—the R. G. Dun cigar is surely being "put over big" this week. It is a sure "R. G. Dun Week" and no mistake. There are an astounding number of stores that have given all available space to the displaying of this cigar. One of the most notable of these window displays is that of Joe Sach's on the Public Square. This display was accomplished by Ben Walder himself, and to say that it is enticing is putting it very mildly. The R. G. Dun cigar is one of Cleveland's best sellers in spite of the fact that they are made in Detroit, Cleveland's rival from up the Lakes. The cigar is well distributed here by the Amster Co., and is manufactured by the Bernard Schwartz Cigar Co., Inc.

### A Visitor

Bernard Lett, of the Pacific Commercial Cigar Co., was a visitor in town this week. Behind his visit was a purpose, in which he succeeded, if sales of his Manillas count for anything.

### Features Flor de Manuel

D. O. Haas is pushing hard behind the Flor de Manuel this week, and the window of his Public Square store is a constant reminder of this cigar's value.

### Jack Merriam in Town

John W. Merriam, of Merriam Segars, Inc., stopped off in town for a few days after a stay in Chicago. Jack went to Chicago to attend the last rites of a life-long friend, John J. Dolan.

### Now in Full Blast

The Consumer's Cigar Shop on Prospect avenue is now in full blast and is offering as a special this week, Iroquois Club, a 10-cent value, at 2 for 15 cents.

### Jim in Town

Jim Preston, of the Sig Mayer Co., waltzed into town this week on his way to the Big City from Chicago. His Rey-Omas have a wonderful distribution here through A. D. Goodman & Co.

### Standard Drug's Feature

It is always interesting to note each week what the Standard Drug Co. is featuring through their 26 stores. This week it is the Dacia, made by Wohl & Comstock, here in Cleveland.

### Around Town

C. Wodiska, of the Corral, Wodiska y Co. of Tampa, Florida, was in town this week. He has wonderful tales to tell about his favorites, the La Lita and the Julia Marlowe.

### Closing Out on La Costas

The Marshall Drug Co. is closing out this week on a special size of La Costas. Ordinarily 10c value, these cigars are being offered at 2 for 11c. The La Costa is distributed here through the Weideman-Fries Co.

### Just Arrived

Ben Block, of the Park and Tilford Co., just got back from Canton, where he has devoted all his energy this week. Ben seems mighty well pleased with the results of his week's sojourn at Canton.

### Neat Attraction

Sam Klein, in his store on Superior Avenue, is offering to the gaze of the public, one of the neatest displays of little cigars that has ever been noted. It is hard to see how any tobacco-loving "fan" could walk by without taking a good long, desiring look, at least.

### Around Town

Around town, A. Hannaur, of the Kaufman Bros. & Bandy Co., is very much in evidence. His Sweet Root pipes can certainly capture the orders.

### Another Pyle & Allen Offer

Hardly a week flies by without a Pyle & Allen dual offer. This week the purchaser of two packages of Bagley's Red Band cigarettes will get a 75c genuine Bakelite cigarette holder free. It need hardly be said that more smokers are using cigarette holders, and incidentally Red Band cigarettes, than ever before.

### Leaving for Michigan

Val Keough, of Henry the Fourth note, has just left for Michigan, where he will conduct an extensive survey for orders that are sure to materialize.

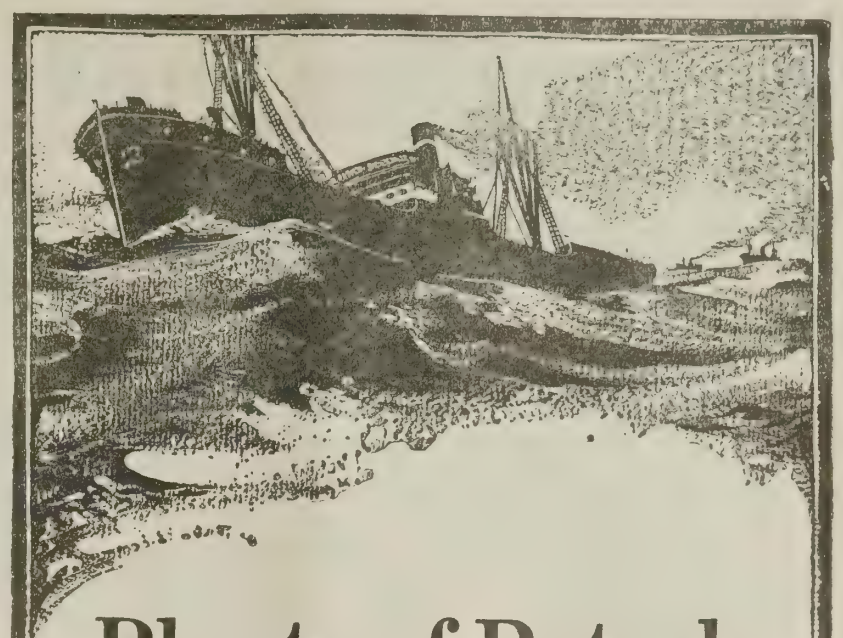
### An Attractive Display

One of the most interesting window displays of the week was G. B. Scrambling's display of El Roi Tan cigars. The Scrambling Co. are sole distributors here for the El Roi Tan on which they "sure" do an enormous business.

### Holiday Vacation Plans

By the way, Ben Walder and Lester Amster have just completed plans whereby they will spend the holidays together

(*Continued on page 32*)



# Plenty of Potash

*After all the years of Potash Hunger the opportunity has come to buy Potash at very low prices*

IN order to take advantage of these low prices no time should be lost in telling your dealer what you will require so that there will be plenty of time to import the Potash.

The right kind and amount of fertilizer is a great help in reducing the cost of crop production.

A fertilizer high in Potash, 4 to 10 per cent, improves both the quantity and quality of all crops.

Great quantities of Potash have been removed from the soil in the past six years. Now is the time to restore it at small cost.

SOIL & CROP SERVICE, POTASH SYNDICATE
H. A. HUSTON, Manager
42 Broadway New York

POTASH PAYS

# LA CONFESION

A FAVORITE FOR FORTY YEARS

## DRAWS TRADE

*Because*

1. Choice Havana Filler
2. Imported Sumatra Wrapper
3. Cuban Hand Work
4. Nine Popular Sizes

SIZES AND PRICES

Invencible . . . . . 3 for 50c
Waldorf . . . . . 15c Straight
Club House. . . . 15c Straight
Perfecto . . . . . 15c Straight
Concha Especial. . . 2 for 25c
Epicure . . . . . 2 for 25c
Panetella . . . . . 2 for 25c
Bouquet . . . . . 10c Straight
Miniatures . . . . . 5c Straight

**Some open territory in Middle West**

**BENITO ROVIRA CO.**
(INCORPORATED)
**311-321 East 62nd St., New York**

# NEW YORK
## Doings and Sayings Goings and Comings

### Cannons on Water Street

"You could shoot a cannon down the street and not hit a leaf man," said a dealer—at noon.

* * *

### Williams Is in Town

C. R. Williams, president of the Hatcher-Perry Co., Inc., Roanoke, Va., has been enjoying New York.

* * *

### Anspach Talks Pennsylvania

W. W. Anspach, of the Reed Tobacco Co., Milton, Pa., is giving Gotham the Pennsylvania news in person.

* * *

### Levin Comes from Rochester

S. Levin, 199 Joseph avenue, Rochester, N. Y., will buy his next railroad ticket from, instead of to, New York.

* * *

### Nash Visits New York

W. K. Nash, of Minneapolis, Minn., where he has numerous interests, has been greeting his friends in New York.

* * *

### Sprague Arrives

W. R. Sprague, manager of the tobacco department of Sprague, Warner & Co., Chicago, has been calling on New York houses.

* * *

### Kraus of Philadelphia Here

J. L. Kraus, of Roig & Langsdorf, Philadelphia, took a run over to New York the other day and hobnobbed here and there.

* * *

### Brenner Examines Leaf

Otto Brenner, of the General Cigar Co., of Montreal, Montreal, Canada, was a visitor to New York's leaf district recently.

* * *

### Carder Visits Leaf District

Mr. Carder, of the Stettler Cigar Factory, Vancouver, B. C., has been seen recently in New York's leaf district, looking over samples.

* * *

### Rothchild Back from Cuba

Harry S. Rothchild, of Cullman Bros., 161 Front street, has just returned from Cuba, where he has been looking over the leaf situation.

* * *

### Hoffman Finds Water Street

Mike Hoffman, of the M. & E. Hoffman Leaf Tobacco Co., Marietta, Pa., has been in New York, where he visited the downtown leaf district.

* * *

### Finds Havana Goes Well

Morris Rosenberg & Co., 147 Water street, confess themselves as well pleased with the way things are going. Havana leaf is in increasing demand, they find.

* * *

### Koretz Looks Up Leaf Men

Adolph Koretz, of Winkelstein & Sons, leaf dealers of Syracuse, N. Y., has been walking up and down Water street, finding his old friends in their offices.

* * *

### Lang Made Long Journey

Julius C. Lang, president and general manager of the National Grocery Co., Seattle, Wash., has been looking after the tobacco department of his business during his visit in New York.

* * *

### Bijur on Way Home

A. Bijur, a member of the firm of E. Rosenwald & Bro., leaf importers, 145 Water street, is on the way home from Havana, and is expected in his office almost any day.

* * *

### Ellinger Is Juridicial

Ernest Ellinger, of Ernest Ellinger & Co., tobacco importers, 152 Front street, doesn't appear in his office these days until late in the afternoon. He is doing jury duty.

### Phillippi Assigns

A. Phillippi & Co., Inc., 29 Broadway, has made an assignment to Nat Ottensoser. The firm, which has been exporting and importing leaf, was incorporated in 1917.

* * *

### Goldsmith Returns to Goldsmith

Charles R. Goldsmith, who has been in Ohio and thereabouts for Goldsmith & Block, 193 Front street, returns to headquarters this week. He has been picking up some nice orders.

* * *

### Glaccum Packs 'Em Up

Wm. Glaccum & Sons, 302 East 45th street, has some important holiday business in hand. Special packings are being made of ten foil-wrapped cigars in an artistic pasteboard box.

* * *

### Cassidy Improving

M. J. Cassidy, of M. J. Cassidy & Son, 173 Front street, who has been seriously ill with pneumonia, is improving, and probably will be back in his office in a few weeks.

* * *

### New Leaf Goes Well

The American Leaf Tobacco Co., 7 Debevoise street, Brooklyn, has secured quite a number of orders for quantities of the new Connecticut shadegrown leaf. The leaf seems to be well liked.

* * *

### Riddell Enjoys Promotion

R. S. Riddell & Co., 402 East 49th street, used several years ago to make 5-cent cigars their specialty. Now they are enjoying a pleasing trade in the more expensive sizes.

* * *

### Spitzner Bought in Lancaster

G. W. Spitzner, of C. H. Spitzner & Son, 165 Front street, has just returned from Lancaster, Pa. While there he bought several good packings which he knew would appeal to his clientele.

* * *

### American Exchange Conservative

The American Exchange Cigar Co., 1059 Third avenue, while it is working a full force, explains that it is pursuing a conservative policy, and is turning out cigars only against orders in hand.

* * *

### Duys' Stock Diminishing

H. Duys & Co., 142 Water street, are disposing of their Sumatra and Java leaf to buyers eager for the quality that is being shown. Some good orders have been booked, it is understood.

* * *

### King Cole Is on His Throne

The King Cole Cigar Co., 140 West 42d street, is getting into a firm stride, and the King on his throne seems more smiling than ever as he watches Old King Cole cigars and smoking tobacco roll out to smokers.

* * *

### Korn Keeps 'Em Busy

The Bouquet de Paris cigar factory, at 1809 First avenue, whose fortunes are presided over by Al Korn, with George Flatauer, the new member of the firm, is a busy place these days. Korn has been traveling up-state lately, and has come back with orders over which he displays satisfaction.

* * *

### Loewenthal Keeps 'Em Moving

P. Loewenthal & Co., 138 Water street, covers the Middle West well at present, Adolph Loewenthal being in Milwaukee, and William Weil in St. Louis. Harry P. Loewenthal expects to leave shortly for a trip through New York state.

* * *

### Frank Using Up the Boxes

D. M. Frank & Co., 214 East 52d street, are so busy that anybody with no more than polite conversation to offer is told—very graciously—to please come back some other day. Boxes stacked about tables surrounded by girls pasting cigar labels speak volumes.

* * *

### Courtinade Snowed Under

F. Courtinade, 149 East 53d street, is in a happy condition, though he claims that he is worried. He has so many or-

(*Continued on page* 20)

# There is No Real Substitute for Wooden Cigar Boxes

EVERY experienced Cigar Manufacturer knows that wood is the best material for cigar containers. While there is a movement afoot to popularize substitutes, careful consideration should be given to the merits of the wooden package.

In a series of advertisements to the trade there will be presented the case in behalf of the wooden cigar box. Obviously, no claims will be made, no statements adduced that cannot be fully substantiated.

However, in fairness to all, we urge that any and all claims we put forth be subjected to the most searching analysis.

Proof is the only yard-stick on which to measure superiority. You are the judge and jury. Study our evidence carefully.

*Advertisement*

# Dibrell Brothers, Inc.

## *Leaf Tobacco Dealers*

**Danville, Va., U. S. A.**

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

**Cable Address "Dibrell"—Danville**

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

## Cobb-Gwynn Tobacco Company, Inc.

**RICHMOND, VA., U. S. A.**

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead — W. P. Anderson — S. H. Anderson

## Whitehead & Anderson

# LEAF TOBACCOS

**Commission Merchants & Exporters**

*Our Tobaccos Always Open Up To Sample*

**WILSON, N. C., U. S. A.**

*The largest bright leaf tobacco market in the world*

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition / Arnolds No. 5 / Western Union

## THORPE & RICKS

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

## GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

Cable Address: "Lowbell" — Established 1865

## W. O. SMITH & CO.

**Freight Brokers and Forwarding Agents**

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office: 47 Washington St., New York City
Branch Office: 431 Munsey Bldg., Baltimore, Md.


## Lynchburg Has Highest Average of Season

LYNCHBURG, Va., Nov. 18.—John D. Oglesby of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | *Pounds.* |
|---|---|
| Sold this week | 814,100 |
| Sold to Nov. 18, 1921 | 1,955,700 |
| Sold to Nov. 19, 1920 | 590,600 |
| Increase for 1921 | 1,365,100 |

The weather was favorable for marketing tobacco and receipts were good all the week.

Much activity was shown by the buyers and all desirable grades brought splendid prices.

Very inferior and lifeless types, while much higher than last year, are lower than the rich dark grades. Rich dark lugs as well as leaf are in strong demand and selling high. Quotations follow:

| | |
|---|---|
| Lugs, common, trashy | $6.00 to 8.50 |
| Lugs, common | 8.00 to 12.00 |
| Lugs, good | 10.00 to 18.00 |
| Leaf, short | 18.00 to 35.00 |
| Leaf, good | 35.00 to 50.00 |
| Leaf, wrappers | 45.00 to 86.00 |

The general average price for the week was the highest of the season.

## Blocked Sales at Danville

DANVILLE, Va., Nov. 19.—A noticeable feature in the offerings this week was the increased percentage of common tobaccos. Good to fine tobaccos have been scarcer than at any time during the season, and the general average throughout the week is reflected under this condition.

Sales have been exceedingly heavy, and have blocked throughout the week. The weather has been seasonable and heavy sales are now expected until the holidays.

But little change in prices has been noted. Approximate sales for the week are as follows: 2,617,441 pounds, average $23.46, amount paid out $614,044.57.

Sales for last week were 2,400,375 pounds, average $23.90, amount paid out $573,682.34.

## Richmond Sales Larger

RICHMOND, Va., Nov. 19.—Sales are getting larger; and, with the good "season" which we are having at present, should be very large next week.

Tobacco is of high quality and good flavor, the best crop as to quality in years, with prices very reasonable. No manufacturer, who uses Sun-cured tobacco, should miss buying some of this crop. Total sales for week were 218,040 pounds at $15.73 average.—R. C. MORTON & Co.

## South Hill Breaks Record

SOUTH HILL, Va., Nov. 19.—Sales of leaf tobacco on this market for the week established a record of 677,240 pounds. Sales were blocked from Monday to Thursday. The prices on all grades remained firm and were satisfactory to the growers. Sales for the season are 3,372,095 pounds, which sold for a total of $826,603.52.

## New Bern Average, $14.91

NEW BERN, N. C., Nov. 19.—Total sales for the week, 202,882 pounds; average price per 100 pounds, $14.91. Sold to date of 1921 crop, 2,164,962 pounds; average price per 100 pounds, $21.23. Sold to same time last year, 2,929,894 pounds; average price per 100 pounds, $18.00. Sales heavier this week but offering consisted of large percentage of common to medium tobaccos. Prices holding their own.—NEW BERN TOBACCO Co.

## Virginia Bright Tobacco

Bright tobacco farmers of Virginia sold 9,274,223 pounds of the leaf during the month of October, at an average price of $27.17 a hundred, more than $3 higher than the average last year, according to a statement just issued by the State Commissioner of Agriculture. Total producers sales up to November 1 amount to 10,972,633 pounds. Farmers have marketed 173,267 pounds of the dark leaf. Last month it averaged $11.79 a hundred.

## South Boston Average, $23

SOUTH BOSTON, Va., Nov. 19.—The sales of leaf tobacco on the South Boston market this week footed up about 1,250,000 pounds, and the average made was around $23 per 100. Sales blocked all of the first days of the week and closed at 1 o'clock yesterday.

## Henderson Market Has Its Lowest Average

HENDERSON, N. C., Nov. 19.—Large breaks have been the rule on the Henderson tobacco market during the week that came to a close yesterday, a total of 793,260 pounds having been handled. For this amount the buyers paid a total of $200,922.57, or an average for the week of $25.32. This is the smallest average of any week since the first week of October, and is said to be due in a measure to the poorer grade of weed that is being offered, but also partly to a natural decline in the price.

For the season the Henderson market to date has sold 4,868,799 pounds, which brought $1,303,380.49, or an average of $26.77 per hundred pounds.

Thus it will be seen that the market has sold considerably more than half of what is predicted for it for the 1921 crop. Tobacco men in general do not believe that the yield for this year will go much beyond the 8,000,000 pound mark, although there is no way of getting at absolutely accurate figures just at this time. It depends largely upon the amount of outside tobacco that is brought to this market for sale. The crop grown in this county alone certainly will not go beyond that figure, in the opinion of well informed tobacco men here.

Farmers are showing a growing tendency to get rid of their crop, and some have already disposed of all they had on hand. Most of them, however, still have some, and a few growers have much yet to be marketed. There have been a number of blocked sales this season, these occurring principally on Mondays, when, it seems, many growers have found themselves here with their offerings on the same day with so many others that they have been forced, some of them, to remain over more than one day in order to get their checks in payment.

## Winston-Salem, $25.75

WINSTON-SALEM, N. C., Nov. 19.—Two and a half million pounds of loose leaf tobacco were sold on this market this week at an average of about $25.75 per 100. Owing to the heavy receipts of common leaf the average was held down. However, there was no decline in the prices for the better grades, and strictly fine tobaccos are even higher.

## Wilson Average, $30.83

WILSON, N. C., Nov. 19.—The receipts of leaf tobacco at the Wilson warehouses this week amounted to 2,524,946 pounds, which sold at auction for $800,189.21, an average of $30.83 per 100. Sales last week amounted to 3,444,436 pounds for $1,020,792.39, average $29.63 per 100.

## Williamston Average $32

WILLIAMSTON, N. C., Nov. 18.—Total sales for the week, 255,862 pounds; average price per 100 pounds, $32.00. Sold to date of 1921 crop, 2,078,399 pounds; average price per 100 pounds, $26.78. Sold to same time last year, 2,349,296 pounds; average price per 100 pounds, $20.32.—F. W. GRAVES & Co.

## Oxford Average, $25.17

OXFORD, N. C., Nov. 19.—Total sales for the week, 745,857 pounds; average price per 100 pounds, $25.17. Sold to date of 1921 crop, 3,768,929 pounds; average price per 100 pounds, $25.67. Sold to same time last year, 5,986,592 pounds; average price per 100 pounds, $24.84.

## Carolinas Speeding With Co-Operative Plan

HENDERSON, N. C., Nov. 19.—As the cooperative marketing campaign draws to a close in the three States of North Carolina, South Carolina and Virginia, it becomes more and more evident that the plan is assured of wonderful success, in the opinion of officials of the organization in this State. Signed contracts representing about 300,000,000 pounds of tobacco, are said to be in the hands of the Tri-State Tobacco Growers' Cooperative Association, latest figures available at the State headquarters at Raleigh indicate.

Some counties in North Carolina report increased interest in the association as the campaign nears its end, which is on Jan. 1, 1922, and many growers are writing in for contracts and asking for clean-up campaigns in their communities. Growers who at first hesitated about signing up are now said to be making an effort to get in as charter members before it is too late.

It is stated that after the campaign actually closes, there will be no other opportunity to join until the tobacco crop of 1922 has been marketed by the growers' association, and with the bulk of the crop going through warehouses designated by the Cooperative Association, growers who have not signed are pictured as facing the prospect of no local market. Tobacco men are represented as admitting that with more than half of the total crop of the three States going through the growers' own association, it will be well nigh impossible to maintain the present auction markets for handling what tobacco is left outside the association.

The Tri-State Association is said now to have more than 35,000 members signed in the new marketing scheme. At the rate growers are signing the contract, a membership of about 50,000 is expected by the time the campaign ends. The six largest California marketing associations have a combined membership of 47,000, or 3,000 less than the tobacco growers expect to have at the start. This is pointed out as justifying the claim of the growers that the cooperative marketing organization is "the biggest thing in the South."

News has just come from Raleigh that the headquarters there has received information that J. M. Galloway, of

(*Continued on page 23*)

## British Quotations

LIVERPOOL, Nov. 5.—The following quotations and market analysis are taken from the regular monthly report issued by Frank Watson & Co., Limited:

### Quotations

| | | | |
|---|---|---|---|
| Western Leaf. | | | |
| Dry Filler | 9 | to | 14 |
| Medium to Good | 15 | to | 20 |
| Good to Fine | 21 | to | 24 |
| Burley | — | to | — |
| Virginia Leaf—Dark. | | | |
| Dry Filler | — | to | — |
| Wrapper | — | to | — |
| Bright.— | | | |
| Semi | 15 | to | 24 |
| Medium | 25 | to | 39 |
| Good | 40 | to | 47 |
| Fine | 48 | to | 54 |
| Fancy | 55 | to | 60 |
| Western Strips.— | | | |
| Common to Good Filler | 12 | to | 15 |
| Short Medium | 16 | to | 21 |
| Medium | 22 | to | 26 |
| Good to Fine | 27 | to | 30 |
| Burley | — | to | — |
| Virginia Strips—Dark.— | | | |
| Common to Good Filler | — | to | — |
| Medium to Good and Fine | — | to | — |
| Bright.— | | | |
| Semi to Good Semi | 18 | to | 30 |
| Medium | 31 | to | 42 |
| Good to Fine | 43 | to | 52 |

### Analysis of Market

The improved demand noted in our last, continued during October, and embraced both Bright Virginia and Carolinas as well as Westerns. In the former the demand was mainly for Tobaccos of the better grades with color and body.

Prices in North Carolina and Virginia continue to advance, the better grades proving in very decidedly small proportion in the offerings. Values here are now below the American parity. Advantage of this has been taken to ship back a fair quantity of good Tobaccos and it is understood that this movement is likely to continue.

## LIVERPOOL MONTHLY REPORT

### October Figures, Showing Tobacco Imported, Deliveries, Stocks Oct. 31—Price Comparisons

LIVERPOOL, Nov. 1.—The following figures and comment are taken from the regular monthly report issued by Edwards, Goodwin & Co., for the month of October:

#### Virginia

| | Leaf | Strips |
|---|---|---|
| Stock, Sept. 30 | 92,867 | 55,179 |
| Imported in Oct. | 5,951 | 1,827 |
| | 98,818 | 57,006 |
| Delivered in Oct. | 4,080 | 1,333 |
| Stock, Oct. 31 | 94,738 | 55,673 |

#### Western

| | Leaf | Strips |
|---|---|---|
| Stock, Sept. 30 | 13,249 | 15,237 |
| Imported in Oct. | 298 | 267 |
| | 13,547 | 15,504 |
| Delivered in Oct. | 677 | 611 |
| Stock, Oct. 31 | 12,870 | 14,893 |

#### On Hand in Previous Years

| Stock, Oct. 31 | 1920 | 1919 | 1918 |
|---|---|---|---|
| Virginia leaf | 59,344 | 43,513 | 26,175 |
| Strips | 36,238 | 33,513 | 31,411 |
| Western leaf | 13,137 | 15,504 | 3,529 |
| Strips | 14,789 | 17,720 | 3,949 |

#### Quotations

PRICES IN PENCE PER POUND

Leaf

| Western— | 1921 | 1920 |
|---|---|---|
| Filler | —@ 9@12 | 12@15 |
| Medium | 14@18 | 16@21 |
| Good to fine | 19@25 | 22@24 |
| Burley | —@15@24 | 15@24 |
| Virginia Dark— | | |
| Filler | —@12@15 | 18@24 |
| Medium | 16@19 | 25@27 |
| Good to fine | 20@24 | 28@30 |
| Virginia & Carolina Bright— | | |
| Semi-dark to Semi-bright | —@15@20 | —@20@27 |
| Medium bright | 23@33 | 28@42 |
| Good to fine | 34@45 | 43@60 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to semi-bright | —@15@19 | —@20@29 |
| Medium bright | 20@25 | 30@34@38 |
| Good to fine | 26@32@— | 39@45@— |

Strips

| Western— | | |
|---|---|---|
| Filler | —@12@16 | 18@21 |
| Medium | 17@22 | 22@26 |
| Good to fine | 23@28 | 27@30 |
| Burley | —@20@30 | 18@27 |
| Virginia Dark— | | |
| Filler | —@15@20 | 24@30 |
| Medium | 22@27 | 31@33 |
| Good to fine | 28@32 | 34@36 |
| Virginia & Carolina Bright— | | |
| Semi-dark to semi-bright | —@14@21 | —@21@32 |
| Medium bright | 22@36 | 33@45 |
| Good to fine | —@— | 46@66 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to semi-bright | —@15@— | —@24@— |
| Medium bright | Nominal | Nominal |
| Good to fine | Nominal | Nominal |

### Market Comment

The strength of the position in the United States for Virginia and Carolina tobacco has caused considerable inquiry on this market for this growth during October, and a fair amount of business has resulted, especially in leaf of "Old Belt" character, and the more colory classes of brights at higher prices. Nyasaland tobacco also came in for attention, and the better grades have shown an advancing tendency. Western tobacco has been in moderate demand, and prices keep fairly firm, excepting for fillers, which are easier in tone.


Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

Cable Address: WILTOBAC, Wilson, N. C.

**WILSON TOBACCO COMPANY**

*Dealers in* LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

E. B. Ficklen, President Cable "FICKLEN" E. B. Ferguson, Sec. and Treas.

**E. B. FICKLEN TOBACCO CO., Inc.**

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished ..Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

**E. V. WEBB & CO.**

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT COMPLETE FACILITIES

CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

ANDREW JAMISON, President Established 1885; Incorporated 1910

**W. A. ADAMS COMPANY**

—BUYERS AND EXPORTERS OF—

*ALL GRADES OF OLD BELT*

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

Cable "Tyack" Codes { Western Union, Arnolds No. 5

**T. D. TYACK TOBACCO CO.**

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

**TOBACCO SEED**

**Slate Seed Company**

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

**HEYWOOD, STRASSER & VOIGT LITHO. CO.**

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

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Western Representatives

PAUL PIERSON, 139 North Clark St., Chicago | ALBERT ABENHEIMER, Windsor Hotel, Denver, Colo.

Cable Address: "HODGE, HENDERSON"

**Hodge Tobacco Co.**
**of KENTUCKY, Inc.**
**Packers of**
**Leaf, Strips, Scraps and Stems**
Natural or Artificial Seasons
Head Office: HENDERSON, KENTUCKY
Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.
BUYERS ON ALL WESTERN MARKETS

**Rudolph, Hach & Co., Inc.**
REHANDLERS, DEALERS AND BROKERS IN
**LEAF TOBACCO AND STEMS**
*Main Office and Sample Rooms,*
CLARKSVILLE, TENNESSEE
OPERATING IN
Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,
Upper Cumberland and Air-Cured Districts
Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.
*Correspondence Solicitcd.*

**G. F. VAUGHAN TOBACCO CO.**
BUYERS, REHANDLERS AND REDRYERS OF
**Leaf, Strips, Stems and Scraps**
For Home and Export Trade. Samples Submitted
*Contracts Solicited*
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery. LEXINGTON, KY.

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"
**R. M. Barker Tobacco Co.**
INC.
CARROLLTON, KENTUCKY, U. S. A.
**Buyers and Dealers in Burley Leaf Tobacco**
We have our own factory located in the heart of the Kentucky Burley District, and *buy* on all the *loose leaf markets.*
We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*
We solicit your orders and will give same prompt and efficient attention.
SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

## Sales Increase

LOUISVILLE, Ky., Nov. 19.—Forty-four hogsheads of 1921 burley have been sold on the breaks here to date, the average price being $17.40 a hundred, and the range $3.40 to $40. Sales here this week totaled 1,603 hogsheads, including 1,562 burley and 41 dark. The same week last year sales totaled 1,290. Receipts this week were 872 hogsheads, compared with 745 the same week last year. Price rejections were 19 per cent. of auction sales.

Sales to date this year here have totaled 64,165, compared with 51,068, 62,293 and 53,825 in the like periods of 1920, 1919 and 1918, respectively.

The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

### Tobacco Sales for the Week and Year to November 18

| Warehouses | Week—Auction sales | Week—Private sales | Week—Total for week | Year, Jan. 1 to date |
|---|---|---|---|---|
| Turner | 126 | ... | 126 | 5,694 |
| Kentucky | 318 | 23 | 341 | 14,912 |
| Main Street | 162 | 1 | 163 | 10,018 |
| Planters-Farmers | 377 | 30 | 407 | 14,311 |
| Tenth Street | 268 | 18 | 286 | 9,462 |
| Louisville | 275 | 5 | 280 | 9,768 |
| | 1,526 | 77 | 1,603 | 64,165 |
| Year 1920 | .... | .... | 1,290 | 51,068 |
| Year 1918 | .... | .... | 339 | 53,825 |

### Classifications of This Week's Sales

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 29 | 1,510 | 23 | 1,562 |
| Dark | .... | 38 | 3 | 41 |
| | 29 | 1,548 | 26 | 1,603 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 7,419 | 52,268 | 44 | 59,731 |
| Dark | 3,070 | 1,361 | 3 | 4,434 |
| | 10,489 | 53,629 | 47 | 64,165 |

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 47,652 | 54,725 | 47,831 |
| Dark | 3,416 | 7,568 | 5,994 |
| | 51,068 | 62,293 | 53,825 |

### Comparisons with Previous Years

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Sales.. | | | |
| Total sales of new crop to date | 54,634 | 45,691 | 60,878 |
| Sales of new crop to date. Original inspection | 44,397 | 37,506 | 53,076 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley | 275 | .... | .... |
| Dark | 14 | .... | .... |
| Total | 289 | 305 | 259 |
| Percentage of rejections to auction sales: | | | |
| Burley | 19 | .... | .... |
| Dark | 34 | .... | .... |
| Total | 19 | 24 | 12 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 13,606 | .... | .... |
| Dark | 507 | .... | .... |
| Total | 14,113 | 12,745 | 9,403 |
| Receipts— | | | |
| Receipts this week | 872 | 735 | 1,788 |
| Receipts, Jan. 1 to date | 51,167 | 39,662 | 54,571 |

### Official Quotations at Louisville November 18, 1921

OLD CROP

| | Burley—Dark Red | Burley—Bright Red | Burley—Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mixed) | 5 to 6 | .. to 6 | 7 to 8 | .. to 4 |
| Trash (sound) | 7 to 8 | 7 to 8 | 8 to 10 | 4 to 5 |
| Common lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 18 to 22 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 10 to 12 | 17 to 20 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 20 to 24 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 25 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 55 | 22 to 25 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Paducah Market Has Small Run of Business

PADUCAH, Ky., Nov. 18.—There is very little news to report in tobacco transactions. A small run of business has been done on prized tobacco and the principal sales have been made through the Planter's Association, and sales made up mostly of common to medium leaf cut out of the 1920 crop, at prices ranging from 12 to 20 cents. A few hogsheads of wrappers were sold at 25 to 30 cents, but there are so few of the better grades that they are hardly worth mentioning. I would say that the market was dull and inactive with very little inquiry for old stocks.

A few loads of 1920 crop have been sold to dealers who are still in the market but the volume of this business is insignificant as there is very little left of the 1920 crop in hands of farmers.

At last we are having a good handling season. We have had heavy rains and moderately warm weather for the past two days and tobacco is in good case, which will help the cured tobacco materially. No doubt considerable tobacco will be taken down and put in condition for marketing. Within a few days we will see some activity in the new crop. Buyers, however, are showing very little inclination to buy just yet, and we don't expect much business until toward the end of the month. Usually about the first or middle of December is as early as there is any buying of consequence. So far as prices are concerned we are looking for the better grades to sell well and also expecting the lower grades to bring better prices than last season. This is because we have a short crop and there will be no big surplus of either common or good grades, but just what prices will be remains to be seen.—W. B. KENNEDY.

## Lightning Starts Fire

LEXINGTON, Ky., Nov. 18.—Twenty thousand pounds of tobacco was burned when lightning struck a barn on the farm of George W. White on the Military Pike late yesterday. No insurance was carried either on the tobacco or the barn.

### Cigarette Factory at Reval

The Laferme firm, formerly of Petrograd, has established a cigarette plant at Reval, Esthonia, capable of producing one million cigarettes per day. Tobacco will be imported from the Balkans. Esthonia's plans as to producing her own tobacco have failed, qualitatively as well as quantitatively. As a result, the high duty on tobacco will probably be lowered. Heretofore the daily cigarette production was less than 300,000.

**FRIEDBERG BROS., Inc.** LEAF TOBACCO
Dealers in All Kinds of
BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.
We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

**The Transcontinental Tobacco Co.**
*Importers and Exporters*
**1018 W. Main Street, Louisville, Kentucky**
Cable "Aledreux," Louisville, Ky. Codes A B C 5th Edition, Western Union, Bentleys
*Foreign Offices:* Paris, France Antwerp, Belgium Mayence, Germany Algiers, Algeria

**ALL KINDS OF LEAF TOBACCO**
Burley, Virginia, Kentucky, Tennessee, Maryland Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.

# Burley Pooling Movement Meets With Success

## Nearly 85 Per Cent of Tobacco Signed Up in New Marketing Plan—Forty-Two Thousand Growers in Co-operative Association—Others May Be Given Opportunity to Join—Various Committees Appointed—Resolutions Adopted.

LEXINGTON, Ky., Nov. 17.—The largest co-operative association of farm producers in the United States came into being last night with the adoption of a resolution and a report of a verification committee which went over the reports of all the counties in the burley tobacco district and declared that 84.85 per cent. of the crop of 1920 had been signed up to the Burley Tobacco Growers' Co-operative Association.

The figures, as revised by the verification committee, which was composed of six well-known Kentuckians, acting with the executive committee of the association, showed that 209,203,482 pounds of tobacco had been grown in the burley district in 1920 and that 177,521,263 pounds of this had been signed up by the growers with the association, and that 42,000 growers of tobacco signed the contract.

### Unorganized Territory

There remains considerable territory unorganized in the states of Tennessee, West Virginia, and Indiana, besides two or three more counties in Ohio, and it is likely that an opportunity will be given the growers of these counties to come into the association before the final closing of the pool.

### Six-Year Agreement

The pool is a six-year agreement to turn over to the association the crops raised in the burley district to be marketed. It will end the loose leaf warehouse auction system in the burley district. Tobacco will be sold to the manufacturers, as needed, by the management of the association and at a price fixed by the association's directors, a body of twenty-five men, of whom twenty-two are to be chosen by delegates from districts elected by the growers, and the other three chosen by the twenty-two. Only the three directors at large may not be growers of tobacco, the others being not only representatives of the growers, but actual growers themselves.

### Committees Selected

Preliminary committees to carry into effect the declaration of the organization committee yesterday were appointed last night by Judge Robert W. Bingham, of Louisville, originator of the movement and who has financed it from the start. These committees are to go to work at once on the details of the permanent organization. They are:

Committee on Financing—Charles N. Manning and J. Ed. Bassett, Lexington; W. C. Montgomery, Elizabethtown; Jas. C. Wilson, Louisville; James N. Kehoe, Maysville.

Committee on Warehouses—Ralph M. Barker, Carrollton; Charles M. Marshall, Lexington; James C. Stone, Lexington; R. Penn Taylor, Winchester; C. F. Walters, Shelbyville; J. R. Jones, Cynthiana; J. D. Craddock, Munfordville; J. W. Fitzgerald, Maysville.

Committee on Headquarters—Clark B. Patterson, Mt. Sterling; Buckner Woodford, Paris; John R. Crockett, Sharpsburg; Dr. S. H. Halley, Lexington; June Hunter, Versailles.

Committee on Legal Organization—John E. Brown, Shelbyville; Clifton Rodes, Burgin; Virgil Chapman, Lexington; L. A. Faurest, Elizabethtown; Judge Ed. C. O'Rear, Frankfort.

Committee on Elections—T. S. Burnam, Richmond; Bush W. Allin, Harrodsburg; Martin L. Harris, Rising Sun, Indiana; Albert Day, Maysville; Joseph Passonneau, Lexington.

Committee on Temporary Operations—James C. Stone, Lexington; Sam Clay, Paris; C. C. Patrick, Lexington; W. H. Shanks, Stanford; Ralph M. Barker, Carrollton.

Committee on Personnel—Judge Robert W. Bingham, chairman; other members to be announced later.

### Great Enthusiasm Displayed

It was a day of jubilation for those who have labored so long and faithfully to bring about the organization of the association. Judge Bingham was especially the recipient of enthusiastic demonstrations, not only at the beginning of the meeting in the afternoon, but at the night session, when after a demonstration which followed the announcement that the pool had gone over, the crowd stood and cheered him for two minutes, when it was suggested that a rising vote of thanks be given him.

Mr. Sapiro's reference to the efficient work of Organization Manager Joseph Passonneau also was greeted with tremendous applause, for every worker had been in the field with Passonneau and knew that the tribute was deserved. James C. Stone, Vice-Chairman, upon whom much of the work of the organization committee devolved in the absence of Judge Bingham at times, also was heartily applauded, as were Ralph M. Barker, the county chairmen whose counties led in the pooling movement and others who had aided in one way or another in the successful ending of one of the biggest movements in the state.

### Everybody Happy

In calling the meeting to order Judge Bingham said that "this is a happy day for all of us." He said that what had been accomplished was the work of many minds and hearts, and he paid generous tribute to the organizing genius of Mr. Sapiro, which the crowd applauded heartily.

Judge Bingham said the association represented a capitalization of five hundred million dollars, that it is the biggest thing in Kentucky, "bigger even than the L. and N. railroad," and the largest co-operative association in the United States.

"I thank God," said Judge Bingham, solemnly, "that I have had the opportunity to have a humble part in what I believe will prove the biggest thing that has ever been done for Kentucky."

Judge Bingham expressed his thanks to all who had had any part in the work

(*Continued on page 34*)

**Old Hill Side Smoking Tobacco**
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
**CLOWN CIGARETTES**
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
**Louisville, Kentucky**
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

**To Manufacturers of Scrap and Fine Cut Tobacco**
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

**Thos. Edwards & Sons**
CLARKSVILLE, TENN.
Dealers and Brokers in All Style Clarksville and Springfield Tobacco
Loose Tobacco bought and packed on order. Correspondence solicited. Samples sent on request.

**W. R. Nagel & Co.**
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco.
OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable Address—Tansy
Phone—Broad 1915
A B C 5th Edition
Arnolds & West, Union Codes
**TANSY TOBACCO CORPORATION**
*Leaf Tobacco Dealers and Brokers*
All grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your inquiries and Orders.
19 SOUTH WILLIAM STREET, NEW YORK

Cable: Austin, Greeneville
CODES: Arnold's No. 5 / A B C 5th Ed. Improved
BURLEY BRIGHTS G STRIPS SCRAP
**LEAF TOBACCO**
**THE AUSTIN CO., Inc.**
GREENEVILLE, TENN.
*Latest Proctor System*

**J. F. SMITH & CO.** CLARKSVILLE, TENN., U. S. A.
TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
FORWARDING FOR EXPORT
Storage Capacity 5,000 Hogsheads
REASONABLE RATES

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**J. S. PHELON**
*Leaf Tobacco Broker*
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam-Drying Plant
Ninth & Wing Avenue
Owensboro, Ky.

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

FREDERIC LEDERER
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Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND BLACKSTONE

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND TOTEM

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

## New York Doings

(*Continued from page* 14)

ders for his Turkish cigarettes that he will not be able to fill them inside of six months. Most of them are for monogrammed cigarettes for society people in New York and other cities.

* * *

### Lerch Joins Sam Loewenthal

John Lerch, formerly of the General Cigar Co., and an old-time cigar manufacturer of Gloversville, N. Y., has joined the forces of Sam. Loewenthal & Sons, 123 Maiden Lane. He will represent Loewenthal in New England and New York state, and will be in his territory in a few days.

* * *

### Marie Antoinette Goes Well

E. Kleiner & Co., 320 East 63d street, has an office that buzzes with the rustle of order blanks and the rattle of typewriters and adding machines. Over all, contentment. S. L. Cohen, who left recently to travel in New York state, was in Watertown a few days ago, on his way toward Buffalo.

* * *

### Wally Meyer Returns from West

Wally Meyer, of Isaac Meyer & Co., 160 Water street, has just returned to headquarters after a trip in the Middle West, including Detroit and Cincinnati. He says that the only trouble with Detroit is that the cigar factories are too far away from the car lines. Some of them are going to get close to Meyer leaf.

* * *

### Seidenberg Goes to Tampa

William J. Seidenberg, of Seidenberg & Co., 1465 Broadway, has left for Tampa, where a strike has closed his factory. He hopes to be able to settle the difficulty on an equitable basis in time to prevent any diminishing of the supply of cigars for the holiday trade, though judging by the rate at which the stock is diminishing he will have to work fast.

* * *

### Tunis Label a Prophecy

In these days of disarmament "conferencing," Tunis Brothers, 406 Broadway, point with justified pride to a label for Persona Grata cigars that they devised in 1915. The label shows Uncle Sam in the center of a circle of all the nations of the earth, evidently sitting down together to talk peace, since in a medallion at the bottom the lion and the lamb enjoy each other's presence.

* * *

### Storm, Fisher Business Gains

Storm, Fisher & Co., 120 Maiden Lane, are experiencing good business, particularly in holiday orders, for Lord Temple, Sumatra wrapped cigars. Daniel Fisher, who has been in the Middle West for some time, has returned to New York headquarters, and Sam Fisher, who recently went West, is, like Daniel, sending back to the office a steady stream of orders.

### Black Busy on Humidors

Wm. Black & Co., 311 East 94th street, are regretful that their humidor department in the factory isn't bigger. So many orders have been received for humidors that the space devoted to their manufacture is for the moment inadequate. Most of the orders are last minute rush requests in anticipation of the holiday trade, which the jobbers and retailers now consider will be more important than it seemed several months ago, when orders of this kind normally are placed.

* * *

### Bock Working for Holidays

H. Anton Bock & Co., 1230 Second avenue, are busily packing and shipping some last-minute orders received from dealers who have sniffed holiday business. Also, some exceedingly pleasing orders for Mebius & Drescher, Sacramento, Cal., and Keifer-Stewart, Indianapolis, Ind., for Arctic Club and other brands, are being sent on their way. Acker, Merrill & Condit Co. recently placed a large order for the Unisolo. What with all this business the Bock factory has had to increase its forces materially.

* * *

### Guedalia Renovating Factory

Guedalia & Co., 403 East 62d street, recently suffered a small fire due to crossed wires. Though the damage was not considerable, advantage is being taken of the opportunity offered by cessation of work to carry out some long-desired improvements. In about two weeks it is expected that alterations will have been completed. In the meantime, in order that customers may continue to receive shipments, arrangements have been made with another factory to take Guedalia leaf, labels, boxes, employes, etc., and turn out cigars on current orders.

* * *

### Take Your Pick

It is nothing new for a retailer to pull the same box out of his case whether a customer wants a Claro or a Colorado. But for the same box to actually contain the two colors, and several sizes and shapes as well, is something new. Yet, judging from returned boxes from the wilderness, now to be seen here and there about the factories, dealers in the hinterland are aiming to please by putting a whole bag of tricks in the one box—and then if buyers don't seem to like the grab-bag idea, shipping the whole works back to the factory whose number happens to be stamped on the box.

* * *

### Regensburg Keeps 'Em Busy

There is a grand bustle about the offices of E. Regensburg & Sons, Broadway and 34th street. On a long table are piles of boxes, and the rattle of wrapping papers and snapping of string is great. All the industry is for the benefit of local trade only, orders from elsewhere being taken care of at the Tampa factory. Now that the company has taken full account of the effects of the recent storm in Tampa it appears that the only serious result

(*Continued on page* 22)

EL VERSO
HAVANA CIGARS

Seven Sizes
to Please the Most Discriminating

The Deisel-Wemmer Co.
*Makers*
LIMA, OHIO

GET WISE—GET WEISS
The WEISS WINDOW TRIMMING CO.
Show Cards · Signs · Posters
Price Tickets · Window Display
154 THIRD AVE. N.Y.
Between 15th - 16th Sts.
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Read Tobacco and Keep Up to Date

E. ROSENWALD & BRO.
145 WATER STREET, NEW YORK
IMPORTERS EXPORTERS & PACKERS OF TOBACCO

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

List of jobbers, importers and manufacturers on application.

**MANILA AD. AGENCY, (C. A. Bond, Mgr.)**
**15 William Street** **New York**

**SOBRINOS DE A. GONZÁLEZ**

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 Cable ANTERO

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.

**Havana Tobacco Stripping Co.**

*Tobacco Strippers and Commission Merchants*

LEALTAD, 110, HAVANA, CUBA

**MENENDEZ & CO.**

Leaf Dealers, Packers and Exporters
OF
**TOBACCO**

Cable Parra 87 Amistad St., HABANA, CUBA

**ERNEST ELLINGER & CO.**

IMPORTERS OF
HAVANA LEAF

Lealtad 110, Havana, Cuba 166 Front St., New York

**LESLIE PANTIN & SON**

*Commission Merchant*

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.

**B. DIAZ & CO.**

Established 1877

PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO

CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.

PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502

**WALTER SUTTER COMPANY**

COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

**Compañia de Abraham Haas**

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS


## New York Doings

(*Continued from page 20*)

was to a shipment of cigars which was caught in a stalled freight train. This loss, which is minor, is being taken care of by insurance.

* * *

### Ottenberg Has Many Orders

Henry Ottenberg, cigar importer, 146 Front street, has just returned from a trip through the New England States, where he sold some pleasing holiday orders, in addition to the regular quantities. He found that the general temper of the New Englanyd dealer is such as to make him view "jobs" with disfavor, and place his business with those who handle old established, dependable brands. That, no doubt, is the reason for the prosperity visible around Ottenberg headquarters, from which a steady stream of Flor de Luzon and Emperatriz cigars flows forth. So good is the demand, in fact, that cigars still in the steamer, and some not yet on the docks of Havana, are covered by orders.

* * *

### Manus Studies Our Methods

B. H. Manus, of the B. H. Manus Tabaks-Handel, Amsterdam, is in this country, and is making his headquarters with the Rapp-Muller Co., 152 Water street. He is studying American conditions and methods. To a representative of TOBACCO he gave the following analysis of the Sumatra situation: "In my opinion," said Mr. Manus, "Sumatra prices are not going down. The next crop will not be big, though it will be slightly bigger than the previous one. So far the news from India makes it appear that the crop is not a very fine one. Rain has not been had in proper volume, and therefore the crop is not leafy."

* * *

### Colleges Like Benson & Hedges

An important part of the steady growth of the Benson & Hedges business is to be attributed to the missionary work that is being done among the colleges, particularly with cigarettes. In many of the most prominent institutions some of the best liked students, in some cases those who are working their way, add considerably to their resources by acting as Benson & Hedges agents. Sizable orders flow in a steady stream from the academic groves, which receive in return hundreds of thousands of cigarettes, some of them monogrammed, and pleasant sized shipments of cigars, pipes and smoking tobacco as well. Besides the immediate profit in this business, there is also the future growth that comes from educating the youth in Benson & Hedges quality, cultivating a taste that he is likely to carry throughout his life.

* * *

### They're All in Tampa

Executives of cigar companies whose factories are in Tampa are hard to find in New York these days. Most of them took the first train for the South when news of strike trouble in their factories reached them. Those who didn't go off at the first report left later, and for nearly a week there has been a steady stream out of the Pennsylvania station. The result is that visiting jobbers and dealers miss some of the men they had come, some instances, long distances to see, and in addition are told the bad news that due to the strike all orders will have to be filled from local stock for the time being, and consequently must be scaled down a bit. It is understood that as a result a few second and third choice orders have been placed by buyers who were determined that their shelves would not be bare of acceptable merchandise for the holiday season.

* * *

### Babson Saw One Side

Considerable comment was caused late last week by newspaper reports of Roger W. Babson's speech at Cooper Union, during the course of which he gave forth the opinion that the "Tobacco industry has not yet been hit by deflation." As one New Yorker said afterward, "If that isn't what hit it, what did, anyway?" One group that discussed the reason for Babson's surprising remark came to the conclusion that perhaps, since he lives near Boston, he had been thinking only of the farmer—whose prices and profits still have a long ways to go downward before they resemble the other branches of the industry. Another group decided that perhaps Babson was thinking about the big manufacturing companies, whose financial statements cannot help but be late in reflecting conditions. And still another group unanimously voted him a blankety blank who didn't know what he was talking about, and let it go at that.

* * *

### Wonders Are Doing Wonders

The Like Cigar Co., 1459 Third avenue, only recently put out a new size, Wonders, of the R-U-On cigar, and already this is going so well that the factory is hard put to it to keep up with the demand. In fact, at the end of the first week of introduction of the new size, the factory was oversold. Al Martin, who has been getting the introductory orders, spent a day at his desk recently, while the printers were making him a new order book. The new size retails for 15 cents, and is a mild Havana. Peter Tomarkin, who covers Brooklyn, and Morris Simon, are likewise good getters of business. One new jobbing account recently landed is that of the Eagle Candy Co., 112th street and Second avenue, which handles the Bronx business. Many signs are being put up by the Like forces, and early in the new year the whole city is expected to sit up and admire a new Dodge Bros. automobile, which is being fitted with a special body for use by the Like men.

* * *

### After Tampa, What?

Some speculation is to be heard in New York's leaf district this week as to the chances that Tampa will lose some of its cigar factories. One owner of a large plant there is understood to have intimated that the long series of labor troubles there has disgusted him, so that he is ready to move, and others may be in the same frame of mind. Where they will go, however, and find suitable labor conditions, is a puzzler. However, the problem is one that has been solved before by the cigar people, it is pointed out, and probably when the necessity is urgent and the move inevitable, some suitable locations will be found. Those who have talked over the situation invariably point to the past, which has witnessed the rise and fall of many cities as cigar manufacturing centers, labor being in each case responsible for the initial impetus and the final blow.

* * *

### South Likes Benito Rovira

The Benito Rovira Co., 315 East 62nd street, finds the South exceedingly receptive to its Lafayette and La Confesion cigars. R. F. Donovan, who travels out of Memphis with these brands, has just finished a trip. He placed La Confesion in the hands of Flood & Calvert, Galveston, Tex., Willes & Kern, Shreveport, La., A. R. Levy Cigar Co., Little Rock, Ark., Hattiesburg Grocery Co., Hattiesburg, Miss., and the Van Antwerp Drug Co., Mobile, Ala. The Lafayette, which is the shadegrown cigar on which the company is placing emphasis, was taken on by Sugar Bros. Co., Monroe, Ia., and the Vicksburg Candy Co., Vicksburg, Miss. The Peterson Wholesale Drug Co., Inc., Alexandria, La., has taken on the Spanish Gem. Wilkers & Lang, Galveston, have taken on El Arabe. V. Robinson, who has been visiting the leading jobbers in New England, New York and the Middle West, recently returned to headquarters here.

## Broad Brook Sales

BROAD BROOK, Conn., Nov. 19.—A few sales of the poorer grades of tobacco have been reported in town this week, but not the real movements for which the growers have been looking. The kind that has been "picked up" has been that which was damaged by the big hail storm just before harvesting time. Eight cents a pound has been the price paid for this part of the crops, which was three cents more than was offered a short time ago by some of the buyers who visited the section, and it may help pay for the fertilizer used to grow it, leaving nothing for the owners for their time and other expenses.

Five times that price is nearer to what the growers think the perfect goods ought to bring.

## Red Lion Factories Busy

RED LION, Pa., Nov. 19.—At the regular meeting of York County Cigar Manufacturers' Association, held Monday evening, approximately 250 members were present. President I. H. Rojahn presided.

The members report that they are doing an extensive business, quite a few manufacturers are unable to manufacture the cigars fast enough.

There is only one reason to offer for this demand for Pennsylvania cigars, and that is, that the manufacturers are using the best tobaccos possible and the workmanship is up to the standard.

Labor has been advanced from $1.00 to $2.00, and all the best labor is trying to locate in Red Lion, where steady work is assured.

A committee from this association interviewed the official classification committee at their New York office in regard to strapping, cording and sealing cigar cases. They found that many railroad agents were ignorant of the classification issued in July, whereby it is permissible to use an extra piece of strapping around the middle of the case without being nailed, and also that the cord can be put inside the cases at the corners to prevent it from being cut in handling. For anyone wishing to know all the details concerning this information they can refer to Supplement 2, Page 22, Item 6, Note 1-A.

The credit system of this association, known as the Black Book, has been improved. The secretary has had 10,000 blank forms printed, on which is space for the names of people who buy cigars and do not have a good credit, or if any jobber or wholesaler tries to work a scheme whereby he can have several factories ship him cigars, the manufacturers will report to the secretary all such parties that they think are undesirable customers, and the secretary sends out bi-weekly all such names to all the members of the association advising them to be very careful of doing business with the parties whose names are listed, as they are reported to be very undesirable customers. This system is working out very good, and is saving the cigar manufacturers large sums of money. Also slow pay customers are finding it hard to get any credit from this district.

The president appointed a committee to arrange a banquet, which will take place during December. They will motor possibly to Abbottstown along the Lincoln Highway, where the famous chicken and waffles are served.

## Wahnish Wins a Prize

TALLAHASSEE, Fla., Nov. 19.—A. Wahnish, one of the oldest leaf tobacco growers and packers in the State of Florida, was awarded the blue ribbon, first prize at the State Fair, held in Jacksonville, for the best grown tobacco, shade grown, also for quality, burn and texture, and colors.

Leon County feels proud of Mr. Wahnish for his ability and bringing home the honors for three years in succession, 1919, 1920, 1921. All of his friends extend congratulations.

## Carolina Cigar Box Co.

GREENSBORO, N. C., Nov. 19.—A local enterprise of considerable magnitude and a bright future is the Carolina Cigar Box Co., of which A. E. Nolan is secretary and treasurer, and J. C. McDowell, manager. Its factory, a large two-story structure, has a weekly capacity of 50,000 cigar boxes and is now turning out approximately 30,000 a week.

This factory manufactures only wooden cigar boxes, including cedar, cedar veneer and imitation cedar. It saws its own lumber, puts the boxes together, lines them, and sends them out to the cigar manufacturers. Approximately 25 workers are employed.

Beginning business three years ago, the Carolina Cigar Box Co. made boxes at first for only one company—the El-Rees-So Cigar Co., but it has gradually expanded its business to the point where now it supplies all local cigar companies with boxes and ships some into South Carolina and Virginia.

It has grown to its present proportions without outside solicitation. Being the only cigar box company in the state and one of the very few in the south, it has a future that is promising, and the officials of the company are arranging to increase the capacity of their factory to take on more business.

Carolina cigar makers have been able to save money on their boxes by using this "Made-in-Carolina" product, and it is believed that they will continue to take advantage of savings which this local enterprise makes possible.

## Carolinas Cooperation

(*Continued from page* 17)

Greensboro, has signed the contract. Mr. Galloway is said to be the largest tobacco grower in the world, and the contract he signed is identical to that subscribed to by the grower of only a few thousand pounds of the weed, and his agreement calls for the delivery of about 650,000 pounds. A number of Mr. Galloway's tenants are said to have signed the contract also, bringing the total amount of tobacco from his farms to over a million pounds to be handled by the Growers' Cooperative Association.

North Carolina is said to have signed its minimum requirement and is now to work toward passing the mark set by Virginia and Kentucky growers, and leaders are confident that the final figures will show 75 per cent. of the 1920 production signed.

### Steiner Shows Movies

Wm. Steiner, Sons & Co., 26th street and Ninth avenue, have just completed a motion picture film of their plant showing the different processes used in the manufacture of cigar bands. The film, which is of considerable educational value, as well as of business interest, is being displayed throughout the country.

## Baltimore Market

### Sales Nearly Double Receipts

BALTIMORE, Md., Nov. 17.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland.—Receipts were only 340 hogheads, while sales footed up 665 hogheads during the past week.

Among the late offerings were some very fine tobaccos for which 50c. was paid, as well as for some fine hogheads previously rejected at slightly lower bids.

Ohio.—Nothing doing this week.

### Official Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Nov. 16:

**Receipts**

| | This week | Prev. | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland. | 526 | 34,376 | 34,902 | 31,602 | 22,725 |
| Ohio..... | ... | 264 | 264 | 264 | 2,833 |
| Total... | 526 | 34,640 | 35,166 | 31,866 | 25,558 |

Reinspections this week: Maryland, 186; to date, Maryland 3,300.

**Deliveries**

| | Maryland | | | Ohio | Total |
|---|---|---|---|---|---|
| | Coastwise and Domestic | For. | Total | | |
| This week | 268 | 168 | 436 | 119 | 555 |
| Previously | 5,373 | 24,273 | 29,646 | 940 | 30,586 |
| | 5,641 | 24,441 | 30,082 | 1,059 | 31,141 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1..... | 17,379 | 4,591 | 21,970 |
| Receipts since..... | 31,602 | 264 | 31,866 |
| | 48,981 | 4,855 | 53,836 |
| Delivered since..... | 30,082 | 1,059 | 31,141 |
| Stocks today..... | 18,899 | 3,796 | 22,695 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week..... | 665 | ... | 665 |
| Previously ..... | 30,744 | 2,338 | 33,082 |
| | 31,409 | 2,338 | 33,747 |

Groun leaves to date, 166 hogsheads.


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Cable Dgodinez

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TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 8, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
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Cable "Ansuar"

IGNACIO P. CASTAÑEDA
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# San Francisco Dealers Pleased With Business

## Holiday Orders Booked Seem to Give Eminent Satisfaction—Trade Shows General Improvement—Wholesalers and Retailers Putting Punch Into Efforts—Some Stocks Running Low—Special Packings Much in Evidence.

SAN FRANCISCO, Nov. 15.—There seems to be eminent satisfaction among the trade with the amount of holiday business that is being booked, practically all standard brands selling to the full amount of the allotment for the Pacific Coast territory. Business in general is very good, with a report from all sections of California that the public confidence seems to be restored and that smokers are taking very kindly to the new sizes and prices—to the extent that in a large number of cases shipments are being hurried here by express.

### Show Increasing Energy

There is a note of increasing energy among the retailers of San Francisco, the stores being brightened up and much more attention being paid to the general appearance of things. Renewed activities among wholesalers and jobbers in promoting their various brands with interesting signs and other advertising matter is also very evident. Window displays show more care and altogether the desired punch seems to be appearing in all channels of the industry.

### Reports Healthy Business

The Joseph Rinaldo Cigar Co. reports a very healthy Christmas business, with Palo fortieths about cleaned up and Say-So stocks of Christmas packings rapidly dwindling. Palo Little Pals are becoming as scarce as the proverbial hen's teeth, it being necessary now to parcel out stocks and oftentimes essential to scout around among the retailers to pick up enough boxes to fill urgent orders. Flor de Moss, a Kraus & Co. product, is taking hold in a most pleasing manner, according to Rinaldo & Co.

### Attractive New Store

One of the most attractive stores ever opened in San Francisco is that of Levy & Pitts, in the Santa Fe building at Second and Market streets. The arrangement is of the canopy type and the lighting system is most attractive and effective.

Levy & Pitts also have stands in the Plaza and Bellevue Hotels.

### Believes in Signs

The Markovits Cigar Co.'s store at Third and Mission streets is now emblazoned with huge signs in large gold letters with red backgrounds. Mike Markovits is very proud of the new signs and justly so, the signs being very distinct for blocks distant.

### Palo Has a Faithful Pal

E. J. Stoltz, who keeps the Pal in Palo, is now in Los Angeles looking after the interests of this brand, which is keeping up a big stride in all sections of California. The new 10-cent size of Palos is a "knockout," as Mike Markovits, vice-president of Joseph Rinaldo Cigar Co., says.

### Got Golf Fever

Sam Bayuk, of Bayuk Bros., Philadelphia, came to town this week in the interests of the Philadelphia Handmade and the new Charles Thomson 5-center. Mr. Bayuk is accompanied by W. D. Hart, Los Angeles representative. The tale is told that Sam found things so satisfactory as regards his brands that he purposely caught the gold fever and convalesced at the links nearly every day he was in San Francisco. He took on a number of the San Francisco experts and it is possible that he will return to Philadelphia with a few scalps hanging to his belt. Mr. Bayuk made his headquarters with Ehrman Bros., Horn & Co., coast representatives for his brands.

### A Gratified Missionary

John W. Glenn, missionary for the Roi-Tans, made some effective strides in a recent jaunt through the San Joaquin Valley. He reports that business is looking up in this district and that Christmas packings are much in demand.

### Two Good Features

Nathan's Smoke Shop at Turlock is one of the live centers of that growing community. Nathan's, which has one of the best corners in the business district, is featuring Optimus and Roi-Tans.

Rising & Sheffer have a most enterprising cigar store at Mission and Sixth streets (S. F.). The store exterior is in white and black tile, making it stand out in bold relief. The interior is also very attractive and every thought is given to impelling exhibit of the stock.

### Mr. Judell Heard from Again

Harry Bercovich today received a post card from H. L. Judell, veteran cigar man now touring the Orient with the San Francisco Chamber of Commerce trade crusaders. Mr. Judell wrote that he was having a most interesting trip, and sent his regards to all the boys. Alfred Esberg, another of the deans of the cigar business, is also with the party. Emil Judell, of H. L. Judell & Co., last heard from his father from Kobe.

Dave Ehrlich, representative of the Consolidated Cigar Corp., is visiting the trade in the northwest.

Mr. Dickman, representing Carl Upman of New York, was a visitor to the San Francisco cigar trade recently.

### Wedding Bells Shortly

The news is out announcing the engagement of Frank Markovits, assistant manager of H. and S. C. Bercovich, Oakland, and Miss Mittenthal, talented daughter of L. Mittenthal, cigar merchant in the Sequoia Hotel, Fresno. The wedding is to be an event of Christmas day. Congratulations of the trade are being extended to Frank.

### An Exposition Feature

One of the features of the California Industries Exposition, which opens at the Civic Auditorium here Nov. 19, will be the two exhibition stands arranged by the H. Bercovich Cigar Co., Frankel, Gerdts & Co., and John Bollman Co. The exhibits have been prepared at great expense and will effectively show the products of the companies interested.

Sam Caro will leave San Francisco soon for a tour of the northwest and later for a trip east.

Mrs. Addie Arkush, wife of Sol Arkush, well known in the fraternity, is recovering from a serious operation, performed at the St. Francis Hospital in this city.

The Testa Cigar Co. reports a very active demand for Pancho Arangos, the repeat orders now showing up in lively fashion.

Frankel, Gerdts & Co. report a big demand for La Natividads in fortieths, the holiday packing. J. C. Chuck, Los Angeles representative for the company, is sending in some fine orders, especially for the three for a half size.

Fred Wiegeman has purchased the cigar factory of J. B. Nieses at Richmond, Cal.

The Christmas packing of Pall Malls has arrived and is being greatly admired by the trade. Two packages of 100 each are encased in a handsome tin box.

### Big Demand for Gato Cigars

M. H. Falkenstein, of S. Bachman & Co., has returned from a tour of the northwest, where he enjoyed a very satisfactory business. S. Bachman & Co. report that the demand for Gatos is big, the new sizes and prices having found immediate favor with the consumers.

### Getting Chancellors

H. L. Judell & Co. are receiving shipments of Chancellors, two-for-a-quarter, in tins, which are catching on in great style. The company also reports a fine demand for the Conqueror fifteen-centers, in foil.

### Making His First Rounds

Milton "Belmont" Glass, the new representative of the Havana-American Tobacco Co., is making his initial trip with his new line, invading the San Joaquin Valley. He is accompanied by Tom Ryan, of H. L. Judell & Co.

### Good News for Smokers

Announcement is made that Philip Morris cigarettes have been reduced

from $22.50 to $20. The Morrisettes have been reduced from $24 to $20.

Mannie Cohen, representative of H. J. Judell & Co., has returned to Sacramento following a tour of Nevada. Hugh Burns, representative of the company at Fresno, is being kept as busy as a beehive. He covers the teritory within a radius of twenty miles of raisin town.

### In Active Demand

Arthur Meyer, president of Michalitschke Bros. & Co., reports an active demand for Alexander Humboldts in the Christmas packings. He is also finding a ready demand for the new 10-cent size, Favorita, packed fifty in a box, instead of 100. The firm has taken a new clear Havana line, El Genio, made in Tampa by the Preferred Havana Tobacco Co. There are four sizes, two at two-for-a-quarter and two at three-for-a-half. The Manila brand, La Micosa, featured by this firm, is having a big call.

Lew Beatley, well known in the cigar business, particularly in the St. Louis region, is now covering the San Joaquin and coast territory for Michalitschke Bros. & Co.

## Chicago

(*Continued from page* 12)

### Do It Now

"Bearing in mind the slushy streets, do your Christmas slopping early!"

### Back from Tampa Factory

Gene Lilienfeld, of Lilienfeld Bros., has just returned from a visit to the Corina factory at Tampa.

### Holiday Cheerfulness

The trade is receiving some very handsome packings of Philip Morris cigarettes for holiday use. No extra charge is made and ten boxes of 10 cigarettes are attractively done up in all the Yule tide cheerfulness.

### Looking for Location

Jack King has disposed of his interests in the Jackson Coffee Shop, at 310 West Jackson Blvd., a cafe, that does a good cigar trade. Jack and Oscar Klein, until recently with Keffer & La Duc, Inc., 313 East 55th St., are looking for a location and expect to open a high class retail store.

### In Handsome Boxes

The Miles Cigar Co. has advised its customers that it will be able to supply Charles the Great in fancy Boite Nature and solid mahogany boxes of 50 for the holidays.

### La Palina Display

The busy store of the Phil Garber, at 329 East 51st St., shows a very classy La Palina cigar display. This is one of the south side stores that is always busy.

### "Illegitimates" Almost Completely "Disinherited"

There seems to be a decided improvement in the retail cigar business here. Salesmen representing well known factories report orders are being placed in much larger quantities than heretofore. Dealers are cleaning up their stocks of "War Babies" and job lots and it won't be long now before the stocks of the Chicago dealers will be in clean shape.

### Meet Mr. MacDowell

At Franklin Mac Veagh & Co.'s, the cigar department manager is E. F. Mac Dowell, a very pleasant fellow to meet. Stop in to see him fellows. Their leading cigar brands are Karina and Odin, both of which enjoy a large sale.

### Speeding on Lincoln Highway

The Rauch Cigar Co. are very busy at present. Their main factory in Indianapolis and branch factories at Cambridge City, and Knightstown, Ind., are working full speed, turning out the Lincoln Highway 8-cent cigars that are known from "coast to coast." They have 86 jobbers in 28 States distributing their products and they have a sales force of 7 men and over 1,000 people employed in their factories.

### No Extra Charges on 25s

Boxes of 25 of Tom Keene and San Felice at no extra cost to the retailer are being placed by Steele-Wedeles Co., who distribute both these brands to the local dealers.

### A Message from Gotham

Seth Laycock, who sells Pancho Arango in the East, dropped us a line from New York City and he says business is good.

### A Window Full

Steinkamp & Co., 624½ Davis street, show a large window display of Chancellor cigars.

### A Condax Show Window

At Leffingwell's, the largest billiard parlor in Evanston, a very attractive Condax cigarette display now is showing in the window.

### No Time to Lose

Julius Rosenthal, sales manager for the Preferred Havana Tobacco Co., is due here shortly. He has wired ahead to his customers to have their holiday orders ready on his arrival.

### New-Web.

Neubauer & Weber, in their six stores, now feature their own private label, Neu-Web, a Java wrapped cigar in many sizes. Johnnie Weber, of the firm, reports a good sale on this brand. It is made for them by the H. B. Franklin Co., of Chicago.

### Then Look at America

"See America first" is good, but it will pay anybody to take a ride around Chicago and watch the town grow.

### Piedmont

Liggett & Myers Tobacco Co. is running large ads in the Chicago newspapers featuring Piedmont, the Virginia cigarette.

### Featuring Five-Centers

Cohen & Levin, retail cigar dealers at 529 West Madison street, feature the new Romeo-Garcia Resagos, packed 5 in package, that retail for 25 cents.

### United Gets Good Corner

The corner of Dearborn and Monroe streets, one of the best loop cigar locations and which has been occupied for several years by H. M. Schermerhorn, Inc., was leased this week to the United, who will move in May 1, 1922. Previous to Schermerhorn securing this location it was operated as one of the United stores. The new rental is reported to be $12,000 a year.

Doc Raphael, a former well-known cigar man, has returned to Chicago. He has no plans as to the future.

### Sales Force Hard at It

W. D. Fleak, sales manager for Schinasi Bros., Chicago office, returned this week from a visit to the New York headquarters of the Tobacco Products Corp. He has his sales force throughout his territory hard at work placing the Christmas packings of Egyptian Prettiest and Schinasi Naturals in fancy packings for the holidays.

### Two Social Packings

Spenola 10 in boite nature, to sell for $1, and Luis Martinez Tokens, 10 in a box to retail at $1.50, are being placed by B. M. Torrence, of Luis Martinez Co., New York.

Nearly every cigar man who hits the city makes for E. P. Oakes' store to find out how it feels to be touched for ten one hundred bills. "Fred" is the most talked of cigar man in Chicago to-day.

Ed. Finder, for some time past cigar department manager for Tibbets & Garland, has resigned.—H. L. H.

## A "Sucker" Crop of Tobacco

AMHERST, Va., Nov. 19.—F. H. Higginbotham, of Pedlar District, this county, this year had a crop of tobacco from "suckers" growing from the roots of tobacco stocks left in the field in the fall of 1920. Owing to the mild winter, the plants did not die entirely, and some of them sprouted a large crop of "suckers."

### Has New Owner

CHARLES CITY, Iowa.—F. T. Nockles has sold his cigar and pool business to Chas. Sherwood.


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LORD NELSON
CIGARETTES

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PUREST VIRGINIA TOBACCO
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# Connecticut Growers Busy Stripping 1921 Crop

## Damp Weather Started All Hands Working "on High"—Nobody Trying to Sell to Unwilling Buyers—Some Suffield Crop Sold—Dr. Chapman Delivers Address on "Wildfire"—Revenue Figures Show Decline.

HARTFORD, Nov. 19.—The tobacco growers in the Valley are happy today as the majority of them have been working "on high" during the damp spell of the last two days and have now got their 1921 tobacco down and stripping is the order of the day.

Large forces of extra help now find work and will have several days more stripping. The trolley lines going into the tobacco section have extra cars on to accommodate the workers.

This is the earliest date on which the crop has all been taken down, as it generally laps over into December, and in some instances it has hung until the "January thaw."

As soon as the tobacco is stripped off many growers will start assorting.

### "Sitting Tight"

Growers are sitting tight for the present as to the selling of their crops, and that at the present time does not seem to be a difficult task, as the offers to buy their crops have been few and far between. Buyers thus far who have been out among the growers looking over the crops have shown an interest only in the assorted crops where they can more accurately gauge the quality than when the tobacco is in the unassorted bundle.

### May Case if Price Is Not Right

Growers have not yet talked prices, and some do not want to ask the buyer at the present time; others say that they are going to hold their crops at 40 cents, and will case it unless they get their price.

However, it is expected that prices will be better later as business conditions improve and that the old stocks in warehouses are being manufactured into cigars and depleting the stock of tobacco being held for manufacturing purposes.

In the section around Suffield some of the growers have made sales at prices supposed to be around 30 cents in the bundle.

### Talks on Wildfire

In Suffield Dr. Geo. H. Chapman, research director of the Connecticut Valley Tobacco Improvement Association, addressed a large gathering of tobacco growers on "Wildfire." Dr. Chapman told of the experiments carried on in Massachusetts last year with "Wildfire," and the recommendations that are made for the control of this trouble.

### Internal Revenue Receipts Retrogress

Hard times have forced thousands in Connecticut who last year were smoking the high-grade cigars to drop to cheap nickel cigars or to pipe smoking, according to government sales tax figures for the past month made public this week at the local internal revenue office. The sales of cigars retailing at 8 to 15 cents each showed a decreas of 50 per cent., while the cheaper grade of smokes showed a decided increase. The comparison is made with the corresponding period of last year. Many have apparently cut out smoking entirely, as cigars and tobacco sales dropped off 25 per cent.

### Seek Payment of Insurance

Growers are anxious about tobacco losses in the Connecticut Valley sustained last summer; the insuring company, the Globe and Rutgers Insurance Co., of New York, is said not to have paid up, in spite of the fact that adjustments were made and agreed upon soon after the storms which caused the damage. About thirty growers of shade tobacco are interested, and the adjusted losses were between $280,000 and $400,000, although the growers say that their actual losses were considerably in excess of the latter amount. The Connecticut growers say that their crops were insured in the Globe and Rutgers company through the Wakefield, Morley & Co., local insurance agency, and that after the damage to the tobacco cloth and the plants, which occurred between June 20 and July 28, the agency's representatives made adjustments among the growers which was accepted as satisfactory among the insured. The proofs of loss were signed by the agency's representatives and by the tobacco expert, the growers say. These proofs have been in the insurance company's hands for more than the required sixty days, the growers say, and settlements have not been made.

### Some of the Insured

The large growers who are affected are Hatheway & Steane; Steane, Hartman & Co.; A. & S. Hartman; A. N. Shepard & Son; and Olds & Whipple, all of this city; also W. N. Pinney of Suffield, Conn., Meyer & Mendelshon, and Frank Boch and Brother, New York, who have tobacco plantations in Hadley, Mass., and Ellington, Conn.

There are about twenty smaller growers around Hartford, including growers in Avon, Windsor, Suffield, West Suffield, Ellington, Manchester, Somers, Broad Brook and Bloomfield, Conn.

### Timothy as Cover Crop

Dr. E. H. Jenkins, Director of the Connecticut Experiment Station at New Haven, Conn., for many years has given attention to the tobacco industry of the Valley and has looked into all the "ills and ails" of tobacco, has issued a bulletin on the value of timothy for tobacco lands as a cover crop during the winter months. He urges that the growers who have noted a diminishing yield on their field to test the timothy as a cover crop for at least three years in succession, with a heavy seeding. He further says that it is the only alternative in sight to avoid the necessity of dropping tobacco and growing other crops for a time, and the experience of some growers has shown its value in restoring productions. Many tobacco fields this fall were laid down to timothy and are well up and should prove to be an extra heavy cover crop for the winter.

There is some improvement in the activity of the market for cased goods, and this week several large shipments were made.—X. Y. Z.

# Connecticut Shade-Grown Tobacco

HARTFORD, Nov. 21.—There have been a number of buyers for the 1921 shade-grown tobacco in the Hartford market this season and from the interviews with the various packers a normal quantity has been contracted for by the cigar manufacturers.

The largest users of shade-grown tobacco are located in New York City, Philadelphia and Tampa, Fla., and the representatives of their interests have been in Hartford within the last ten days, interviewing the different packers, and making their selections of the first and second primings of shade-grown tobacco, sufficient for their requirements the coming season.

The first priming was delivered to the warehouses earlier than usual on account of the season being two weeks in advance of the average year. A great deal of the first priming was in the bulks and fermenting by the middle of August, it being the leaves at the bottom of the plants.

The warehouses opened September 12 and the tobacco was sufficiently advanced so that it was ready for the market the latter part of October. A portion of this first priming has already found its way to the manufacturer and being used on cigars at this early date. The reason is not on account of any scarcity of shade-grown tobacco of last year's crop, but the 1921 shade-grown, both first and second primings, is particularly light in color and all of the manufacturers need the light colors in order to work off the large percentage of medium and dark colors they have on hand from 1920 shade-grown.

The demand for light-colored cigars is greater than ever before and so the

(*Continued on page 32*)

# Baltimore Dealers Facing Overhead Problems

**Serious Situation Brought About by Increasing Rents and Declining Profits—Two Retailers Have Been "Struck Out" of the "Game"—City Club Planning New Building—Some Special Retail Offerings Noted—Trade Items.**

BALTIMORE, Md., Nov. 21.—Some of the local retailers are confronted with a serious problem to solve, namely, to safely cope with mounting overhead charges, due to increased rental, while profits have been reduced due to cut-rate prices. Not being able to successfully solve this problem, two have been forced to succumb, and other busineses are now operating at these locations. Let us hope for better merchandising conditions before more retailers are compelled to retire.

### Special Offerings

Among the specials offered smokers on Saturday by the Read Drug Co., were W. B. Perfectos, $3.25 per box of fifty; Ad Clubs, $3.50 per box of fifty, and Read's Big Six, $1.89 per box of fifty. A feature was Read's combination of seven excellent cigars for 25c.

### Fire Damage Adjusted

Fire of unknown origin damaged the fixtures and interior of the store owned by S. Hirschhorn, Lexington and Calvert streets, on Tuesday. Adjustment has been completed, and repair will be started this week. In spite of this handicap business is being carried on as usual with a fresh stock of White Owls, Garcia Grande, Gato, and Muriels.

### New United Store

The latest addition to the United chain was opened last Saturday at Baltimore and Hanover streets, under the managership of Robert Buck. Improvements to the site at Liberty and Fayette streets are being rushed so as to insure an opening at that location before Dec. 15.

### Cigar and Confectionery Store Opened

Robert & Poeter opened a high-class cigar and confectionery store in the Hopkins Apartment-Hotel today (Monday). The stand is located near the main dining room and should receive liberal support from that source. On display in the cigar cases are La Corona, Tuval, Gonzalez & Sanchez, Nacirema, El Producto, El Poderso, Prince Hamlet, and Lord Baltimores.

Receivership for the Health Drug Stores, Inc., was requested by several of the creditors last week. This concern operates two prominently located stores in the main floor of the Caswell and Armistead hotels.

### In Harness Again

After an absence of seven weeks due to a strained ligament, William Boucher, Jr., has returned to active duty at the store in the American Building.

### Plan New Club House

At a meeting of the Building Committee last week, plans were discussed for the proposed club house of the City Club to be erected at St. Paul and Saratoga streets. Miss Ziegler, who manages the cigar department of this progressive organization, has planned even greater success for her department in the new location than what it is experiencing now.

### Special Feature Sales

Booster cigars at 8 for 25c, $1.35 per box of fifty, and Nordana Big Perfecto, 3 for 20c, $2.75 per box of fifty, were two specials featured at the Thos. Sopher & Co. stand this week. Cigarettes by the carton at reduced prices materially help business here.

H. A. Lewis, manager of the Baltimore Country Club, is enjoying a belated vacation. His duties are being discharged by L. R. Pietsch, who is busy with arrangements for dinners and dances.

A. W. Butt has purchased the store at Guilford avenue and 31st street from W. C. Brown, and is showing the customers a line-up of Monument Square, Iraba, Nacirema, City Club, and Robert Burns.

### Trade Visitors

Tom Gray, veteran knight of the grip, made his last trip of the year through this territory.

Mannie Perez called on the local and Philadelphia representatives, and showed an attractive variety package of Tuvals.

J. B. Wertheim (Webster Cigar Co.) interviewed local jobbers with an idea to securing a distributor for Websters.

T. H. Kirshner booked some substantial orders for holiday packages of Rameses.

Howard Stevenson (E. Rosenwald & Co.) called on the manufacturers and leaf dealers showing samples of Porto Rico and Havana.—ORIOLE.

## Tampa Strike

(*Continued from page 3*)

to the manufacturers. The first indication of it was an article in one of the union papers the previous Friday. Nothing was then heard until Thursday morning, when at 6 o'clock the joint advisory board of the unions had distributed a manifesto throughout West Tampa and Ybor City calling upon the men to demand the scale of wages in effect before July 19 last.

Without warning, the cigarmakers of Cuesta, Rey & Co. walked out shortly after 8 o'clock and by noon all of the factories in West Tampa were affected. This was followed by the Ybor City walkout Friday. Nothing was then heard direct from the workmen until yesterday morning, when they presented their petition for the reinstatement of the peak scale of wages in effect during the war, and also asking that readers be allowed to again take their place in the factories.

The manufacturers claim that the workers completely overlook the fact that America today is rapidly assuming a normal basis, and with war wages no longer earned by the general working public the consumers of all articles are necessarily demanding reductions in prices. The cigar manufacturers of Tampa found it necessary to compete as far as possible with the manufacture of similar merchandise in other towns. In order to get business the manufacturers claim that they had to give the trade the benefit of the anticipated reductions in cost of raw materials and that many of the most popular sizes made in Tampa are being supplied for the trade at from $3 to $7 per thousand less than actual cost of manufacture. This was considered necessary, however, in order to again place Tampa brands on the market.

The manufacturers feel that while the present strike will cost the city an enormous sum in wages lost, it will actually cost the city millions in lost prestige, for the dealers, jobbers and consumers will not have confidence in Tampa manufacturers to supply their requirements and they will consequently put their main efforts upon brands manufactured in cities not frequented with labor disturbances.

The actual reduction in wages last July was from 12 to 15 per cent. This was accepted by the workers with a vote of more than two to one. The work of the equalization committee, the factory owners say, has been fostered in every possible manner by the manufacturers and the scale of prices agreed upon and accepted last July has been rigidly enforced in all factories in the association.

### Agitators Back on the Job

It appears from information gathered in manufacturing circles that the present strike is not brought about by the action of the local cigarworkers but was encouraged by professional agitators, who are known to have reached Tampa in the last week and who were gladly joined by certain of the local leaders. It is the general impression that it is not so much the establishment of the war scale of prices as it is a desire on the part of the old joint advisory board to control the factories.

The situation as advanced by the work-

(*Continued on page 33*)


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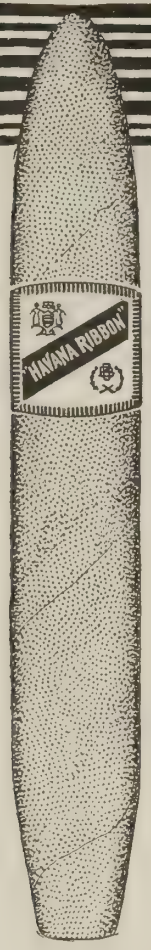


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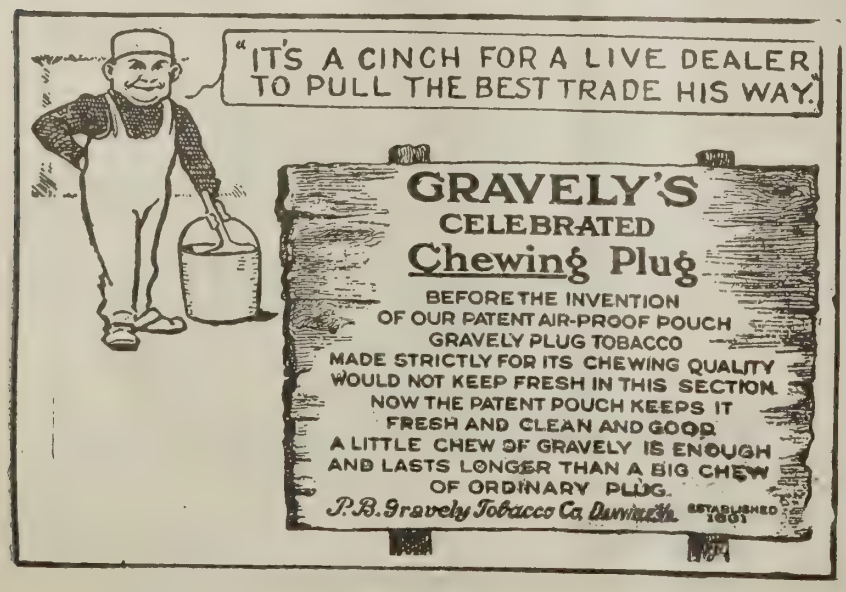


# Philadelphia Had Fair Thanksgiving Business

## Cigar Stocks Pretty Well Cleared Out by Counter and Box Sales—Regular Selling Continues to Be Reasonably Active —Five Cent Goods Going Well—Post Retail Stores to Be Discontinued.

PHILADELPHIA, Nov. 22.—Though the retail Thanksgiving trade has not thus far quite realized the rather high expectations of the optimists, the trade generally reports a large enough number of sales, counter and box, to pretty well dispose of the stocks which they laid in for the occasion. Aside from the special Thanksgiving business, however, selling continued with fair activity, and there are now practically none in the trade who do not look forward to the remainder of the year with entire confidence.

Among the manufacturers the feeling of optimism is even more pronounced than among the retailers. Bayuk Bros. report tremendous sales of their 5-cent as well as other cigar products.

### Pushing Five-Centers

Charles A. Krull, the distributor, who is just now conducting a lively campaign on the 5-cent New Currency smoke, reports sales which tax his ability to keep dealers supplied. The William H. Bailey Co., Second and Arch Streets, says it is impossible to keep production abreast of demand for its low price smoke, the Havana Five. The firm is introducing a new candidate for popular favor, the Imperia, which will retail at 10 cents. Thomas A. Ogden, 6 North Third St., has reintroduced as a five-cent proposition, his No. Six.

Unquestionably a demand exists for lower priced goods, but after all, such favorites as Cinco, Counsellor, Mapacuba, El Producto, La Palina, and the others have lost none of their patronage. In the eight-cent class a new proposition is being pushed, the Bridal Bouquet, made by the Langsdorf factory.

### Post Stores to Retire

The outstanding development of the week is one which long has been anticipated—the retirement from the retail field of the Post cigar stores, whose price slashing was the most radical of any of the larger establishments and was perhaps mainly responsible for the warfare of retailiation by the two big chain stores. Not for months, perhaps for years, has a most interesting, and on the part of many retailers, a more welcome announcement come, than that which was given your representatives this week by Ned Affrime, proprietor of the Post chain. At the close of the year there will also close the four Post stores at 605 Market street, at 52 North 13th street, at Second and Market streets and at headquarters, Third and Market streets. Mr. Affrime advanced no further reason for the closing of these stores than the fact that he had lost interest in the retailing of cigars and tobaccos, and proposed in future, to devote his time exclusively to the manufacturing end. The Post factory is now located at 430 Market street, but much larger quarters are in view but have not yet definitely been decided upon. It is hoped by the Post management to be able with the turn of the year, to begin production in an enlarged factory. Production is now at the 75,000 per week point, but recently 250 new accounts have been opened and a doubling of the capacity will at once be undertaken.

Mr. Affrime was one of the prime movers towards the recently organized Retail Cigar and Tobacco Dealers Association, and was its vice president, although for the last few meetings he has been inactive. Even in the meetings at which he was present, members openly criticised him as a price slasher who made a hard road even harder for them. The Post stores, particularly at Third and Market streets, were attractively appointed and represent a large outlay.

The week brought no change in the cigarette price warfare, and none is anticipated at least until the Post stores close. Originally the United Co. maintained regular prices at all its stores, save those on Market street, near the Post and other price cutters, but after repeated warning to the price slashers, the cut prices finally were extended to all the United establishments, and thereafter the Schulte chain followed suit.

### The Steigerwald Muddle

Next in interest to the trade is the financial embarrassment of the old John Steigarwald Cigar Co., but now an incorporated concern. During the week the owners made a tentative offer to the creditors, principally banks and financial institutions. The offer, however, has not yet been accepted. A committee representing all the creditors has the matter under consideration. They will report to a general meeting of creditors to be called when they have further digested the financial reports which have been laid before them.

### The Committees

The committee consists of Robert C. McKee, representing General Finance & Credit Co., Baltimore, Md.; H. Rosenberg, New York City; John C. Wohlfert, representing Paulsboro Trust Co., Paulsboro, N. J.; A. V. Jockel, representing W. G. Patterson Cigar Co., Birmingham, Ala., and John O. Wilson, representing Victoria Corp., Camden, N. J.

### Creditors Are Numerous

The list of creditors includes scores of names with claims running as low as 20 cents. Apparently the company paid few bills during recent months. The factory and office at Seventh and Cherry streets, are in charge of W. J. Asher, representing the General Finance & Credit Co., of Baltimore, which conducted an investigation for some time before the creditors were called into conference, and who was chosen by the meeting to continue to exercise supervision over the company's affairs. Production will cease until the financial tangle is unravelled. The Steigerwald Co. had a rather limited production of the El Borita, La Tonia, Caroza and El Sobo cigars, employing a maximum of 80 hands. Its officers are Harry R. Steward, president; Wilbur B. Stewart, treasurer; and E. J. McGrath, secretary.

### Conducting Consumer Sale

The Juan F. Portuondo Cigar Co., 1116 Sansom street, is conducting a direct to consumer sale of discontinued sizes at greatly reduced prices. An 8-cent cigar is being sold at $4 per hundred, a 10-cent straight at $5 and two for a quarter size at $6. The firm is widely known. It was established back in 1869.

### On Havana Purchasing Trip

Samuel Paley, of the Congress Cigar Co., is in Cuba, making personal selection of the high grade Havana filler which has made the firm's only product, the La Palina, with its mild Java wrapper, one of the biggest sellers in recent years. The company is now developing very rapidly its local market through Yahn & McDonnell as distributors to the trade. At the Scarlett Store, Seventh and Chestnut streets, a special drive is being made on La Palinas with very signal success.

The store of the late J. Bails on 11th street, above Chestnut street, has been sold to N. Colchinsky.

Smoking by women was bitterly assailed at the meeting held in this city during the week of the National Council of Women. The Committee on Resolutions suggested, and the Council approved, a resolution calling for a more rigid enforcement of laws forbidding the sale of tobaccos to minors.

The Vetterlein factory on North Third street has been sold. The production now being concentrated in the firm's upstate factories, but it is understood that the company will continue to maintain an office in the old building.

### A Prominent Visitor

The recently opened factory of Sig C. Mayer & Co., at Delta, Pa., is working overtime on El Wadoras. The Mayer factory was visited during the week by a widely known tobacco man, Joseph

(*Continued on page 32*)

# Pennsylvania Growers Claim Quality Tobacco

## All Agree Sheds Hold Finest Crop Grown for Years—No Price Is Fixed Yet—Considerable Activity in 1920 Product—Making Plans for Determined Fight Against Wild Fire Next Season—Notable Buyers and Sellers in the Market.

LANCASTER, Pa., Nov. 19.—That the farmers and tobacco growers of Lancaster County have in their sheds one of the finest crops of tobacco produced in this section in many years, was the consensus of opinion at a well-attended meeting of the Lancaster County Tobacco Growers' Association last Monday.

There has been very little stripping and no buying of the 1921 crop, according to reports from every township in which tobacco is grown.

### Probable Prices Still in Doubt

Predictions as to price farmers will realize from their tobacco is impossible at present time; business is too unsettled throughout the country, but the writer predicts prices will have to be reduced in order to conform with reductions in every class of merchandise, and tobacco will have to stand its share of the downward trend of prices.

As soon as this knowledge sinks in, buying will commence, and we have enough good tobacco to supply the requirements of the trade.

### Proper Handling Essential

Well handled, and well assorted, crops will bring the farmers a price which will show them a profit, but on the contrary, poor handled tobacco will have to be sold at a loss for buyers can afford to be "choicy" this year, for we have an abundant crop.

My advice to growers is to handle their crops carefully, eliminate all poor and trashy goods; *don't use water,* but rather wait for a seasonable damp, and when their crop is in the bales ready for the buyer's inspection, they will find it pays to put a little extra labor where it does the most good.

### Early Start on "Wild Fire" Campaign

A campaign against wild-fire in tobacco will be waged in Lancaster County next spring, according to Otto Olson, U. S. Department of Agriculture expert, in charge of the experimental station at Ephrata, Pa. Mr. Olson says the seed-beds must be sprayed if the crops in the county are to be saved. He reports having gone over the entire county during the past summer and having found symptoms of wild-fire in every section. A 4-4-50 solution of Bordeaux mixture has been found very satisfactory in killing and preventing the spreading of wild-fire. The great difficulty is not in securing a spraying material with which to kill the wild-fire, but to get the tobacco growers to use it on the seed-beds. It is too late to wait until the plants are put in the fields.

### To Educate Growers

A definite campaign of education and publicity will be undertaken by the county government station next spring to bring the farmers and tobacco growers face to face with the facts and importance of ridding their beds from wild-fire.

"We are going after it in earnest," says Mr. Olson, "and we need the co-operation of all persons interested in the tobacco industry."

### Not Much Root Rot

There is little root-rot in Lancaster County according to Mr. Olson, who attributes the scarcity of the disease to the fact that crop rotation is practiced in this section of the county.

### Activities in 1920 Goods

There has been quite some activity this week in the sale of 1920 packings. Geo. Whallan, local representative of C. H. Spitzner, of New York City, bought from Gabriel Moyer & Son, of Mt. Joy, Pa., their entire packing of 350 cases, at a price reported to be around 27c.

### Buys for Cressman's Sons

Edward Cressman, resident agent of the Allen Cressman's Sons interests, bought the packings of Eshleman & Weidman, of Ephrata, amounting to 400 cases. The same buyer also purchased from Milton H. Ranck, local packer, his entire packing of over 500 cases at a reported price of 27c.

### Two Lots for Bayuk Bros.

Louis Kramer, of Bayuk Bros., Philadelphia, bought the packing of Daniel Withers, of Lititz, Pa., amounting to about 800 cases, and same party also bought another packing.

### Sold 100 Cases of "Tops"

E. Z. Sheaffer, packer at Ephrata, sold 100 cases 1920 "tops" to Geo. W. Green, a tobacco manufacturer of Reading, at a reported high price.

Mr. Sheaffer also sold another lot of "tops" and a number of cases of odds and ends of his packing to H. Shapiro & Bro., of Pittsburgh.

### Bough Fancy "Tops"

R. M. Grana & Co., local packers, bought 200 cases of fancy 1920 "tops" from different packers in the county and also bought 600 cases packed 1920 fillers.

### For Stogies

H. Shapiro, of H. Shapiro & Bro., of Pittsburgh, was here this week and bought a big supply of tobacco for stogie purposes, and he also bought a carload of fillers in the bundle.

### Offering Florida Leaf

Morris Crain, accompanied by Sam Ottinger, both of whom are representing Sam Weinberg, of 121 N. 3d street, Philadelphia, are here, and are offering their packing of 1921 Florida tobacco, which they assorted and packed at Havana, a suburb of Quincy, Fla. Mr. Crain also informed the writer that he shipped two carloads of their 1920 Pennsylvania packing from their warehouse at Lititz, Pa. This warehouse is ably conducted by S. S. Graybill.

A. F. Porro, of the Porro Tobacco Co., Quincy, Fla., is here offering 1921 Florida to the trade. D. A. Shaw, also of Quincy, Fla., and who packed and bought upward of a half million pounds of the 1921 crop for the I. Lewis Cigar Co.'s interests, is also here on business for his firm.

### Back from Purchasing Trip

Wm. Landreth, of Landreth Tobacco Co., local dealers in Florida tobacco, has just returned from Florida where he bought and shipped two carloads of fancy 1921 goods.

J. W. Shaw, of Quincy, Fla., is expected here tonight. He is coming up to show his holdings of 1921 tobacco and incidentally to make sales of same, if possible.

### Looking for Fendrich Quality

A. F. Ross, of Germantown, Ohio, who looks after the Fendrick interests of Evansville, Ind., is here looking for desirable packings of 1920 tobacco, with the idea of purchase. He was accompanied by Joe Frolich, who has charge of their packing house at Mountville, this county.

### Opens New Cigar Factory in Ohio

Ben Schwartz, manager of the Commonwealth Cigar Co., of this city, who has eight factories distributed through this and York counties, says that he has opened the ninth, this one, out in Ohio, and has sent his brother Bernard there to take charge. "Bernie" is doing *some* business and told me he could get contracts for 40 million cigars for next year were he sure he was able to produce them. "Bernie's" success is attributed to the quality of his output. He is making a mild, sweet cigar; good workmanship and put in an attractive package and is sold to the jobbers at $30. The cigar retails for a nickel and the consumer gets full value for his money.

Heinrich Newberger, formerly of Griffin & Newberger Co., of New York, was here looking up scrap tobacco for export purposes.

### Offering Havana and Sumatra

J. H. Goetze & Co.'s representative of New York, Ben Nathan, is here offering Havana and Sumatra to the trade.

Business outlook encouraging. No one complaining and the writer looks for a return of the "good old times" in the very near future.—DICKIE.


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METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

| | |
|---|---|
| Main Depot | 22 Fourth Avenue, New York City |
| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

*BRANDS THAT BUILD UP BUSINESS*

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y CA., 75th Street & Avenue A., New York

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

ROSA DEL
RANCHO CIGARS
RICH IN SMOKING VALUE
Many Shapes Many Sizes
AMERICAN EXCHANGE CIGAR CO., Makers
1059-1061 Third Ave., NEW YORK CITY
119-21 So. 11th St., PHILADELPHIA, PA.

*It's*
TOBACCO
*You need every week*

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Cuba**

*S. S. Mexico* —Nov. 15

| | Cases |
|---|---|
| Walter F. Smith | 4 |
| G. S. Nicholas & Son | 6 |
| Grosvenor Nicholas & Son | 1 |
| Stearn Co. | 4 |
| United Cigar Stores Co. | 9 |
| B. Wasserman & Co. | 13 |
| Acker, Merrall & Condit Co. | 10 |
| G. W. Faber | 40 |
| Calixto Lopez | 5 |
| Park & Tilford | 35 |

**Cigars and Cigarettes from Cuba**

*S. S. Mexico* —Nov. 15

| | Cases |
|---|---|
| G. W. Faber | 1 |
| Libby, McNeil & Libby | 1 |

**Tobacco from Cuba**

*S. S. Mexico* —Nov. 15

| | Bales |
|---|---|
| E. Rosenwald & Bro. | 152 |
| M. Rodriguez | 10 |
| Morris Rosenberg & Co. | 28 |
| S. Ruppin, Inc. | 78 |
| Friend & Co. | 30 |
| Order | 6 |
| J. Bernheim & Co. | 105 |
| E. A. Krausman | 10 |
| Benito Rovira & Co. | 84 |
| David H. Delmonte | 25 |
| Victor Toledo | 9 |
| Max Schwarz | 124 |
| Carlos Garcia & Co. | 13 |
| L. Dankowitz | 1 |
| Fernandez Bros. | 3 |
| B. Castellanos | 26 |
| | Barrels |
| S. Rossin & Sons | 40 |
| Victor Toledo | 6 |
| Max Schwarz | 15 |
| B. Castellano | 16 |
| Stern, Mendelsohn & Co., Inc. | 94 |
| Maurice Winter & Co. | 18 |
| D. Hevia | 12 |
| Lichtenstein Bros. | 18 |
| Consolidated Cigar Co. | 49 |
| S. L. Goldberg's Son | 9 |
| Morris Rosenberg & Co. | 10 |
| Selgas & Co. | 58 |
| E. Rosenwald & Bro. | 35 |
| Hinsdale, Smith & Co. | 90 |
| S. Ruppin, Inc. | 169 |
| E. P. Cordero & Co. | 26 |
| | Packs |
| Yocum Bros. | 16 |
| Smythfield Export Co. | 42 |
| American Cigar Co. | 38 |
| Victor Toledo | 5 |
| B. Castellano | 10 |
| Stern, Mendelsohn & Co., Inc. | 4 |
| Geo. M. Beyea | 33 |
| Consolidated Cigar Co. | 10 |
| M. Rodriguez | 10 |
| S. L. Goldberg's Son | 16 |
| Morris Rosenberg & Co. | 2 |
| Breslin & Campbell | 50 |

**Cigars from Porto Rico**

*S. S. San Lorenzo* —Nov. 14

| | Cases |
|---|---|
| Infanzon & Rodriguez | 26 |
| Porto Rican American Tob. Co. | 123 |
| United Cigar Stores Co. | 24 |
| F. Bonilla | 4 |
| Porto Rican Express Co. | 3 |

*S. S. Tanamo* —Nov. 20

Infanzon & Rodriguez 12 Cases

*S. S. Ponce* —Nov. 21

| | Cases |
|---|---|
| G. W. Sheldon | 3 |
| Infanzon & Rodriguez | 17 |
| Porto Rican-American Tob. Co. | 210 |
| Villar, Lanza & Co. | 2 |
| United Cigar Stores Co. | 251 |
| Jose Pastrana & Co. | 4 |
| F. Bonilla | 3 |

**Tobacco from Porto Rico**

*S. S. San Lorenzo* —Nov. 15

| | Bales |
|---|---|
| J. B. Lichtenstein & Co. | 35 |
| Andres Ortiz & Co. | 13 |
| Villa Lanza & Co. | 10 |
| Robert Gans | 38 |
| Leo Hirsch | 21 |
| Portocuba Corp. | 11 |
| Julius Marqusee Sons | 125 |
| American Sumatra Tob. Co. | 100 |
| Edward Lopez | 12 |
| S. Rossin & Sons | 9 |
| Kasshandel Maatschapp | 250 |
| | Barrels |
| Andre, Ortiz & Co. | 7 |
| David H. Delmonte | 40 |
| Villa Lanza & Co. | 34 |
| Wm. Schall & Co. | 11 |
| Leo Hirsch | 70 |
| Portocuba Corp. | 76 |
| Julius Marqusee Sons | 311 |
| Hamburger Bros. & Co. | 30 |
| American Sumatra Tob. Co. | 482 |
| Edward Lopez | 3 |

*S. S. Tanamo* —Nov. 20

| | Bales |
|---|---|
| American Cigar Co. | 299 |
| Selgas & Co. | 16 |
| Stern, Mendelsohn Co., Inc. | 12 |
| Robert Gans | 106 |
| Rosenstadt & Waller | 184 |
| P. Lorillard & Co. | 60 |
| | Barrels |
| R. A. Eschevarria | 48 |
| A. M. Leon | 15 |
| Pedro Costa | 148 |
| Selgas & Co. | 100 |
| Stern, Mendelsohn Co., Inc. | 24 |
| R. A. Eschevarria | 22 Packs |

*S. S. Clare* —Nov. 20

Chatham & Phenix National Bank, 75 Barrels

*S. S. Ponce* —Nov. 21

| | Bales |
|---|---|
| Durlach Bros., Inc. | 14 |
| Stern, Mendelsohn Co., Inc. | 51 |
| Leo Hirsch | 9 |
| Portocuba Corp. | 64 |
| Porto Rican-American Tob. Co. | 35 |
| Julius Marquesee Son | 28 |
| P. Lorillard & Co. | 628 |

(*Continued on page 33*)

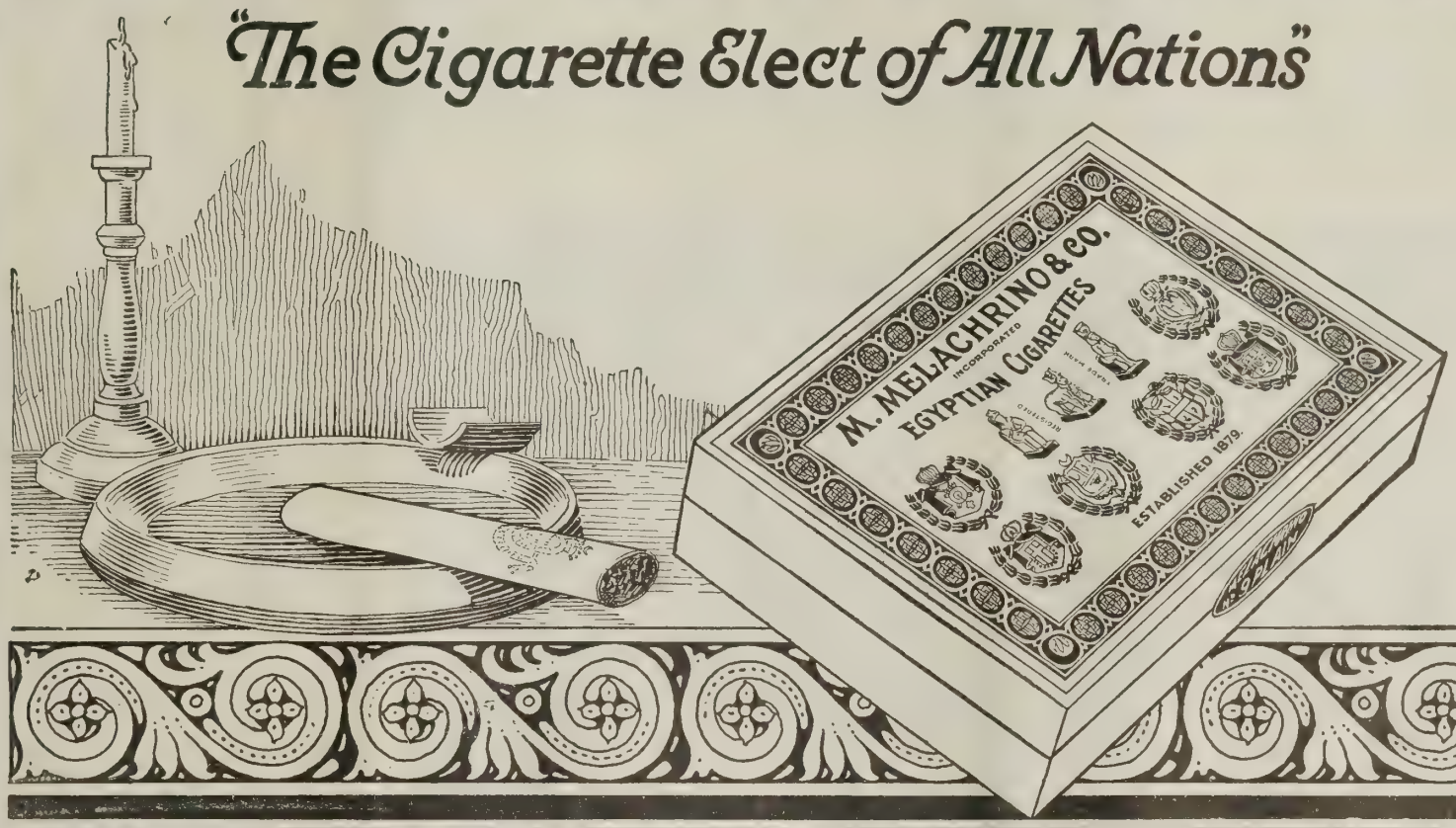
AROMATIC PALATABLE MILD STAPLE

If You Haven't - You Should
TRY
HENRY the FOURTH
A wonderfully good cigar from TAMPA, FLA.

ALVAREZ, MENDEZ & CO., Makers, Tampa, Fla. Preferred Havana Tob. Co., Owners, 257 4th Ave., New York

# MELACHRINO

*"The Cigarette Elect of All Nations"*



*"Wherever Gentlemen Are"*

## EL ROI-TAN

*Sold Everywhere*
*Good Anywhere*

## PERFECT CIGARS

## HALF MILLION FOR A WINDOW

### Merchants Rapidly Coming to Consider Windows the Most Valuable Parts of Stores

At the intersection of two of the busiest streets in New York two drug stores are located. Their yearly rental is said to aggregate a half-million dollars a year, yet these stores may be called 75% window and 25% store.

The owners of these stores are wide awake. They consider their windows the most valuable space they have. They realize that the windows attract people and bring them inside. And once an interested person is drawn inside, the sale is half made.

All over the country merchants are paying more attention to window displays. They are capitalizing on the window display ideas and material furnished them by the big manufacturers and are reaping vast benefits.

No better example of this can be pointed out than the enormous sales of Cobs Cigars in Philadelphia. The I. Lewis Cigar Mfg, Co., of Newark, N. J., makers of these popular cigars, are furnishing most attractive window display materials and dealers who have taken advantage of it have found the cigars and the displays a great help in answering the question that every merchant is now asking himself: "How can I hold and increase any cigar business under present conditions?"

The accompanying photograph of a Cobs display in a window of the office of the Philadelphia *Record* is proof that it is just the kind of a display to arouse interest and bring in the greatest number of people—ready to buy. In these times the people want a high class cigar like Cobs, selling at 5 for 15 cents, and there is no better way of announcing the fact that you sell them than through such a display as is here illustrated.

The Lewis Company is now carrying on an extensive advertising campaign extolling the merits of Cobs—a rough looking cigar, without fancy bands, stylish workmanship and the other frills that go to make other cigars so much more expensive. It is the cigar that appeals to the men with the old time taste and the new time pocket book and those dealers who want to retain this vast trade should immediately arrange for the Cobs window-display through their jobber or by communicating directly with the I. Lewis Cigar Mfg. Co.

**The above attractive window display featuring Cobs Cigars, has attracted unusual attention in a window at the Main Office of the *Philadelphia Record*.**

## Connecticut

(*Continued from page* 26)

manufacturers are eager to get 1921 light colors.

### 800 Pounds Per Acre

From the expressions of several packers of shade-grown it does not appear that the 1921 shade-grown will be profitable to the packers. This is largely due to two reasons: First, while the growth in the field was above normal, the leaf is particularly thin and the weight per acre will not be any more than last year. A number of packers have expressed an opinion that the average yield per acre will be less than 800 pounds. In the second place, the sub-normal condition of the cigar business in the United States is such that the cigar manufacturers will not and cannot afford to pay the prices for shade-grown wrappers they have the past two years.

Last year the best grades of shade-grown were sold at an average of $5 per pound. The contracts which have been made with the largest packers of shade-grown, for 1921, by the largest users of that type of tobacco, will not, it was said today, average more than $4 per pound and in some cases less.

With the demands of the trade for only the absolutely perfect leaves in the best grades of this tobacco the percentage is so small that even what appears to be a large price for one pound of tobacco grown in Connecticut—$4—the large amount of dark and medium colors which the crop contains and which has to be sold at less than $1 per pound, there is not much opportunity for the grower to make a profit this season.

From expressions of opinion by the manufacturers who have examined the 1921 crop of shade-grown they are well pleased with its color and appearance and it should be very profitable to them on account of the great number of leaves to the pound.

To sum up the situation of the 1921 shade-grown tobacco in the Connecticut valley, the crop will be the means of adding new laurels to the popularity of this type of tobacco. The quality is all that could be desired, and it will go down in history as being one of the fine crops grown in Connecticut.

## Cleveland

(*Continued from page* 13)

by they will spend the holidays together at Kishineff, Ohio. Mr. Amster has relatives there who are sure to see that they both have the time of their lives.

### Pushing Chancellors

The Colonial Hotel is featuring Chancellors in all sizes. The hotel stand is doing a remarkable business on this brand, which is distributed through the J. B. Moos Co. of this city and Cincinnati.

### Reynaldo President to Leave

Walter Arnheim, president of the Reynaldo Cigar Co., is leaving for Pittsburgh, his plans for the holidays having been agreed on with his jobber, the Baer-Wolf Co. The Reynaldo cigar has a most remarkable circulation in this region.

### Polster Gives a Dinner

When Ed. Polster opened his new store recently, tobacco men from all over the city stepped in and helped him over the rough spots in the first couple of days. To show his appreciation Ed. gave a dinner to these men who helped him out in his time of need. Among the celebrities were Sam Schwarz and Jimmy Rowen, of Wallace & Schwarz Co.; Walter Arnheim and Van B. Winters, of the Reynaldo Cigar Co.; Sol Baer and Jack Mendelsohn, of the Baer-Wolf Co.; Lester Amster of the Amster Co.; Lou Blum of J. B. Moos Co.; Harry Burrows of the Falk Tobacco Co.; Ben Block of Park & Tilford, and Harry Berchu of the Tobacco Products Corp. We can then see the reason why Reynoldos, Paramounts, Naturals, Robert Burns, Chancellors, R. G. Duns and Herbert Tareytons dominated the after-dinner smokes.

### Another Smokeless Convention

Cleveland certainly is the "City of Conventions." Now it is the 25th annual affair of the Ohio Whist Association, a purely feminine and smokeless affair. Cleveland tobacco men would be more interested in a "P" Association—poker and pinochle.—HERB.

### Spanish Monopoly Troubles

Reports from Spain say the Compania Arredentaria de Tabacos, the corporation having leased the tobacco monopoly, seems to be unwilling to accept the new lease proposed by the government. The new lease would be more favorable to the government and less profitable for the Compania. Among other requirements, it binds the Compania to buy 25,000 kilograms of cigars from the Canary Islands annually.

### Tobacco Smuggled in Coffins

German wholesale merchants in manufactured tobacco goods threaten to boycott firms who, it is said, are specializing in smuggling tobacco in coffins.

## Philadelphia

(*Continued from page* 28)

Mendelsohn, of Stern, Mendelsohn & Co., of New York.

### Mr. McKnight Injured by Bandits

Representative McKnight, of the Reeves, Parvin & Co. sales force, was injured seriously last week by highwaymen. As he was about to leave the garage, where he had stored his car, he was attacked, badly beaten and robbed.

When, with bloody face, he appealed to a man and woman (or rather a male and female), who were passing, they told him they were "sorry," and walked on. Finally he attracted the attention of a samaritan who caused his removal to the hospital.

### Adlons in Holiday Dress

The Forty-four factory of the Consolidated Cigar Co., at 12th and Wharton streets, is featuring its Adlons in holiday packings of 10. The corporation is producing Adlons in 40's, selling at the same relative price of 20's. A large outlet for Adlons and La Azores has been found through the Scarlett store which in the last two months has increased its sale of these goods by more than 100 per cent. Frank Stanton, of the Forty-four factory, is travelling through New Jersey, visiting the coast resorts. M. A. Funk has returned to headquarters after an extended visit trip through the west.

Louis Habit has taken a lease on the southwest corner of 9th and Filbert streets for a retail stand.

Leaf dealers closed their establishments a half day Armistice Day. Recent vistors to the trade included Ray S. Clark, accompanied by his employer, Wm. Quanjer, New York; E. L. Nisely, Florin, Pa.; Milton E. Shick, Stevens, Pa., and Gordon Block, New York.

John Van Miller, manager of the cigar department of Reeves, Parvin & Co., and Howard Planco Fanand are on a sales campaign in the Harrisburg district.

O. L. Meyers, of Bobrow Brothers, has returned from a very good western trip.

Sidney Freeman, Mr. Hirsch, of the Bowering Co., and Abraham Lewis, of I. Lewis Cigar Mfg. Co., called during the week.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

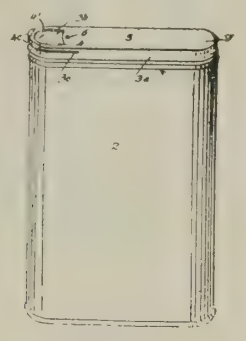
TWO STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

## Patents Recently Granted
By U. S. Patent Office

No. 1,396,226. Pocket Tobacco-Can. Richard S. Losee, Syracuse, N. Y. Filed Feb. 7, 1921. Serial No. 443,130. 4 claims.

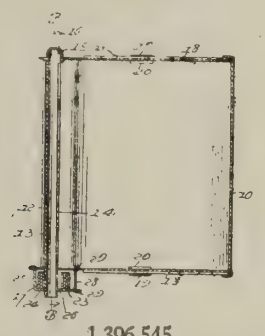


1,396,226

The combination with a pocket tobacco can, of a cover having a plane top skirted by a depending flange, the top having a pouring opening and the flange thereof having a slot, a pair of plane gates pivoted to the under side of said top and having similar portions which play in said slot, said gates being partially overlapped when in the closed position and their pivoted ends provided with slots by means of which said gates may move toward and from each other during the opening and closing movements.

* * *

No. 1,396.545. Match-Box. Jesse B. Young, Rush, Ky. Filed Nov. 29, 1920. Serial No. 427,112. 4 claims.



1,396,545

A match box having a storage compartment provided with a communicating tubular seat, and a dispensing or delivery tube revolubly mounted in said seat and provided with a longitudinal slot for communication with the storage compartment, one end of said tube being contracted to resist the passage of a match head therethrough and being notched or slitted to exert a yielding pressure upon the match head.

## Labels Recently Registered
In U. S. Patent Office

No. 23,620.—Title: "Garcia Bouquet." (For Cigars.) A. Fuente & Company, Tampa, Fla. Filed September 7, 1921.

* * *

No. 23,634.—Title: "La Minar." (For Cigars.) La Minar Cigar Co., Inc., Hammond, Ind. Filed August 29, 1921.

* * *

No. 23,648.—Title: "Over the Desert Sands." (For Packages of Cigarettes and Tobacco.) Homa A. Staggs, Henrietta, Tex. Filed August 31, 1921.

No. 5,826.—*Title:* "Katz Pays the Tax." (For Advertising Purposes for Cigars and Tobacco.) I. and M. Katz, Kansas City, Mo. Filed May 23, 1921.

## Tampa Strike

(*Continued from page 27*)

ers is that the manufacturers reduced their wages after they had promised when the men went back to work at the end of the ten months' strike last February that there would be no cuts in their pay. They claim that the reductions ranged higher than the figure given by the manufacturers. Also that much inferior material is being worked up, which makes it more difficult for a worker to earn even moderate wages.

### Return to Find Factories Idle

Returns from Miami, where he had been spending a few days on business, Jose M. Perez, of Marcelino Perez & Co., found his plant about to shut down from the strike.

Another returning to Tampa only to find but little doing at the plant was A. L. Cuesta, Sr., who got back Sunday from Chicago and intermediate points. He was attending a Rotary committee meeting in the Windy City.

Benjamin Cosio has returned to the Consolidated plant from a business trip to Key West.

## Imports

(*Continued from page 30*)

| | |
|---|---|
| Hamburger Bros. & Co. | 51 |
| Edw. Lopez | 13 |
| | Barrels |
| David H. Delmonte | 25 |
| Durlach Bros., Inc. | 46 |
| Stern, Mendelsohn Co., Inc. | 44 |
| Pedro Costa | 10 |
| Leo Hirsch | 100 |
| Portocuba Corp. | 101 |
| Julius Marquesee Son | 165 |
| Roy Suarez Co. | 5 |
| Hamburger Bros. & Co. | 6 |
| Edw. Lopez | 1 |

**Tobacco from Canton**

| | |
|---|---|
| *S. S. Sumatra Maru* | —Nov. 16 |
| Universal Leaf Tob. Co. | 276 Bales |

**Tobacco from Copenhagen**

| | |
|---|---|
| *S. S. Helig Olaf* | —Nov. 19 |
| International Planter's Association, | 10 Hogsheads |

**Tobacco from Rotterdam**

| | |
|---|---|
| *S. S. Nieuw Amsterdam* | —Nov. 20 |
| | Bales |
| Cullman Bros. | 26 |
| Chas. J. Waxelbaum | 47 |
| American Sumatra Tob. Co. | 20 |
| H. Duys & Co. | 53 |
| W. Van Doorn (in bond, Detroit, Mich.) | 268 |
| Chas. J. Waxelbaum | 1 Case |

**Tobacco from Glasgow**

| | |
|---|---|
| *S. S. Cameronia* | —Nov. 18 |
| | Cases |
| Irving National Bank | 9 |
| G. Nicholas & Co. | 5 |

**Tobacco from Puerto Plata**

| | |
|---|---|
| *S. S. Catherine* | —Nov. 20 |
| International Planters' Corp. | 192 Bales |
| | Seroons |
| International Planters' Corp. | 330 |
| Kiefer, Helmke & Co. (in transit, Hamburg or Bremen) | 15000 |

**Chinese Tobacco from Hong Kong**

| | |
|---|---|
| *S. S. Bolton Castle* | —Nov. 15 |
| Ying Chong | 25 Cases |


# Eduardo H. Gato's

1871 GATO 1871

## Mild Clear Havana Cigars

For

## Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

***Write for open Territory***

**E. H. GATO CIGAR COMPANY**

**FACTORY: KEY WEST, FLORIDA**

**OFFICES: 203 WEST BROADWAY, NEW YORK**

**E. P. Oakes** — *Western Representative*

**Moe Schwarz** — *Southern Representative*

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NEW YORK CITY
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FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

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Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

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CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

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R. L. Coleman, Java, Va., 1st vice-president.
W. H. Glenn, Prospect, Va., 2nd vice-president.
J. H. Quisenberry, Frederick Hall, 3rd vice-president.

**North Carolina Tobacco Warehouse Association**

Selby H. Anderson, Wilson, N. C., president.
J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

**Rocky Mount, N. C., Tobacco Board of Trade**

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

**Greenville (N. C.) Tobacco Board of Trade**

W. J. Skinner, president.
H. A. Bost, secretary

**Oxford, N. C., Tobacco Board of Trade**

Captain Jack Howard, secretary.

**South Carolina Tobacco Association**

N. A. McMillen, president, Mullins, S. C.
Bright Williamson, 1st vice-president, Darlington, S. C.
W. E. Lea, 2nd vice-president, Timmonsville, S. C.
J. W. McCown, treasurer, Florence, S. C.
T. Benton Young, Secretary, Timmonsville, S. C.

**The South Carolina Tobacco Growers Association (Florence, S. C.)**

F. L. Wilcox, president.
S. P. Poston, vice-president.
T. B. Young, secretary.
J. W. McGowan, treasurer.

**South Carolina Tobacco Warehouse Association**

W. J. Stem, president, Darlington, S. C.
J. R. Hutching, vice-president, Johnsonville, S. C.
J. W. Berger, secertary and treasurer, Florence, S. C.

**Burley Tobacco Growers Association Lexington, Ky.**

Hon. J. W. Newman, Versailles, Ky., president.
C. M. Dean (Carroll County), vice-president.
W. H. Shanks (Lincoln County), Vice-president.
E. M. Mansfield (Carroll County), secretary.

**Burley Tobacco Marketing Co. Lexington, Ky.**

John W. Newman, Versailles, Ky., president.
C. M. Dean, Carrollton, Ky., vice-president.
T. B. Hill, Mt. Sterling, Ky., 2nd vice-president.
E. M. Mansfield, Carrollton, Ky., secretary.
Q. T. Gatewood, Paris, Ky., treasurer.

**Tobacco Planters' Association**

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

**The Tobacco Manufacturers' Association**

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

**Hopkinsville, Ky., Tobacco Board of Trade**

L. B. Cornette, president.
J. T. Thomas, secretary-treasurer.

**Independent Tobacco Manufacturers' Association**

J. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

**National Cigar Leaf Tobacco Association**

George W. Berger, Cincinnati, O., president.
Milton H. Ranck, Lancaster, Pa., vice-president.
Jerome Waller, New York, N. Y., treasurer.
Fred W. Miller, Cincinnati, O., secretary.

**Leaf Tobacco Board of Trade of New York**

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

**Connecticut Leaf Tobacco Association (Hartford, Conn.)**

Fred. B. Griffin, president.
Ernest Hathaway, vice-president.
Hayden R. Lathrop, secretary and treasurer.

**Philadelphia Leaf Tobacco Board of Trade (Philadelphia, Pa.)**

Julius Vetterlein, president.
E. A. Calves, vice-president.
Adolf Loeb, treasurer.
John R. Young, secretary, 305 N. 3rd St., Philadelphia, Pa.

**Florida and Georgia Tobacco Association**

J. L. McFarlin, Quincy, Fla., president.
M. L. Floyd, Quincy, Fla., vice-president.
D. A. Shaw, Quincy, Fla., vice-president.
E. M. Collins, Quincy, Fla., secretary and treasurer.

**Lancaster Leaf Tobacco Board of Trade**

Milton H. Ranck, president.
B. F. Good, vice-president.
Morris Rosenthal, treasurer.
Jacob Bowman, secretary.

**Pennsylvania State Growers' Association**

John F. Weaver, Lancaster, Lancaster County, president.
Chas. H. Dunn, Clinton County, 1st vice-president.
G. A. Witner, York County, 2nd vice-president.
H. C. Reinhold, Lancaster County, 3rd vice-president.
Otto Olson, Ephrata, secretary-treasurer.

**Ohio Leaf Tobacco Packers' Association**

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

**Chicago Leaf Tobacco Board of Trade**

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

**New England Tobacco Growers' Association**

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

**Franklin (Mass.) County Tobacco Growers Inc.**

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

**The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)**

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

**Windsor Tobacco Growers Association (Windsor, Conn.)**

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

**The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)**

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

**Wisconsin Farmers Tobacco Growers Association**

C. O. Berg, Stoughton, president.
O. M. Olson, Stoughton, vice-president.
John McComb, Stoughton, secretary.
Lars Lein, Jr., Edgerton, treasurer.

**Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba**

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

**Cigar Manufacturers' Association of America**

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

**Cigar Manufacturers Board of Trade, Inc. (New York City)**

Asa Lemlein, president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.
Meetings 4th Tuesday of each month at Hotel McAlpin.

**Greater New York Cigar Manufacturers' Association**

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

**York (Pa.) County Cigar Manufacturers Association**

I. J. Rejahn (Fix & Co.), Dallastown, president.
Chas. C. Meads (Meads Tobacco Co.), Red Lion, secretary.
G. A. Kohler, (G. A. Kohler & Co.), Yoe, treasurer.

**Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba**

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

**Cigar Manufacturers Association of Tampa**

Jose Escalante, president.
Mariano Alvarez, vice-president.
Enrique Pendas, treasurer.
A. A. Martinez, secretary.

**National Board of Tobacco Salesmen's Association of America**

**Office: 123 Liberty St., New York**

J. J. Ollendorf, New York, president.
W. F. O'Brien, Boston, 1st vice-president.
E. M. Freeman, Newark,; 2nd vice-president.
W. M. Sam, New York, 3rd vice-president.
Herman Goldwater, New York, secretary.
Irving Frischberg, Boston, treasurer.

**Tobacco Salesmen's Association of America (New York City)**

William M. Sam, president.
Albert Freeman, 1st vice-president.
Sam Singer, 2nd vice-president.
Joseph Freeman, treasurer.
Morris Cohen, recording secretary.
Leo Rieders, 200 West 118th street, New York City, financial secretary. Meetings 2nd and 4th Friday night of each month at Pythian Hall, 125th St. and Madison Ave., New York.

**Tobacco Salesmen's Association of America (Boston Branch)**

Ed. J. Mulligan, president.
Frank E. Kelley, treasurer.
J. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

**Tobacco Salesmen's Association of America (Newark Branch)**

Abe Brown (Schwarz & Son), president.
Joseph Ogush (N. J. Tobacco Co.), secretary.
Sam Schatt (Hudson County Tobacco Co.), treasurer.
Meetings third Friday of each month.

**Independent Retail Tobacconists' Association (New York)**

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at The Juliette, 103 West 117th St., every first and third Monday of the month.

**San Francisco Retail Cigar Dealers' Association**

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

**The Wholesale Tobacco & Cigar Dealers Association**

**Philadelphia, Pa. & Camden, N. J.**

Nelson F. Eberbach (A. B. Cunningham & Co.), president.
Herman Krull (Chas. Krull & Co.), treasurer.
Paul P. Brogan (Dusel-Goodloe & Co.), secretary.

**The Central Tobacco Jobbers Association of Pennsylvania**

George H. Stallman, York, Pa., president.
Jacob C. Hauer, Lebanon, Pa., vice-president.
W. Clyde-Shissler, Lancaster, Pa., secretary-treasurer.

**Pittsburgh, Pa., Tobacco Jobbers Association**

H. O. Evans (Voskamp Co.), president.
Chas. Gildish (The Gildish Co.), vice-president.
A. Goldbloom (Federal Tobacco Co.), secretary and treasurer.

**Cigar & Tobacco Dealers Association of Minneapolis, Minn.**

Louis Nathanson, president.
William J. Blackburn, treasurer.
Carl F. Thomas, secretary.
Sam Margulies, field secretary.

**Manila Cigar Importers' Association**

C. Gordon Wilson, vice-president.
Charles A. Bond, secretary and treasurer, 172 Front St., New York.

**Seattle Cigar and Tobacco Dealers Association**

H. E. Barrett, president.
Irving Green, treasurer.
R. O. Fielding, secretary.

**The Denver Cigar & Tobacco Association (Denver, Col.)**

Frank Comstock, president.
I. W. Jesselson, secretary and treasurer.

## Burley Pooling Movement

(*Continued from page* 19)

done and praised all for their efforts in bringing to a successful termination their work for the tobacco growers of the district.

On motion of Hon. James N. Kehoe, of Maysville, the chair appointed a committee of five as a committee of verification to go over the figures reported with the executive committee, so that the growers may know definitely what has been accomplished.

### Verification Committee

Judge Bingham appointed as members of the committee provided for in Mr. Kehoe's motion, James N. Kehoe, of Mason County; W. L. Howland, of Brown County, Ohio; Martin T. Harris, of Ohio County, Indiana; Charles J. Hubbard, of Hodgenville, Larue County; John E. Brown, of Shelby County, and Sam Clay, of Bourbon County. Acting with the others were Judge Bingham, Ralph M. Barker, W. E. Simms and James C. Stone, member, of the executive committee.

At the night session, soon after 9 o'clock, Judge Bingham read the report of the committee, as follows:

### Committee's Report

"Your committee appointed to verify the reports of the county chairmen and ascertain the number of pounds of burley tobacco grown in the states of Kentucky, Ohio, Indiana and Tennessee, report as follows:

"Total pounds grown in said states in 1920 were 209,203,482. The total pounds signed to your association are 177,521,263, and the per cent. signed is 84.85."

The report was unanimously approved and then Mr. Kehoe offered the resolution putting the association into being as follows:

### Resolution

"Resolved by the organization committee of the Burley Tobacco Growers' Co-operative Association, in formal meeting assembled the 16th day of November, 1921:

"First: That this committee has received and accepted reports from competent and trustworthy sources, indicating the burley tobacco production in Kentucky, Ohio, Indiana and Tennessee in 1920; and competent and trustworthy reports indicating the number of standard association agreements signed by tobacco growers prior to midnight of November 14, 1921; and also indicating their production of burley tobacco in 1920; and, after proper audit and consideration, hereby declares that the said standard association agreement has been signed by more than 42,000 growers, covering more than three-fourths of the aggregate production of burley tobacco in Kentucky, Indiana, Tennessee and Ohio in 1920; and, further,

"Second: That this committee, on the basis of such reports and that all conditional provisions of the standard association agreements have been performed and that the said association agreement now is in full effect; and, further,

"Third: That the chairman of this committee be authorized to prepare and sign the proper statement to such effect and to certify this result and this declaration, without conditions or reservation and to deliver copies of such certificate and declaration to the press and the incorporating directors of the association; and, further,

"Fourth: That this committee now proceed to take the necessary steps to bring the Burley Growers' Co-operative Association into legal and active existence."

This resolution, on motion of Mr. Kehoe, was adopted unanimously.

### Shortage in Russia

In Moscow and Southern Russia tobacco, cigars and cigarettes are very scarce. As a result, smugglers are reaping a harvest. Most of the smuggled goods are said to be coming from Germany. The Soviet government is trying hard to supress the illicit trade and is sending out agents with instructions to buy tobacco in foreign countries for Russian consumption. Soviet efforts to eradicate the smoke habit have failed evidently. As long as the habit will prevail the government thinks it wise to make it yield a profit.


## CLASSIFIED ADVERTISEMENTS

### FOR SALE

| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP | 45c |
| CONN. CIGAR SCRAP | 15c |
| PICADURA SCRAP | 12c |

SAMPLES SENT ON REQUEST

J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

FOR SALE—Stripped and Unstripped Havana tobacco of various types—also some Wrappers, at attractive prices. Samples available. Y. Pendas & Alvarez, 4 White St., New York City —Telephone Canal 7748.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

# TOBACCO

ESTABLISHED 1886

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## Tampa Cigar Factories Resuming Operations

**More Than 2,000 Cigarmakers at Work Monday Morning—Manufacturers Report Swarms of Workers Returning to Places—Henriquez Factory Reopened—Receiver Appointed for Francisca Arango & Co.—Liabilities Exceed $600,000—New York and Chicago Houses Mostly Affected.**

TAMPA, Fla., Nov. 28.—More than 2,000 cigarworkers are at their benches this morning despite the failure of a referendum called Saturday to call off the strike, agitators still exhibiting an ability to control the ballot boxes. Manufacturers report scores of workers coming around this morning to report that they will be on hand tomorrow when more than fifty per cent workers are expected to show up. The factories are catching up on some of the holiday orders that came in after the strike was called, and expect, with the aid of express shipments, to be able to fill everything in time for the holiday rush that begins in earnest in another eighteen days.

### Factory Reopened

Enrique Henriquez has reopened the Henriquez Cigar Co., on Spruce street, following the fire a week ago. He has thirty men on the job, and is negotiating for a commodious factory building. If he can't get that he will build a new factory on the site of the one burned down.

José Arango & Co., who had such a hard time recruiting a force after his arrival here from Chicago, has got most of them at work still, they paying about as much attention to the strike orders as they did to the "stay away" orders posted by the unions when the shop came here from Chicago, which is a closed shop.

### Keeping Up Production

The Val Antuono factory is keeping right up with all orders. It is a notable fact in the history of the industry here that Mr. Antuono, who was the original open shop factory man here, has had fewer days "out of the market" in the past decade than any other factory. Hardly more than a day a year has been seen, on the average, when he wasn't filling all orders that come in—the only exception being during the last half of the six-months' strike that ended early this year. Smokers of C. H. S., Duke of Belcourt and Shanna are getting all they want.

### Francisco Arango & Co. Fail

With orders for two million cigars on hand, but unable to withstand the financial strain of depleted credit any longer, failure of Francisco Arango & Co. was announced here Saturday following a meeting of creditors. Liabilities are more than $600,000 with assets totaling above $400,000—not including of course the good will and the business. Every effort wil be made by the creditors to enable the business to continue, and in the appointment of John B. Sutton, local attorney as receiver, provision was made for enabling him to incur any further obligations essential to the conduct of the business. The petitioning creditors were the Tampa Hardware Company, Ramos Benito, and Jose de los Hoyos, represented by Knight, Thompson and Turner, local attorneys. The majority of the creditors are in Chicago and New York.

### Attorney Makes Statement

The ten months' strike, with the following reduction in the value of tobacco, is blamed for the failure by Peter O. Knight, one of the attorneys in a statement announcing the failure. His statement follows:

"The failure of Francisco Arango & Co. is most unfortunate. Prior to the ten months' strike of last year it was doing an enormous business, making approximately 80,000 cigars a day; prospects ahead for increased business were so great that when prices were at their peak enormous quantities of domestic tobacco for the purpose of making shade-grown cigars for their shade-grown department were bought by the firm, and when the strike came it left the firm with the tobacco on hand. Thinking, day by day, the strike would be settled, the firm held on to the tobacco; but the strike was not settled, there was a slump in the price of tobacco; and, of course, they were caught in the tobacco situation just as the wholesale grocers of this city were caught in the sugar situation. After the strike they did their utmost to work out the situation and increased their production to

(*Continued on page* 12)

## Strike Officially Called Off by Committee

(Special Telegram to TOBACCO)

TAMPA, Fla., Nov. 29.—The Equalization Committee today called off the cigar strike, which has held up the Tampa industry ten days. The committee issued a manifesto saying that three thousand had already returned to work, the strike was a hopeless cause, and only suffering for the worker would result. Hundreds of workers notified their employers this afternoon they would be on hand for work tomorrow, Wednesday.

## Tobacco Schedule Hearing on December 7

Special Telegram to TOBACCO

WASHINGTON, D. C., Nov. 29.—The Senate Finance Committee announced today that hearings on the permanent tariff bill will be resumed on December 7, when the tobacco schedule will be taken up.

## A. H. Rennie and Two Others Die in Albany

ALBANY, N. Y., Nov. 26.—Alfred Houghtaling Rennie, manager of the Hotel Ten Eyck, Albany, and associated with the Rockwells in the management of their string of houses in the United States Hotels Co., was found dead in bed at his home, 59 Maiden Lane, Nov. 21.

Cigar men familiar with the State Capitol District all knew Al Rennie. For twenty-one years he was connected with the Ten Eyck. He had been ill for several years but was still able to oversee the details of management of the house, and to greet his friends in the trade. Funeral services occurred at the Masonic Temple Thursday under the auspices of the Temple Commandery, Knights Templar. Burial was at his former home in Coeymans, N. Y

### Scott Barton

After a very brief illness, Scott Barton, former owner of the State Capitol Building cigar stands, passed away at his home, 146 Jay street, on Wednesday last. He was 67 years of age. Burial was at Chestertown, N. Y., today.

### Mrs. Sarah Fulder

Mrs. Sarah Fulder, mother of Samuel and Jacob Fulder, Beaver street cigar jobbers, died at her residence, 69 North Pine avenue, last Thursday. She was 88 years of age.—THE SMOKER.

## Internal Revenue Collected During Year 1921

**Commissioner's Report for Fiscal Year Shows Tax Receipts $255,219,385.49, as Compared with $295,809,355.44 for Previous Year—A Decrease of $40,589,969.95—Income from Manufactured Chewing and Smoking Tobacco Indicates Greatest Decline.**

WASHINGTON, D. C., Nov. 29.—According to the annual report of David H. Blair, Commissioner of Internal Revenue, the operations of the Internal Revenue Bureau during the fiscal year 1921, under the War Revenue Act of 1918 and other internal revenue tax legislation, resulted in the collection of $4,595,000,765.74, compared with $5,407,580,251.81 in the fiscal year ended June 30, 1920, a decrease of $812,579,486.07, or 15 per cent.

The report shows that the collection of taxes for tobacco manufactures in 1921 totaled $255,219,385.49, as compared with $295,809,355.44 for 1920.

In his report regarding the tobacco tax, the Commissioner says:

"The total receipts from all tobacco taxes during the fiscal year were $255,219,385.49, a decrease of $40,589,969.95, or 13.72 per cent, compared with the preceding year. These receipts represent 5.5 per cent of the total internal revenue receipts from all sources.

"The items of tobacco products showing the greatest decrease in receipts as compared with the preceding year were: Manufactured chewing and smoking tobacco, $15,333,140.52, or 20.5 per cent; snuff, $1,153,529.48, or 16.6 per cent; cigarettes, weighing not more than 3 pounds per thousand, $16,208,845.18, or 10.7 per cent; and cigars, weighing over 3 pounds per thousand, $4,347,250.69, or 7.8 per cent. It is believed that these decreases in receipts were caused by decreased production.

"There were small increases in receipts from taxes on cigars weighing not more than 3 pounds per thousand and on cigarettes weighing more than 3 pounds per thousand.

"The receipts from special taxes imposed on manufacturers of cigars, cigarettes, and tobacco amounted to $1,229,286.37, an increase of $196,982.22, or 19 per cent. This increase is due to the fact that the sales of tobacco manufactures during the preceding fiscal year, upon which basis special taxes are computed, greatly exceeded any previous year.

"The taxes collected on the following products constitute 98 per cent of the total receipts from tobacco taxes: Cigarettes, weighing not more than 3 pounds per thousand, 53 per cent; manufactured

(*Continued on page* 12)

## Government Crop Report

WASHINGTON, D. C., Nov. 29.—The Bureau of Markets and Crop Estimates has the following to say regarding the tobacco crop:

"Indiana: Sales will start about the last of the month. Fairly good prices expected.

"Louisiana: Crop in Perique section unusually good; quality never better.

"New England States: Crop reported of medium weight, but high quality. Market not yet active and only a small part of crop sold.

"North Carolina: Crop being marketed rapidly; prices good.

"Tennessee: Some being sold; prices better than last year.

"Virginia: Sales have increased since there has been a season for stripping and ordering. Bright tobacco average $27.17 per hundred pounds in October, compared with $24.99 last year. Total sales to November 1 amount to 12,003,000 pounds, compared with 28,967,000 to same date last year."

## Closes York Factory

YORK, Pa., Nov. 26.—Krauss & Co., cigar manufacturers of Baltimore, who have operated a branch factory here have stopped operations in York. The factory will be discontinued at this place and the stock will be removed to Baltimore. The factory was conducted at this place by Jacob Eberly. All of the employes have obtained work at the various factories of the borough. All factories are working full time with a full force of hands.

WD C
TRADE MARK

*To Your Christmas Trade*

# *Recommend W D C Milano*

It's the sort of pipe to show your better class trade.

Everything the smoker wants is there—good looks and smoking qualities aplenty—all the desirable features that are looked for and recognized by the discriminating smoker.

To show the W D C Milano is to sell it. To sell it is to render the buyer a service that will result in increased business for you.

Order your Milanos now. Be ready for the Christmas buyer.

Your jobber can make immediate shipment.

**WM. DEMUTH & CO.**
**NEW YORK**

***World's Largest Pipe Manufacturers***

# Fluctuation of Cigar Business Shown by Charts

## Tobacco Merchants Association Prepares Comprehensive Diagrams and Figures—Movement of Various Classes of Cigars Provides a Tangible Trade Barometer—Monthly and Yearly Aggregates of Cigars Withdrawn for Consumption.

The Tobacco Merchants Association, Chas. Dushkind, secretary, has issued a set of three comprehensive charts, showing the "Trend of the Cigar Business."

In explanation of the charts, Mr. Dushkind says:

"In a general way, it may be said that the fluctuating consumption of cigars from month to month is, in itself, indicative of the business conditions in the industry. But it is self evident that the movement of the various classes of cigars furnishes a clearer barometer of the business than the record of aggregate quantities sold.

"A given period may show an increased or diminished aggregate consumption as compared with corresponding periods in previous years. In either event, however, we only have a comparative measurement of the business in respect to the *quantity* sold or consumed.

"Manifestly, quantity alone is by no means a true indication of business conditions. The *volume* of business *in dollars and cents* may tell quite a different story from that told by a mere *quantity* record. Thus, increased sales of the higher priced classes, even though with a smaller quantity aggregate, may mean healthier business conditions than an increased quantity aggregate with diminished sales of the more expensive grades.

"It occurred to me, therefore, that a study of the movements of the various classes of cigars since March, 1919, when the present classification of cigars according to their retail prices was inaugurated, would be of much interest to the trade.

"Accordingly, there is submitted herewith a set of charts, showing both the monthly and yearly aggregates of cigars withdrawn for consumption, as well as the monthly trend of the principal classes, to wit, Classes A, B, and C.

"*Chart* 1—Shows the total withdrawals for consumption for the last *three* fiscal years, and the ratio of the various classes for the last *two* fiscal years. (As the present classification of cigars only became effective on February 24, 1919, the *ratio* chart is necessarily limited to a two (fiscal) year period.)

"*Chart* 2—Shows the monthly aggregates of withdrawals for consumption, as well as the relative movements of the three principal classes of cigars from March, 1919, to and including September, 1921, measured according to their respective ratios of the total business.

"It will be noted that, as the present classifications of cigars became effective February 24, 1919, the chart begins with the month of March, 1919, and that the lines representing all the three classes begin from one and the same starting point—at the "index line." Thus, this chart shows not only how the three classes of cigars have drifted apart from each other, but it also shows the relativity between the trend of the aggregate cigar business and the trend of the three principal classes during the corresponding months.

"*Chart* 3—Shows the ratio of each of the three principal classes of cigars as compared with the aggregate consumption. In other words, it shows the approximate percentage that each class

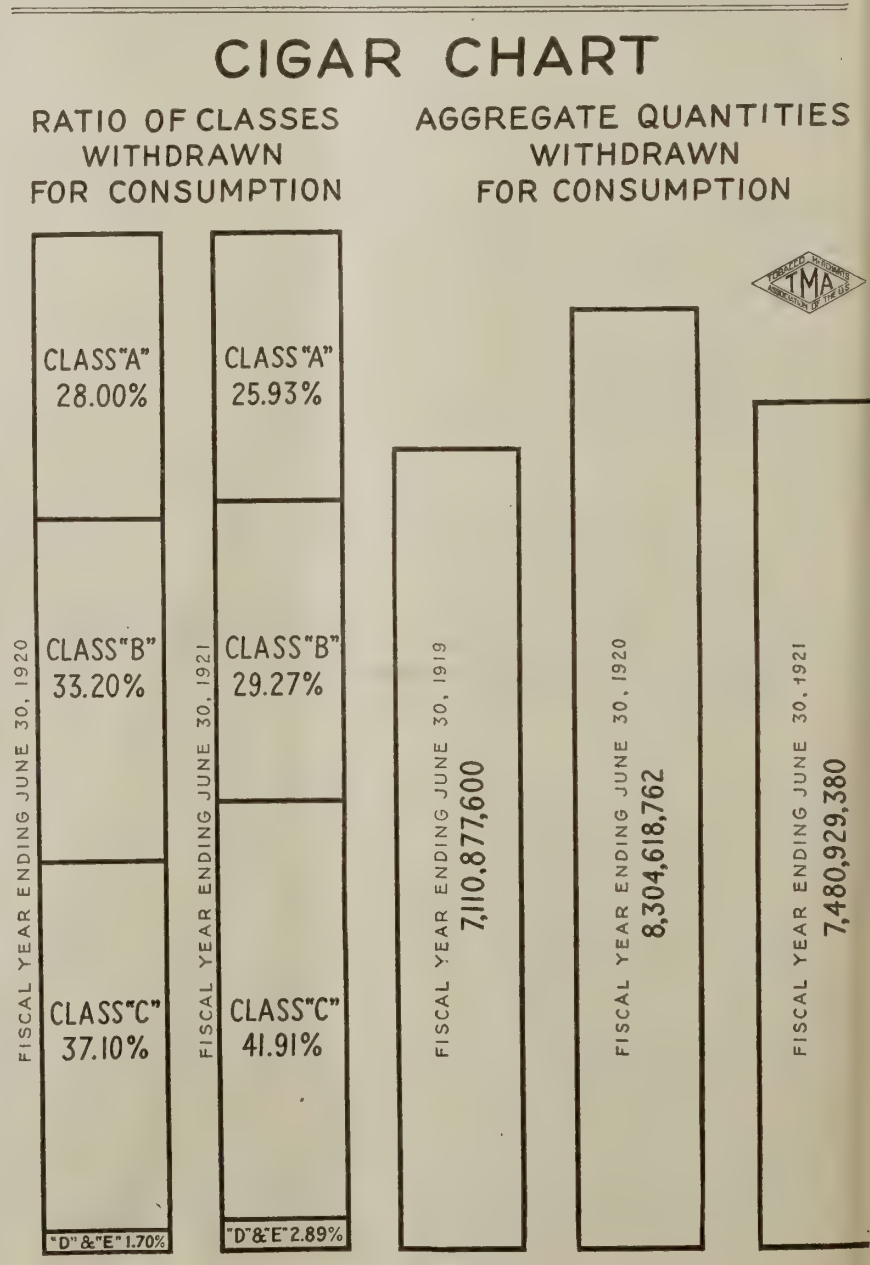



Chart 1

constitutes of the total consumption.

"While Chart 2 shows merely the relative movements of the three classes, Chart 3 shows the percentage of business done in each class. It is to be noted that while Chart 2 includes the month of September, 1921, Chart 3 runs only to and including the month of August, 1921.

"Without intending to express my own judgment as to the conclusions that may be drawn from the trend of the business, as indicated in the accompanying charts, I cannot refrain from pointing out some of the outstanding features which I believe will be of material aid in reaching a fairly accurate appraisement of the situation.

"Thus, in a general way, and with but slight exceptions, it is shown:

"(a) That as the cigar business was going up Class C, the most expensive of the three classes, was going up, while A and B were going down.

"(b) That as the cigar business was declining Class C was going down, while A and B were both rising.

"(c) That while, beginning with October, 1920, Class C started going down and Class A began to climb, it seems that both the downward movement of the C class, as well as the upward movement of the A class have been practically checked, as will be noted from the fact that both lines remained almost stationary in August and September, 1921.

"Then too, the downward movement of Class B has apparently been checked since last May, the line appearing practically stationary during May, June, July, August and September.

"It is also significant that as the cigar business shows increased volume since February, 1921, the decline of C has practically stopped, while the decline of

(*Continued on page 8*)

## New Offices of Tobacco Dealers Installed

MINNEAPOLIS, Minn., Nov. 24.—Newly elected officers of the Cigar and Tobacco Dealers' Association have assumed official duties. They were installed at a meeting of the association at the Andrews Hotel.

William O. Goodman is the new president; Fred L. Striblen, vice-president; William J. Blackburn, treasurer, and Ed F. Yates, secretary. The board of directors is composed of Louis Nathanson, Walter Short, Carl F. Thomas, Ed A. Abbett, George H. Kulp, Joe Daniels, Charles Tengler, Jr., Charles P. Olesky and Al Jejjesen.

Quantities of cigarettes and tobaccos have been collected by members of the organization for distribution among disabled soldiers in Minneapolis hospitals.

## Hopkinsville in Readiness

HOPKINSVILLE, Ky., Nov. 25.—Recent rains have helped tobacco men of this section to strip their tobacco preparatory to opening of the market here December 6. Dry weather last year interfered with the opening of public sales because the farmers could not strip out their crops. Stripping is going on in nearly all barns and it is expected that the opening day offerings as well as those on succeeding days will be very large and will contain all grades of tobacco.

### Growing Tobacco in Iowa

A man living in the vicinity of Launa, Clayton County, Iowa, writes that he raised six acres of tobacco the past season and expects to dispose of it to Wisconsin packers. The place is on the Mississippi south of McGregor.

## MONTHLY TREND OF CIGAR BUSINESS

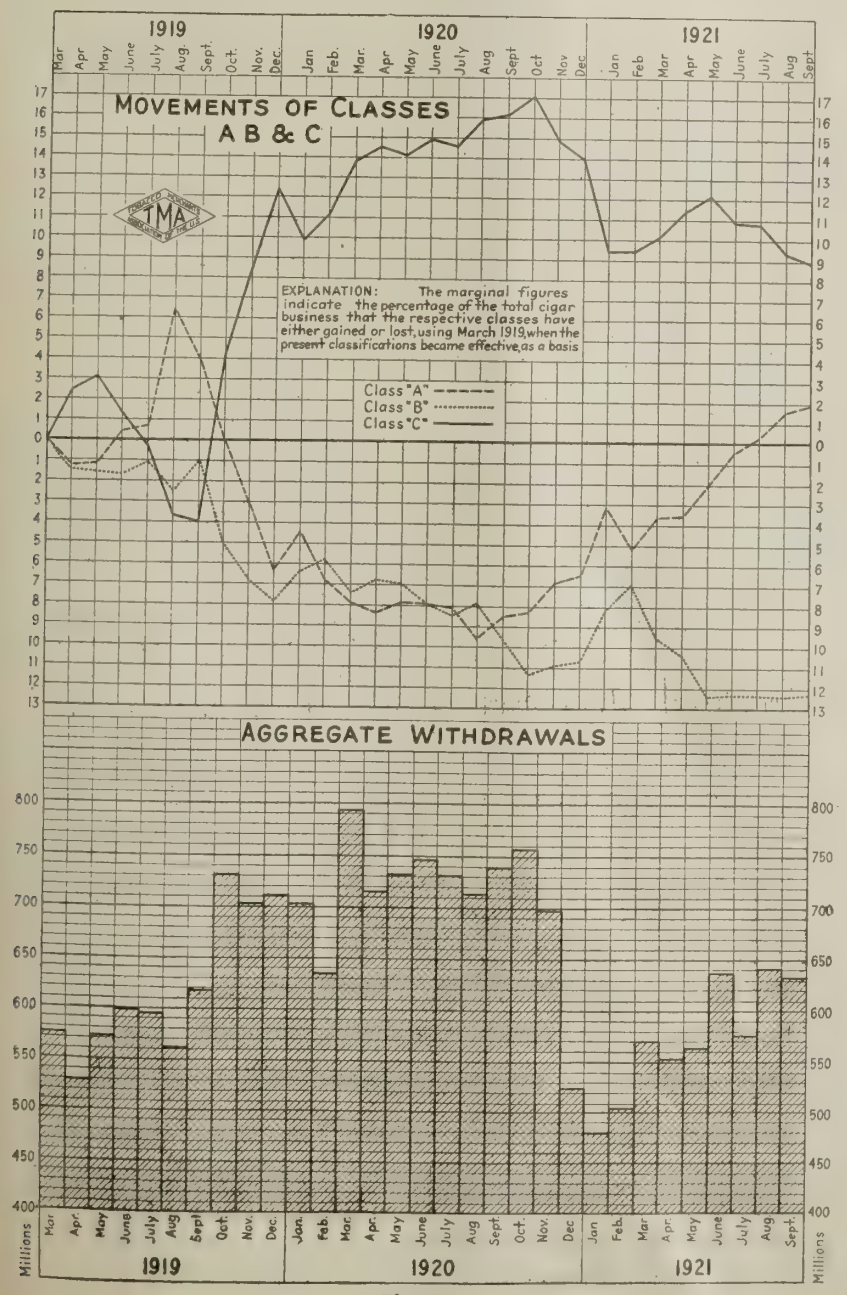



Chart 2


# Tobacco Presses

**Clark**
"CUTAWAY"

*Strength* and *Pressure* are the first essentials of a tobacco press. The CLARK "CUTAWAY" Tobacco Press is heavy, strong and durable. Frame is made of hardwood, stoutly braced and bound with steel. Note the compound lever and ratchet which gives tremendous pressure with but little power.

Available platform space is 3 ft. wide, 4 ft. long, and 4 ft. high. Weight, 650 pounds. Special sizes are made to order.

Platform rollers, when raised, protrude above the floor level, making removal of the bale easy. End rollers are also of great assistance.

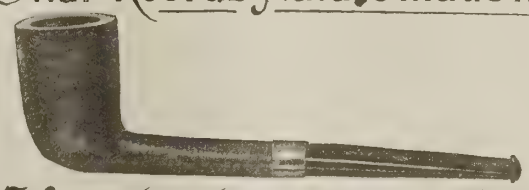
The CLARK "CUTAWAY" Tobacco Press has attained great popularity with the largest packers in this and foreign countries. Write for price and further details.

**Bateman and Companies, Inc.**
Grenloch, N. J.

SWEET ROOT

K B&B

Briar Root as Nature made it.



*We take pleasure in calling your attention to our new*

SWEET ROOT

*Line of Briar Pipes*

*Ask for Assortment No 29*

*Twelve distinctive styles for discriminating smokers.*

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33 East 17th St
NEW YORK

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Geo. S. Macdonald, President Nicholas Volk, Secretary
R. T. Tanner, Business Manager C. L. Franklin, Editor

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, DECEMBER 1, 1921

## TAMPA MUST PROTECT ITS CHIEF INDUSTRY

It is not unfair to charge that there are men influencing the policies of the local cigarmakers' unions who are enemies of this city.

There is ample evidence to sustain the charge.

The present strike is conspicuously a "spite" strike. There is no anticipation on the part of the men who are engineering it that any of their contentions will be granted or won, but they do know that the strike will work great injury to the city, and particularly to the cigar manufacturers.

Each of these disturbances places our chief industry in greater jeopardy. Tampa cigars are in great favor throughout the country and in many foreign countries. In developing the industry we have been fortunate in attracting here the leading firms engaged in it. Many of them came to us with reputations well established and these reputations have been carefully guarded and sustained. Not even the product of the factories in the city of Havana, the city in which the industry originated, are esteemed with greater favor by discriminating smokers than are the cigars manufactured under the Tampa brands. But jobbers and smokers are not to be blamed if they turn to other sources of supply when it becomes apparent that they cannot depend upon a supply from Tampa.

A dealer, for instance, will work up a trade on a certain brand. Customers will acquire a taste for it. Then there is an interruption in the supply,—when the smoker asks for his favorite cigar he is told that there are none in stock—that the Tampa factories are closed by a strike, and none of that brand are to be had. The smoker, after trying several other brands, selects one and the Tampa factories have possibly permanently lost a customer. During the long strike settled but a few months ago the market was entirely bare of Tampa cigars, and when our factories resumed business they faced a stupendous problem of rebuilding business. They had succeeded in a measure, and the future was beginning to appear promising—holiday orders were coming in great volume, and there was basis for the hope that Tampa's manufacturers would recover the lost ground.

And then, in the midst of the holiday business, with no warning whatever, this strike is declared, attended by the usual scenes of disorder.

The manufacturers have met the situation firmly and unitedly. Should they compromise such a situation they would lose the respect of the community and the business world. They may feel assured of the sustaining force of public sentiment. Public sentiment compelled the railroad hold-up men to recede from their recent audacious program, and it will have its weight in this matter.

What is promised any man or woman concerned in this strike, aside from the men who are engineering it? Nothing but suffering and self-denial. How will it benefit them to punish the manufacturers, to destroy the business which it has taken many years to establish? Some of the strikers are property owners. Will they benefit by the business stagnation which the strike will inevitably create?

There should be some intelligence and some independence among these people. They should reflect upon the experiences of the past, and doing so they should readily determine where their interests lie. The "leaders" fatten on these strikes—it is to their financial interest to create and prolong them. The masses never recoup the losses which they sustain.

The people of Tampa have been very patient through these numerous disturbances in our great industry. The manufacturers and their employes are not the only interests concerned in these struggles. It appears that the same "leaders" who have fomented past disturbances are at the bottom of the present eruption. They are undesirables. And it is the conviction of the *Times* that the time is past for temporizing or half-way measures. This strike is planned to destroy the cigar industry in Tampa. It is our chief industrial interest, and it must be protected.—*Tampa Times.*

## WHO'S WHO AND WHY?

"I would like," said the rental agent, "to have the leasing of a building containing nothing but cigar stands."

"Why so?" we asked.

"Do you know how many applications we had for the cigar stand in the lobby?" he countered.

"No, Mr. Bones, we don't. We'll bite. How many?"

"Fourteen hundred! And this despite the sign that has been posted to discourage applicants."

"Who is to be Prince Nicotine in the lobby?" we asked.

"Not announced," replied our co-worker, Mr. Rental Agent. "But a good choice has been made, and our tenants will be pleased with the selection. This is one point of contact in the building which touches a good many tenants, and so we had to be quite sure that the quality and service of the cigar shop would be of the highest."—*Who's Who in the Fisk Building.*

## TOBACCO USING IN SWITZERLAND

In Switzerland consumption of tobacco has been growing much more rapidly than the population. In 1913 the consumption per head amounted to 2.3, in 1919 to 2.8 and in 1920 to 3.1 kilograms. In 1913 Switzerland was overrun with foreign travelers who smoked a goodly portion of the tobacco total. During the war the hotel industry was practically dead and the Swiss had the privilege of smoking their tobacco all to themselves. In fact the Swiss were anxious to keep out all "those hungry foreigners." Now there comes another turn of the wheel. The Swiss are again beckoning to those foreigners, because they need the travelers' money. The Swiss government, in order to encourage the hotel industry, has done away with all passport vises and similar annoyances to visitors. The rush to the Alps is on, as a result, and foreigners will again smoke a goodly portion of Swiss tobacco, thereby increasing again the per capita amount.

## WHY IS A CIGAR SO CALLED?

In a recent issue Tobacco asked the question: "Why is a cigar so called?" and our esteemed contemporary, George R. Myers, of the *Western Tobacco Journal*, of Cincinnati, gives us his views, as follows:

"Every name has, of course, its derivation, but certain names have long lost their original meaning. A curious example of this is found in the word 'cigar.'

"Most of us know that 'cigar' is from Spanish, but few are aware that 'cigar' really means 'garden.' It is not because a really good cigar has an aroma that might be likened to the fragrance of a flower garden, but simply that tobacco was grown in a private garden in Spain by the wealthy men who looked upon it as a very rare and valuable plant.

"When tobacco was introduced into Spain from America, its native land, and the Spanish came to understand its real value in smoking, the Spanish dons caused quantities of it to be planted in the gardens about their homes. Every Spanish grandee had a private garden for rare vegetables, fruits and flowers.

"The tobacco shipped from America, and even from England, where most of it first was sent, was not very good quality, because those handling it did not seem to know how to treat it. The wealthy Spaniards soon began to grow their own tobacco, cure it and make it into rolls for smoking.

"To be able to import your own tobacco seeds or plants, and grow your own tobacco and make it into roll for smoking, was a fad of the aristocrats in those days, and a Spaniard of high degree entertaining a friend would, on offering him a smoke, say with pardonable pride: *'Es de mi cigarral,'* which means 'it is from my garden.' In this manner was the guest assured that it was newly cured, clean tobacco, and prized the smoke accordingly.

"But the foreigners, through some misunderstanding, hearing their hosts always employing the word 'cigarral,' got the notion that the word was Spanish for tobacco. So, in time, they took it over, shortening it to 'cigarro,' as meaning a roll of tobacco for smoking. And from 'cigarro' to our 'cigar' was a simple bit of word evolution."

## WHO WE WORK FOR

I think we would all do well right at this time to hark back to basic fundamentals, forgetting the frills, red tape and intricacies of our 20th Century organizations, and ask ourselves the question, "Just who do we really work for?" It is not the sales manager, nor the stockholders, nor even the boss. The man to whom we really owe our jobs, individually and collectively, figure it any way you like, is none other than Mr. Retail Customer, the Ultimate Consumer. It is none other than he who pays us our salaries and tells us whether we shall run full time, double time, half time, or not at all. It is he who is meeting our payroll, and it is upon him that we must depend for the future security of our entire industry.—Norval A. Hawkins.

## JAPAN EXPLOITS MANCHURIA

While the Washington Conference on Far Eastern questions is gravely discussing momentous problems, the economic invasion of Manchuria by Japan is proceeding according to schedule. Japanese capitalists are erecting cigarette factories to supply the demands of a people numbering 18 millions. For the cheaper grades domestic tobacco is being used, while better qualities receive an admixture of imported tobacco. All the factories, while working to the limit of their capacity, can barely equal the demand.

# Hibshman Strain in First Practical Field Test

## New Seedleaf Cross Brings Forth Gratifying Results—Admixture Started Years Ago by E. K. Hibshman and Developed by Otto Olson, Federal Experimenter—Plant Is Product of "Taylor" and "Slaughter" Types.

LANCASTER, Pa., Nov. 26.—Behold a "comer" among Lancaster County seed leaf tobaccos—by name, the "Hibshman."

Just like a faint echo, then gathering form and substance, and now with a fully developed unison, the growers who have been quietly testing the merits of Otto Olson's latest cross have come out firmly in the opinion that the "Hibshman" from every view point gives promise of some day becoming the Garden Spot leader.

It was only a few months ago that a very modest but critical reader of *Garden Spot News* advised the writer to "keep your eyes on the Hibshman." Fact of the matter, we had been "keeping our eyes on the Hibshman," and were anxiously waiting for the first practical moment for a reliable expression of the opinion on how the new variety had yielded and cured on the various farms where it was grown the past Summer.

When the "returns were in" the character of them was such as to have justified the waiting, for they verified all earlier hints that the "Hibshman" seedleaf type would set aloft a new standard and probably cause a reconstruction of ideas not only among our Federal experimental friends, but among the progressive tobacco growers of the county.

The "Hibshman" records, of course, are still too "young" to be fully dependable. Even with the curing quality and weight determined in a relative sense, we must still bide our time until we get just as definite information on the burning qualities. Nevertheless, the prospects are most promising, and for the time being "Hibshman stock" is above par.

### A Slaughter-Taylor Cross

The "Hibshman" type is a cross between the Slaughter and Taylor seedleaf types, two of the best producing strains of seedleaf in the county.

Nothing need be said of the Slaughter. It has been bred on the Ephrata experiment farm for years and is a very well-known type that was developed some half century ago by a Mr. Slaughter, of Mountville.

The Taylor strain is virtually as well known as the Slaughter, and was developed by Moses W. Taylor, of New Holland R. 3, than whom there is none with a more enviable reputation as a careful breeder or as a successful grower of the crop, whose every step is taken in accordance with established scientific facts as related to tobacco culture.

The cross, or, rather, several crosses, were made by E. K. Hibshman during 1910 and 1911, from carefully picked parent plants of the Slaughter and Taylor strains, and from 1912 to the present time developed by Experimenter Olson.

In speaking of the "Hibshman," Mr. Olson said "the first four generations of the most promising cross were badly mixed, and the present type took considerable work to establish. Work such as this involves many 'heartbreaking' experiences and cannot be fully understood by the layman."

### A Fully Fixed Type Today

Notwithstanding these troublous experiences in the course of developing the new strain, the "Hibshman," by which name it was christened by Mr. Olson because it was developed on the Hibshman farm, is today a fully fixed type of tobacco, coming true to its characteristics every year, even though it will change slightly in type on different soils, like any other type of seedleaf.

The "Hibshman," as far as the tests have gone, is known to yield from 200 to 300 pounds per acre more than either of its parents, the Slaughter or the Taylor, and it does not sucker as profusely as the former, a welcome fact to anyone who has that task to contend with.

Besides, the "Hibshman" is a week to ten days earlier than other strains of seedleaf; stands dry weather conditions better than either of its parents, "or of twenty other strains of seedleaf I could name," as Mr. Olson says, and, according to all who have so far grown it, is fully as good as the Slaughter.

### Aiming for Still Another Type

Mr. Olson fully typifies the experimental mind when he writes as follows: "While the Slaughter type of seedleaf undoubtedly is fine, being highly endorsed by the Supreme Court of the tobacco growers, the leaf packers, it does not quite realize my ambition, which is to produce a high-yielding strain of seedleaf of superior quality, and suckerless. While I may be aiming at the stars, it is not a wholly impossible dream, and I made a start by developing the 'Hibshman.' The past Summer I crossed the 'Hibshman' with pollen from Mr. Taylor's suckerless tobacco, which he kindly let me have, and the seed from this cross I expect to plant next year. Should the cross come up to expectations, I will have something uncommon to offer the tobacco growers of Lancaster county. It will take years, however."

The "Hibshman," according to Mr. Olson, was the highest yielding seedleaf strain grown at the Ephrata plots last Summer, and seemed to stand the attack of root rot better than any other strain. Speaking of its parents, the Slaughter was the female and the Taylor the male parent.

### President Weaver Pleased

Interviewed as to his experience with the new type, President John F. Weaver, of the Lancaster County Tobacco Growers' Association, said in substance: "I like the 'Hibshman' very much from my first experience with it, although I should prefer to withhold final judgment until a little later in the coming season. As fas as it has gone through the curing, the new strain is showing up finely and should come through in good shape. In the field I observed it to be a faster grower than the Slaughter and develops a somewhat broader leaf. As far as I can see, the 'Hibshman' tobacco has a promising future."

### Samuel V. Givler Enthusiastic

Of the Hibshman strain, Mr. Samuel V. Givler, of West Earl township, has the following to say:

"I felt quite honored last Spring to receive from Mr. Olson a packet of Hibshman seed, and consequently took more than usual care in preparing the seed-beds. In trying any new thing I believe in giving it the advantage of the best of attention. As the tender plants grew I noticed above all a very vigorous and regular development, so that when the time came for transplanting the Hibshman plants were ready a few days sooner than the Slaughter strain, though the seed of both strains was sown the same day. When I transplanted I used three different plots of the Hibshman. As to its growth in the field, I might summarize as follows: It ripened a few days earlier than the Slaughter; it did not develop nearly as many suckers; the leaf is broader and does not show nearly as much field disease; has very few sun-scorched leaves compared with the Slaughter grown in the same field.

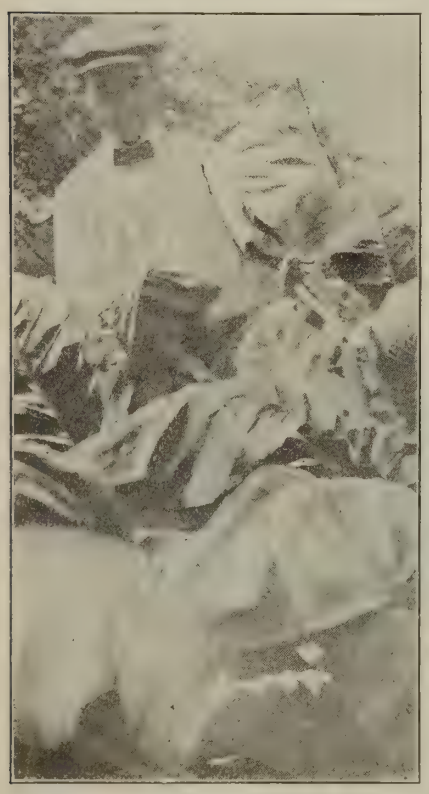
"Since the tobacco has about passed through the curing process, and is ready to strip, it shows a nice chestnut color, and is an open-grained and free burner. It passed through the curing free of shed

(*Continued on page 30*)

MOSES W. TAYLOR

Of Reidenbach's Store, standing in his plot of "Suckerless" Tobacco. Mr. Taylor is a tobacco breeder of high capability, and it was seed from his variety that was crossed with Slaughter to produce the new "Hibshman" strain.

Samuel V. Givler, West Earl, Pa., in His Field of "Hibshman" Tobacco



OTTO OLSON.

The Federal Experimenter standing beside "Hibshman" seed stalks on his experimental plots on the Hibshman farm at Ephrata, Pa.

# Considerable Tobacco Taken Down in Wisconsin

## Damp Weather Put Weed Into "Case" for Handling—Growers Boast of Having an Excellent Product—Urged to Strip and Handle Properly—Cigar Leaf Men Looking for 1920 Holdings—Stemmers Have Had Splendid Chance.

EDGERTON, Wis., Nov. 26.—The most excellent moist which settled upon this state during the latter half of last week put the greater amount of the hanging leaf into "case," as we call the tobacco damp in this state. The lower hangings in the sheds were in fine condition for taking down; the highest tiers not quite as satisfactory in all sections. The weather turned colder Saturday afternoon with quite a sharp drop in temperature the following night; but chances are that more soft weather is in the making.

### Loud in Praise of Quality

Those who have taken down considerable and had a chance to examine the leaf are loud in their praise of the quality. One old grower, who was seen Saturday, said that he had been in the game fifty years, and did not think that he had seen a finer leaf, if ever as good a leaf. This was a grower in the southern section.

### Should Clean Goods Perfectly

The growers have been urged to clean their goods as perfectly as it can be done in the stripping and bundling. All rags, shorts, fillers, windbruised and damaged to be taken out, irrespective of size of leaf, and bundled separately. It is contended that by baling the binder sizes proper, straight and clean the chances of obtaining a good price are better, and the other grades going to the stemmers may also bring better prices than 2 and 3 cents now offered for fillers when contracting under the old system.

### Few Sales Being Made

A little picking away at the new crop in the northern section continues at the price level established a month ago—17 to 20 cents, a few sales a shade above this figure, but only a few hundred acres have been taken so far, and in the southern section no move has been made to date.

### Cigar Leaf Men in Field

In the remnant of the 1920 crop, however, the activity has been more earnest during the past week, and a considerable acreage has been taken from first hands. For a long time only stemmers looked at this tobacco; now the cigar leaf men are in the field. The price has stiffened a little, crops going at 9 cents, and even a notch above in an isolated instance. Most of this tobacco is selling at below cost of production, and it is a pity, as it contains some leaf of a very good sort, leaf that should not have gone to the stemmers. The stemmers have had a marvelous chance this year, and should clean up on it, velvet, both long and broad.

### Some Doubt as to Quality

That the 1921 Wisconsin is a large crop, and a crop of an abundance of large leaf is conceded, but that the percentage of fancy binders will be proportionally large is a question that at least is debatable. The northern section has a large lot of fine leaf, but the crop as a whole is not sound, and the portion of sound leaf of binder size is not going to come up to expectations. In the southern section the earlier harvested tobacco is sound, but not the leafiest, though of good spread; the middle portion is the largest and will contain some very choice lots of binders, while the late hangings may develop a large amount of stemming goods. The buyers will be assisted materially in getting what they want if the growers carry out their purpose of cleaning out fully in stripping. In cases where this is not done, the buying will have to be done with excellent judgment in order to avoid difficulties at time of delivery.

The farmers need money, and they will sell, but they will resent any move to force the price down, due to their need of cash. The buyer who goes into the field with an honest purpose of paying what the leaf is worth, conservatively estimated, will be the one who will survive in the future dealings with the growers of tobacco.—STOKMANN.

## J. W. Blackwell, Jr., and Wife Slain

WINSTON-SALEM, N. C., Nov. 27.—J. W. Blackwell, Jr., who was shot to death Saturday at his home in Gallup, N. M., was a native of Durham, the son of James W. Blackwell, and nephew of the late W. T. Blackwell, founder of Bull Durham smoking tobacco. After filling a position for several years with the First National Bank of Durham, Blackwell went to New York City as representative of the Durham hosiery mills. Later, because of ill health, he moved to New Mexico.

Blackwell's wife, who was shot down and killed beside her husband, was Miss Mona Whitehouse, of Durham. Their marriage took place in New York City in the Little Church Around the Corner.

### Fire Loss, $1,200

OSHKOSH, Wis.—M. H. Goettman, cigar dealer, had fire loss of $1,200.

### Karina Is a Winner

Karina, the private brand of Franklin MacVeagh & Co., wholesale grocers, of Chicago, is going ahead fast, under the energetic promotional work being done in its favor. It is the company's leading seller, which is natural in view of the fact that its quality is such that once an order has been placed in the hands of a retailer and the cigars commence to go out in the pockets of buyers, that particular store is a "Karina Kustomer" for life. Made in Tampa, in seven sizes, with a full Havana filler and a Connecticut shade wrapper, Karina is a sure-fire repeater. Its sponsors stop worrying about a store as soon as it has bought; they know that thereafter bigger and bigger orders will come rolling in. E. F. MacDowel, manager of the cigar department, and a man of much experience in the cigar field, is the one lucky enough to have direct charge of the Karina Kampaign. There is another man who also has to do with Karina in an executive way. Boy, page Jack Rosenberg!

### Buys Cigar Store

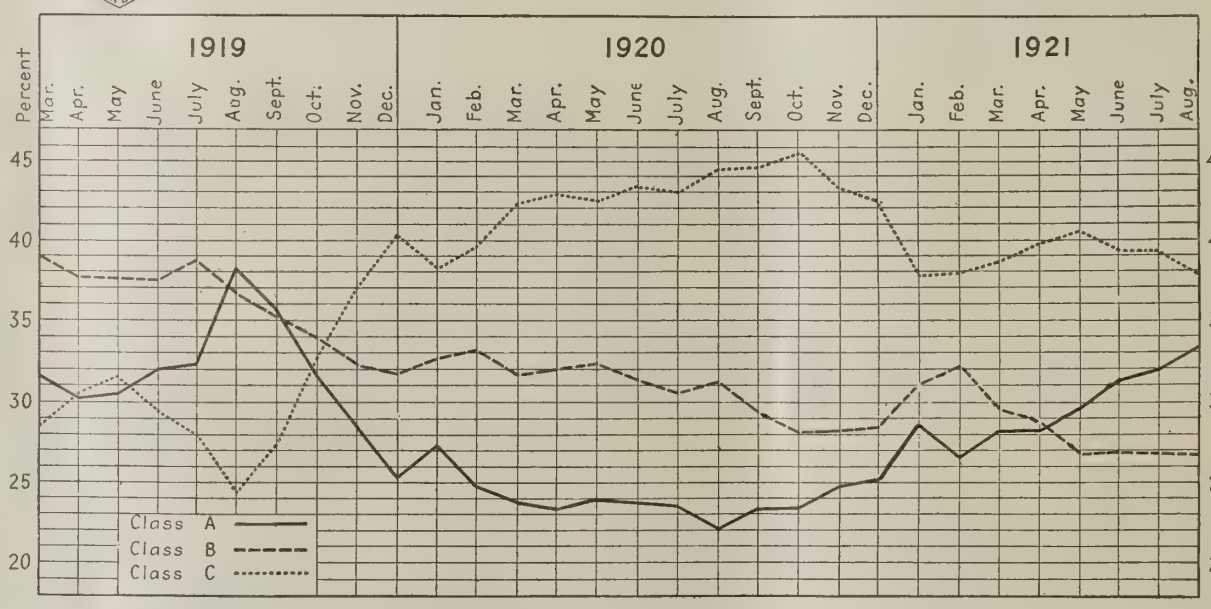
Julius Specter has bought the cigar store at 61 Beekman Street, New York, from Mrs. A. Fine.

## Fluctuation of Cigar Business Shown by Charts

(*Continued from page* 5)

B has been checked 3 months later, followed by what practically amounts to a stop in the rise of A in August.

"Chart No. 1, however, which shows withdrawals for consumption, both in the aggregate and by classes, for fiscal years, may seem to be at variance with the above analysis, for, while the 1920 fiscal year shows the largest volume of business, Class C in the same year shows a smaller percentage than in the 1921 fiscal year. This is explained by the fact that the 1920 fiscal year takes in the last six months of the calendar year 1919 when Class C, as will be seen from Charts 2 and 3, was down, some months to as low as 24 per cent. Both the aggregate volume of business as well as Class C, began to rise only in October, 1919. For the same reason Classes A and B show larger percentages in the 1920 fiscal year than in 1921."




Note: *The chart begins with the month of March, 1919 because the present classification of cigars became effective on February 24, 1919.*

Chart 3

CIGAR CANS

Standard Square Round Corners For 25 Cigars

Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies

Large Round For 50 Cigars

Round Humo-Tray For 25 Cigars

Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES — NATIONAL CAN COMPANY — 50 NATIONAL CAN BUILDING — DETROIT, MICHIGAN — SAMPLES ON REQUEST

# Leaf Tobacco

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# TAYLOR, BATES & CO.

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Branch Office—Liggett Building

**41 East 42nd Street**

*Telephone Murray Hill 5631*

Inquiries solicited regarding the

## American Tobacco Company


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Nov. 28.—With no abatement in the strong investment demand it is but natural that in the past week the course of seasoned dividend payers has been upward while the speculative issues marked time. Figures reached and net changes for the more active of the listed tobaccos are as follows:

| | | |
|---|---|---|
| American Snuff | 105⅞ | — 2⅛ |
| American Sumatra | 32 | + ½ |
| American Tobacco | 129⅞ | + 4⅞ |
| American Tobacco B | 126 | + 3⅞ |
| Consolidated Cigars | 21⅛ | — ⅞ |
| General Cigar | 61½ | + 1½ |
| Liggett & Myers | 155 | + 5 |
| Liggett & Myers B | 152 | + 2 |
| Liggett & Myers pfd | 110 | + 2 |
| P. Lorillard | 150 | + 4 |
| Tobacco Products | 59¾ | — ¼ |
| United Retail Stores | 52⅛ | — ⅜ |

Stocks which a week or so ago after a rapid rise looked as though they were ready for a reaction have gone still further and the old figures look low by comparison. It has often been pointed out that the spread between American Tobacco and the Dividend Scrip which is convertible into the B stock in little over a year was too big; either the scrip had to sell higher in the near future or the stock was bound to come down in order to have the two issues sell nearer together. After the climb in the stock this week the scrip had a slight move but not commensurate with that of the stock. It does not seem as though the stock will sell materially lower so that the only conclusion is that the scrip is very cheap at current quotation.

The announcement that the Tobacco Products Corporation was considering the retiring of the outstanding scrip issues and the issuing of bonds at a more favorable rate of interest, a possibility in view of the present strong bond market, served to push up all series of the scrip and in most cases last week's offering prices are below the present bids.

The insistent offering of American Cigar common forced the stock down to a level where the real bargain hunters made their appearance; this element appeared in such force that the tide has temporarily been stemmed and at the moment it seems that the corner has been turned.

All Reynolds issues continue in good demand; the preferred has reached a level from which it is not likely to recede and from which there is still some room above judging from other tobacco preferred stocks of equal merit; the B stock is somewhat erratic but in the main shows strong absorptive qualities of offerings made.

### Cut in Retail Stores Dividend Improbable

United Retail Stores acted somewhat better Tuesday than it has during the last few weeks. It is said that the directors have practically decided to pay the full dividend of $1.50 quarterly in cash. George J. Whelan, who organized the United Cigar Stores Co., has been spending his time at the company's 18th street office for the last month, and in some quarters the improvement that has taken place in the company's business during the last few weeks is attributed to Mr. Whelan's active management once more of the company's affairs.

### American Tobacco Issues Strong

Former subsidiaries of the old American Tobacco Co were strong features of the list Tuesday with American Tobacco "A" stock making an early high at 132. There is now a spread of nearly five points between the "A" and "B" stocks although both share equally in dividends. The "B" stock, however, is without voting rights.

### Heads Schulte Realty Co.

James C. Bolger, who recently recently resigned as vice-president of United Cigar Stores Co. of America, has become president of the Schulte Realty Co., which is part of the company operating the Schulte Cigar stores chain. Mr. Bolger started with the Schulte group about fifteen years ago but later went to the United Cigar Stores Co., with which he remained until two weeks ago.

### American Can Co.'s Dividend

A quarterly dividend of one and three-quarters per cent has been declared on the preferred stock of the American Can Co., payable January 2, 1922, to stockholders of record at the close of business December 15, 1921. Transfer books will remain open.

### Planters Loose Leaf Dark Tobacco Co., Inc.

FRANKFORT, Ky., Nov. 26.—The Planters Loose Leaf Dark Tobacco Co., of Scottsville, Ky., has been chartered here. Capital stock $30,000. Incorporators, L. W. Johnson, L. Atwood and Hershel Smith.

### Match Industry Improving

AKRON, Ohio, Nov. 28.—Match industry is showing remarkable improvement. Ohio Match Co., one of the largest in the country, at Wadsworth, has found it necessary to add a night shift to its working forces. Further increases in production are expected. During the major part of the year the match industry devoted a large amount of time to manufacture of the penny boxes in which there is comparatively little profit but more recently sales have been made of other kinds, increasing both production and possible profit margin.

### Tobacco Products Export Corporation in China

R. M. Ellis, president of the Tobacco Products Export Corporation, who is now in China actively directing the company's affairs in that country, is decidedly optimistic on the outlook for the concern. He writes a friend in New York City as follows:

"I am sure you will be glad to know that our little factory here made 59,268,390 cigarettes during September. Our sales were in proportion, but I do not know as yet the exact amount as in this country, it takes many days to get reports from agents. However, the business looks mighty good."

### General Tobacco Co., Inc.

FRANKFORT, Ky., Nov. 26.—The General Tobacco Co., of Louisville, has been incorporated with a capital stock of $20,000. Incorporators, John J. Jasper, William H. Hood and George E. Allen.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 104½ | 106½ |
| American Snuff, Pfd | 83 | 95 |
| American Sumatra | 31⅝ | 32 |
| American Sumatra, Pfd | 70 | 75 |
| American Tobacco | 131 | 131½ |
| American Tobacco "B" | 127 | 127½ |
| American Tobacco, Pfd | 97 | 98 |
| Consolidated Cigar | 20½ | 23 |
| Consolidated Cigar, Pfd | 60 | 65 |
| General Cigar | 62 | 62¼ |
| General Cigar, Deb | 93 | 95 |
| General Cigar, Pfd | 95 | 100 |
| Liggett & Myers | 154 | 155 |
| Liggett & Myers "B" | 152 | 155 |
| Liggett & Myers, Pfd | 107 | 109¾ |
| Lorillard, P. | 150 | 151⅝ |
| Lorillard, P., Pfd | 102 | 112 |
| Tobacco Products | 59½ | 60 |
| Tobacco Products, Pfd | 87 | 88 |
| United Cigar, Pfd | 105 | —— |
| United Retail Stores | 52⅞ | 53 |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com | 65 | 72 |
| American Cigar Pfd | 81 | 85 |
| American Mach. & Fdy | 125 | 150 |
| American Tobacco Strip | 110 | 112 |
| Bayuk Bros. Pfd | 80 | 90 |
| British-Amer. Tob. Co | 11½ | 12½ |
| Conley Foil | 13 | 16 |
| Eisenlohr & Bros. Com | 55 | 61 |
| Eisenlohr & Bros., Pfd | 86 | 91 |
| Geo. W. Helme, Com | 156 | 165 |
| Geo. W. Helme, Pfd | 97 | 100 |
| Hav. Tobacco Com | 1 | 1½ |
| Hav. Tobacco Pfd | 1½ | 4 |
| Imperial Tobacco Co | 8½ | 9¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com | 80 | 88 |
| J. S. Young Pfd | 87 | 93 |
| McAndrews & Forbes Com. | 103 | 106 |
| McAndrews & Forbes, Pfd | 83 | 87 |
| Mengel Co. Com | 36 | 40 |
| Philip Morris | 4 | 7 |
| Porto Rican A. T. Co | 65 | 75 |
| Porto Rican A. T. Scrip | 70 | 85 |
| R. J. Reynolds "A" | 70 | 80 |
| R. J. Reynolds "B" | 35 | 37 |
| R. J. Reynolds Pfd | 105 | 107 |
| Schulte Retail Stores | 34 | 37 |
| Tobacco Prod. Export | 4 | 7 |
| Tobacco Prod. 8% Scrip | 95 | 100 |
| Tobacco Prod. 7% Scrip | 94 | 98 |
| United Cigar Stores | 115 | 135 |
| Universal Leaf Com | 130 | 140 |
| Universal Leaf Pfd | 96 | 100 |
| Weyman-Bruton Com | 155 | 165 |
| Weyman-Bruton Pfd | 97 | 100 |


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the *Unlisted* and *Inactive* tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

## Stone, Prosser & Doty

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
**Tel. Hanover 7733**


## Baltimore Market

### Receipts and Sales Almost Equal

BALTIMORE, Md., Nov. 25.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland.—With receipts of 589 hogsheads and sales of 584 hogsheads, our market was quite active for this time of the year.

Prices were well maintained for all grades, while a few fancy hogsheads sold up to 52c.

Ohio.—Nothing.

### Official Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending November 24:

#### Receipts

| | This week | Prev. | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland | 613 | 34,902 | 35,515 | 32,191 | 23,100 |
| Ohio | ... | 264 | 264 | 264 | 2,852 |
| Total | 613 | 35,166 | 35,779 | 32,455 | 25,952 |

Reinspections this week: Maryland, 24; Ohio, to date, 324; Maryland, 3,324.

#### Deliveries

| | Maryland: Coastwise and Domestic | For. | Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 27 | 529 | 556 | 2 | 558 |
| Previously | 5,641 | 24,441 | 30,082 | 1,059 | 31,141 |
| | 5,668 | 24,970 | 30,638 | 1,061 | 31,699 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 17,379 | 4,591 | 21,970 |
| Receipts since | 32,191 | 264 | 32,455 |
| | 49,570 | 4,855 | 54,425 |
| Delivered since | 30,638 | 1,061 | 31,699 |
| Stocks today | 18,932 | 3,794 | 22,726 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 584 | .... | 584 |
| Previously | 31,409 | 2,338 | 33,747 |
| | 31,993 | 2,338 | 34,331 |

Ground leaves to date, 249 hogsheads.

## Tobacco Salesmen's Newly Elected President

ALBERT FREEMAN

Albert Freeman, the recently elected president of the Tobacco Salesmen's Association of America, Inc., has been connected with the firm of Sidney J. Freeman & Sons, manufacturers and cigar manufacturers' agents, 123 Liberty street, New York, since 1915.

Mr. Freeman is very popular among his fellow salesmen and is thoroughly liked and respected throughout the trade generally.

When war was declared in 1917, young Mr. Freeman had the honor and distinction of being the first to go across. Upon his return to the States, after the armistice was signed, he became very much interested in the Tobacco Salesmen's Association, and has been a faithful worker in the organization ever since. As a natural consequence, his tirelss energy and pleasing personality have put him into the association's presidency, a distinction which he richly merits.

Mr. Freeman is 30 years of age, married and is the father of a junior salesman.

## Trade Not Blanketed by Mantle o' Snow in Albany

### Business Houses Are Covering With Tinsel—This Makes Things Seem Brighter, Anyway—Football Ain't Baseball, Dan Ought to Know That—Bill Lakin Takes Christmas Blackstones Right Into the Ghetto.

NEW YORK STATE CAPITOL DISTRICT.
Diamond-Dust-Week, 1921.

"Sure, yuh got it that there dope from this here skirt Clara Voyant, in advance, hey?" derided Sam Ash, fussing over last year's Christmas display material for a big 1921 window for Mr. Holi Day, and, incidentally, Stubb & Ash, Inc., wholesale and retail tobacconists. "How should yuh even know it, then, that this here Xmas trade is goin' to be mebbe fair, let alone fine, as yuh say it, y'unnerstan?"

"Now lissen to me, Sam, I got the low-down on this approachin' festivity," claimed Jim Stubb, putting his neolins another notch higher on the co-operative desk o' the Hot Chair Club, Ltd. "From dealers all over the Capitol District I get the hunch that this season we'll s'prize ourselves, Sam, simply s'prize ourselves, that's all. You know it yourself Sam, we always kick at this time o' year. Then, a little later, we wonder where all the business came from, ain't it so?"

#### Football's One Thing, Baseball's Another!

"Yes, yes, we'll all be surprised, as usual," agreed Dan Mahoney, quietly entering the retail department from the general direction o' Park & Tilford, New York and elsewhere. "Listen to some of these merchants and they'd have you believe there was no prospective holiday trade for this year.

"But the real live jobbers and retailers are preparing for the customary plus business. And just to show you how absolutely wrong a fellow may be about what he thinks he knows, and what he knows he knows, I want to tell you about an experience of mine last week at a Dartmouth football game.

"You know I'm a bug on baseball, but what I really know about football wouldn't cause Brother Spaulding to issue another manual on the subject. Still, I enjoy the game, so I went out to the Dartmouth field with a Mi Favorita puritano locked in my jaw to see things.

"Well, it started off all right. But pretty soon I got to criticising a few plays by a scrappy quarter-back. Got so, I s'pose, I was telling everyone around me how rotten he was, and if I'd a-had a ginger-pop bottle I'd-a tossed it at him, baseball-style.

"Just then a guy in front of me, all molled up with field glasses to analyze the plays n'everything, turned 'round deliberately, and, in excellent technical footballio informed me he was an ole time full-back, and that I was simply a dashed so-an'-so and the, etc., not even competent to smoke a cigar so meritoricus as the famous Favorita!"

(*Continued on page 28*)


# F. M. Lockwood & Co.

*Stock Brokers*

***Members of The New York Stock Exchange***

# INVESTMENTS

in

HIGH GRADE

# STOCKS

AND

# BONDS

***New York Office***

**52 Broadway**

***Southern Office***

**Keyser Building, Baltimore, Md.**

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

PERFECTO GARCIA
& BROS.
Manufacturers of
*World's Finest Havana Cigars*
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

## Tampa Factories Resuming Operations

(*Continued from page 3*)

50,000 and 60,000 cigars a day; but because of the decreased value of the tobacco on hand and the shrinkage in their assets, they were unable to obtain the necessary working capital to go on with the business. And so the directors met and declared their inability to pay their debts and expressed their willingness to be adjudicated a bankrupt.

### Unfilled Orders

"The pitiful thing about the situation is that they have on hand unfilled orders for approximately 1,000,000 clear Havana cigars and the firm is unable to raise the necessary money to pay the manufacturing costs to manufacture the cigars.

"'Pancho' Arango, as he is familiarly called, came to Tampa in 1894 as cigarmaker foreman for William J. Seidenberg & Co. When the Havana-American Co. was formed and purchased the William J. Seidenberg, the Ybor & Manrara and other factories, Mr. Arango was made general manager of the Havana-American Co. in Tampa. And when Mr. Bock, the great manufacturer in Cuba and manager of all the factories of the American Tobacco Co. there, died, Mr. Arango was appointed to succeed him; and for a while he was the general manager of both the Havana-American Co. in Tampa and some 27 factories of the American Tobacco Co. in Cuba. He made a great success of all the factories, accumulated a good deal of money and finally retired, financially independent. He led the life of a retired man for about two years; but was anxious to get into the cigar business again, his purpose being to make a cigar to excel the Corona-Corona, which he had manufactured in Havana.

### Starts Company

"And so he started the Francisco Arango y Ca., the failure of which is due to the causes before mentioned. He is conceded to be, among manufacturers, one of the greatest manufacturers of clear Havana cigars that the world has ever produced. He has built up and has with him one of the most efficient manufacturing organizations of any clear Havana factory that I know of. He is an extraordinarily capable manufacturer, full of courage and a man of unquestioned integrity.

"Their schedule of assets as shown me shows total liabilities in excess of $600,000, and their assets, consisting of accounts receivable and tobacco, something in excess of $400,000. There is very little money due to local creditors, nearly all the money being due to Chicago and New York people for money advanced, as well as money due and owing on domestic tobacco purchased.

### Principal Assets

"The principal asset of the firm, which is not included in the schedule, is, of course, its going value. I have every confidence in the ability of Mr. Arango to work out his situation if the creditors will give him hearty co-operation. It is absolutely necessary, for the protection of their interests, that the concern be kept going. If drastic action by the creditors is taken, and the concern is stopped going, the losses to the creditors will be tremendous. Mr. Arango expressed to me every desire to stay with the situation, confident that he could work it out within the next year and a half, or two years, if the creditors of the company will be patient."

## Internal Revenue Collected in 1921

(*Continued from page 3*)

smoking and chewing tobacco, 23 per cent; cigars, weighing more than 3 pounds per thousand, 20 per cent; and snuff, 2 per cent.

"The following states furnished 82.6 per cent of the total receipts from tobacco manufactures: North Carolina, $79,573,088.76; New York, $45,370,487.64; Pennsylvania, $22,259,795.49; New Jersey, $20,918,732.96; Virginia, $18,580,137.39; Ohio, $14,255,330.32; Missouri, $9,881,370.24; total, $210,838,942.80.

"The number of cigars of each class weighing more than 3 pounds per thousand tax paid during the fiscal year, as indicated by sales of stamps, and the percentages of increase or decrease as compared with the previous year, were as follows: Class A, 1,773,588,083, a decrease of 13 per cent; class B, 2,131,201,227, a decrease of 19 per cent; class C, 3,033,119,216, an increase of 3 per cent; class D, 165,135,953, an increase of 93 per cent; class E, 45,818,759, a decrease of 12 per cent.

"The leading states in the manufacture of tobacco products are as follows, in the order named: In the manufacture of cigars weighing more than 3 pounds per thousand, Pennsylvania, New York, Ohio, New Jersey, Virginia, and Michigan; in the manufacture of cigars weighing not more than 3 pounds per thousand, Maryland, Pennsylvania, West Virginia, New Jersey, and New York; in the manufacture of cigarettes weighing not more than 3 pounds per thousand, North Carolina, New York, Virginia, New Jersey, and Pennsylvania; in the manufacture of cigarettes weighing more than 3 pounds per thousand, New York, which accounts for 85 per cent of the total manufactured; in the manufacture of plug tobacco, Missouri and North Carolina; twist, Missouri, Kentucky, and Tennessee; fine cut, Illinois and New Jersey; smoking tobacco, North Carolina, Ohio, New Jersey, Kentucky, and Illinois; snuff, Tennessee, Illinois, and New Jersey.

"There was a small decrease in the number of manufacturers of tobacco, snuff, cigars and cigarettes, and an increase in the number of dealers in leaf tobacco.

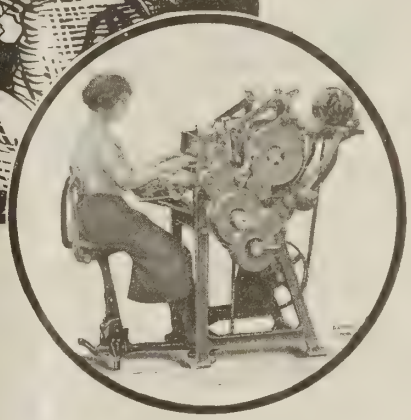
"There were handled in the Tobacco Division during the fiscal year 426 reports of violations of laws governing the handling of leaf tobacco and the manufacture and sale of tobacco products. Offers in compromise, totaling $7,335.45, were tendered in 325 of these cases.

"The tax collected on cigarette papers and tubes represents a decrease of 23.2 per cent from the previous year. The total receipts from the source amounted to $1,184,186.21, paid on 54,600,618 packages of paper, and tubes imported from foreign countries and 152,085,834 packages of paper and tubes of domestic manufacture."

GARCIA GRANDE
Mild Havana Cigar
STANDARD MAINTAINED ALWAYS
Jobbers feature the
*GARCIA GRANDE*
for
*Reason No. 1.* They can always rely upon its uniform quality.
*Reason No. 2.* The smoker, the final judge, always comes back for more.
J. KLORFEIN, Manufacturer
476-478 Broome St. NEW YORK 62 Wooster St.

# UNIVERSAL HISTORY OF TOBACCO

*One of the first sights which greeted Columbus, upon landing on the shore of the New World, was the natives smoking tobacco. He and his followers tried the soothing weed and found great solace therein.*



ANOTHER New World discovery, which has a decided influence upon the tobacco business, is the fact that filler stems may be converted into filler tobacco with the Model F, Universal Tobacco Stem Crushing and Booking Machine.

## Increase Your Filler Tobacco Yield from 15% to 25%

In hand stripping 100 pounds of filler tobacco, from 15 to 25 pounds is lost in stems and "scrap." This waste costs you just as much per pound as the rest of the tobacco which you actually convert into cigars. Why should you waste it?

The Model F Universal Tobacco Stem Crushing and Booking Machine crushes (not corrugates) the stem to the same thinness as the leaf, removing the gum moisture, and delivers the entire leaf (stem included) ready to be "worked."

Cigars made with Model F stem-crushed tobacco smoke perfectly. In taste and aroma, these cigars are just the same as those made of "stripped" tobacco.

Cigar manufacturers are now turning their filler stem waste into cigar profits with the Model F Universal Machine. This saving affords them from 15% to 25% margin on their filler tobacco.

*Full Information on Request. Write Now.*

## UNIVERSAL TOBACCO MACHINE CO.

116 West 32nd Street, New York, U. S. A.

Factory: Newark, N. J., U. S. A.

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, Ltd.
108 St. Nicholas Building, Montreal, Canada

Patented

The Model C3 Wrapper Register

*The Model C 3 Universal Cigar Wrapper Register counts and registers one, two and three-cut wrappers in pads of fifty cuts.*

ESTABLISHED 1875 INCORPORATED 1905

**PEMBERTON & PENN, Inc.**

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

**Dibrell Brothers, Inc.**

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President | T. W. WEBB, Secretary | Z. V. GWYNN, Vice Pres. and Treas.

**Cobb-Gwynn Tobacco Company, Inc.**

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead W. P. Anderson S. H. Anderson

**Whitehead & Anderson**

**LEAF TOBACCOS**

Commission Merchants & Exporters

*Our Tobaccos Always Open Up To Sample*

WILSON, N. C., U. S. A.

*The largest bright leaf tobacco market in the world*

Cable Address "Dorothy" Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

**HEYWOOD, STRASSER & VOIGT LITHO. CO.**

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada

Western Representatives

PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

## Lynchburg Market Report

LYNCHBURG, Va., Nov. 25.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week | 800,000 |
| Sold to Nov. 25, 1921 | 2,755,700 |
| Sold to Nov. 26, 1920 | 712,100 |
| Increase for 1921 | 2,045,600 |

There were no sales on Thanksgiving Day, so taking that into consideration, receipts were somewhat larger than was expected.

All grades of tobacco were in splendid demand, particularly good grades, and prices were high, giving fine satisfaction.

Fat dark red tobacco, both lugs and leaf, are wanted and they are selling right along at high figures.

Wrappers are sought after, top lots going as high as $87.

Quotations

| | |
|---|---|
| Lugs, inferior and trashy | $6.00 to $8.00 |
| Lugs, common | 8.00 to 12.00 |
| Lugs, good | 10.00 to 18.00 |
| Leaf, short | 18.00 to 35.00 |
| Leaf, good | 35.00 to 50.00 |
| Leaf, wrappers | 45.00 to 87.00 |

At a meeting of the Tobacco Association today it was decided to suspend sales for the Christmas holidays after Dec. 20 to Jan. 3, 1922.

## Danville Market Report

DANVILLE, Va., Nov. 29.—Tobacco sales were resumed here on Monday following the Thanksgiving suspension. Triple sales are being carried on, and there seems small chance at present that the additional sale asked for by one branch of the trade will be put on.

The sales last week during the three days during which the market was in operation amounted to 1,760,015 pounds at an average of $21.98, the amount paid out being $386,861.71. The continued decrease in the market's average is ascribed to the increase in poor grade tobacco. There is still an active demand for the higher grades which are bringing good prices.—TETLEY.

## Good Sales at South Boston

SOUTH BOSTON, Va., Nov. 26.—The sales of bright leaf tobacco on this market for this week amounted to about 250,000 pounds, with two days of closed warehouses because of the Thanksgiving holiday. There was a very large proportion of low grades and nondescripts in the offerings, which, of course, reduced the average greatly, it being about $21.50 per hundred. All fine tobaccos are high and still moving upward.

## Blackstone Satisfied

BLACKSTONE, Va., Nov. 26.—The Blackstone tobacco market was closed for Thanksgiving and Friday, only selling two days. Market sold this week 238,025 pounds, which averaged $16.55. Total sales to date 665,065 pounds; averaged, $16.09. Prices on all good tobaccos very active. A great many farmers are averaging from $25 to $41, and while the crop is short in weight, a good quality of tobacco is showing up.

## Richmond Has Largest Week of Season

RICHMOND, Va., Nov. 26.—With only three days' sales this week the totals were largest of any week this season; and, as the sales develop, the character of the crop becomes more evident, showing a good proportion of fine fillers and good-bodied wrappers, with prices very reasonable for quality of leaf.

It is now pretty well assured that one-half of the sun-cured crop has been pooled. This being the case, the crop to be sold on the warehouse floor will be out of hands of the farmers by Christmas, if seasons are favorable, as there remains only about 2,000,000 pounds of tobacco to be sold outside of the pool.

Total sales for week were 242,435 pounds at $18.13 average, $43,949.—R. C. MORTON & Co.

## Farmville Active

FARMVILLE, Va., Nov. 26.—The tobacco market continues active and the prices being paid for the long dark stemming tobaccos are very satisfactory to the growers. The sales this week, with holiday intervening, amounted to 150,000 pounds, which brought an average of about $18 per 100. The high figure this week was $80 per 100 for a small pile of fancy black wrappers.

## Henderson Season Average $26.65

HENDERSON, N. C., Nov. 26.—Although only three sales were held on the Henderson tobacco market this week, there was a sufficient activity to place the season's total for this market well beyond the 5,000,000 pound mark for the season. The week's average price also was heartening, in that it showed something of an increase, though small, over last week's figure.

For the season to date, the Henderson market has sold a total of 5,325,542 pounds, for which the buyers paid $1,419,722.21, and with an average of $26.65. This average is more than a cent above last week's figure, when the market sold 456,743 pounds for $116,331.72, at an average of $25.46. Only three sales days were held, Thursday and Friday being declared holidays on account of Thanksgiving.

About 65 per cent of the Vance county crop has been sold, in the opinion of the leading tobacco men here, with 8,000,0000 pounds estimated as the probable outside figure that will be reached here. The growth in this county alone will certainly not exceed that amount, and if the market sells in excess of 8,000,000 pounds the rest of it will have to come from outside of Vance. There has been much tobacco to come in from outside already.

Another blocked sale was experienced last Monday, with the break close to 350,000 pounds, and the remainder of the crop is expected to be disposed of rapidly, most of it probably being sold out by the suspension of sales for the Christmas holidays.

## Seeking Public Approval

HENDERSON, N. C., Nov. 28.—The example of Granville county in its endorsement of the co-operative marketing plan is held up as an appeal to Vance county in a half page advertisement appearing in a local daily newspaper today. The advertisement includes words of approval from the three banks of Oxford, the county seat, and similar testimonials from the owners of the tobacco warehouses.

This is not propaganda to put this county on the winning side of the 50 per cent margin, for it is already over that mark. It is aimed principally, it is understood, at the business element of the city that has not yet given its thorough and hearty approval.

There is no active element here that is actively opposing the new marketing organization, for it is now too evident that the thing is to be a success, although there are numerous people who are loath to see the old warehouse auctioneering system passing.

## Prices Firm at Oxford

OXFORD, N. C., Nov. 26.—Total sales for the week, 532,925 pounds; average price per 100 pounds, $25.71. Sold to date of 1921 crop, 4,301,854 pounds; average price per 100 pounds, $25.69. Sold to the same time last year, 6,621,514 pounds; average price per 100 pounds, $25.12.

The market has been in a block for the last three weeks and prices have held firm on all medium and good grades. Our crop in the past three weeks has shown a full average in quality, and the quantity of medium and good tobacco has been somewhat surprising, even to the oldest tobacconists, considering the looks of conditions from the middle of August to the middle of September.—S. E. W.

## Wilson Average Declines

WILSON, N. C., Nov. 26.—Sales of leaf tobacco this week, 2,665,364 pounds, which brought $769,617.62, average $28.87. This was a falling off from the average of last week of $1.29 per 100. The total of sales to date for the season is 29,880,564 pounds, which brought $8,716,639.28, average $29.17 per 100 pounds.

## Winston-Salem Sales

WINSTON-SALEM, N. C., Nov. 23.—Total sales for the week, 1,278,186 pounds; average price per 100 pounds, $21.63. Sold to date of, 1921 crop, 14,993,872 pounds; average price per 100 pounds, $28.94. Only three days' sale this week on account of Thanksgiving.—WINSTON LEAF TOBACCO & STORAGE CO.

## Durham Average, $29.86

DURHAM, N. C., Nov. 28.—Total sales for the week, 508,390 pounds; average price per 100 pounds, $29.86. Sold to date of 1921 crop, 4,240,888 pounds; average price per 100 pounds, $27.71. Sold to same time last year, 6,555,332 pounds; average price per 100 pounds, $27.73.—W. P. HENRY CO.

## New Bern Average, $20.55

NEW BERN, N. C., Nov. 26.—Total sales for the week, 84,396 pounds; average price per 100 pounds, $20.55. Sold to date of 1921 crop, 2,249,358 pounds; average price per 100 pounds, $21.15. Sold to same time last year, 3,200,016 pounds; average price per 100 pounds, $18.08. Market closed for Thanksgiving.

## Co-operative Marketing Effective in 1922

DANVILLE, Va., Nov. 29.—Notice has been served on the local tobacco trade and business interests that the Virginia Tobacco Growers' Association will put into operation next season its co-operative marketing plan which has been in course of preparation for the past year and with more than sixty per cent of the Virginia growers signatories to the five year pooling agreement.

The decision was made at a conference arranged between officials of the growers' association, representatives of the Virginia Bankers' Association which has endorsed the plan and local bankers, business men and men of the tobacco trade, particularly the local warehousemen who listened to an explanation of the plan which, if made effective, will drive them out of business.

The plan to be carried out is similar to the California Fruit Growers' organization and the Burley Growers' Association. It will mean the complete revolutionizing of the present and time honored method of auctioning tobacco and will put it on an entirely new basis. Just as the picturesque tobacco wagon with its high canvas top and four mule team has given way to the motor truck so will the warehouse bells be silenced and the monotone of the auctioneer talking a language known only to experienced buyers, be stopped next season.

The conference was the first step taken by the Virginia Growers' Association to acquaint the community with the decision to improve marketing tobacco. A good many people in the tobacco business have expressed the view that while certain changes were good the co-operative marketing organization was too unwieldly to become effective and that it would be altogether too large an undertaking.

There is a disposition here now to realize that the growers "mean business" and that the new method will be at least essayed next season. Among the speakers of the evening were, Professor J. R. Hutcheson, head of the Extension Division of Virginia Polytechnic Institute; H. A. Williams, of Chase City, president of the Virginia Bankers' Association; M. O. Wilson, general organizer for the Virginia Growers' Association, and R. I. Burke, of Appomatox, chairman of the committee on farming of the State Bankers' organization. Several local business men, leaders in the community expressed themselves sympathetic with any large movement which would improve or benefit the lot of the farmer. The burden of the addresses was that the time had come for the farmer to have a voice in the marketing of his product. It was set forth that he is the only class of person who has no voice in the price of his product and the co-operative plan was held out as a remedy for price fluctuation as well as a binding link between the producer of tobacco and the buyer with the elimination of the middleman. The local warehousemen were told that there would be plenty of room for them in the new order of things and that it would not drive them out of business. Experienced tobacco men will be needed at remunerative salaries in the grading of tobacco and they will be used also for the

(Continued on page 34)


Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

**THORPE & RICKS**

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. RESISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

**GEO. A. LEA & CO.** Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

Cable "Tyack" Codes { Western Union / Arnolds No. 5

**T. D. TYACK TOBACCO CO.**

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco
Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.
Winston-Salem, North Carolina, U. S. A.

E. B. Ficklen, President Cable "FICKLEN" E. B. Ferguson, Sec. and Treas.

**E. B. FICKLEN TOBACCO CO., Inc.**

Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
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# Louisville Tobacco Market Reports

## New Burley Shows Advance

LOUISVILLE, Nov. 26.—New burley tobacco sold on the local market this week totaled 66 hogsheads at an average of $19.27 a hundred, this comparing with an average of $18.52 for the 110 hogsheads of this weed which have been sold here thus far. Prices ranged from $3 to $40 a hundred.

Evidence that sellers were better satisfied with prices bid than in some time was shown by the comparatively few rejections. These were but 16 per cent of auction sales, compared with 29 per cent the same week last year.

The week's sales totaled 1,180 hogsheads, including 1,143 burley and 37 dark. The same week last year only 548 hogsheads were sold, in that of 1919 there were 1,874 sold and in that of 1918 there were 438 sold.

Receipts totaled 1,031 during the week.

The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

### Tobacco Sales for the Week and Year Year to November 25

| Warehouses | Week: Auction sales | Week: Private sales | Total for week | Year Jan. 1 to date |
|---|---|---|---|---|
| Turner | 74 | .... | 74 | 5,768 |
| Kentucky | 230 | 8 | 238 | 15,150 |
| Main Street | 192 | .... | 192 | 10,210 |
| Planters-Farmers | 211 | 33 | 244 | 14,555 |
| Tenth Street | 218 | .... | 218 | 9,680 |
| Louisville | 214 | .... | 214 | 9,982 |
| | 1,139 | 41 | 1,180 | 65,345 |
| Year 1920 | .... | .... | 548 | 51,616 |
| Year 1919 | .... | .... | 1,874 | 64,167 |
| Year 1918 | .... | .... | 438 | 54,263 |

### Classifications of this Week's Sales

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 4 | 1,073 | 66 | 1,143 |
| Dark | 4 | 33 | .... | 37 |
| | 8 | 1,106 | 66 | 1,180 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 7,423 | 53,341 | 110 | 60,874 |
| Dark | 3,074 | 1,394 | 3 | 4,471 |
| | 10,497 | 54,735 | 113 | 65,345 |

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 48,159 | 56,532 | 48,134 |
| Dark | 3,457 | 7,635 | 6,129 |
| | 51,616 | 64,167 | 54,263 |

### Comparisons with Previous Years

| Sales: | 1921 | 1920 | 1919 |
|---|---|---|---|
| Total sales of new crop to date | 55,740 | 46,206 | 62,676 |
| Sales of new crop to date. Original inspection | 45,268 | 37,878 | 54,752 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley | 175 | .... | .... |
| Dark | 4 | .... | .... |
| Total | 179 | 147 | 212 |
| Percentage of rejections to auction sales: | | | |
| Burley | 16 | .... | .... |
| Dark | 11 | .... | .... |
| Total | 16 | 29 | 18 |
| Rejections Jan. 1 to date: | | | |
| Burley | 13,781 | .... | .... |
| Dark | 511 | .... | .... |
| Total | 14,292 | 12,892 | 9,615 |
| Receipts— | | | |
| Receipts this week | 1,031 | 535 | 1,525 |
| Receipts, Jan. 1 to date | 52,198 | 40,197 | 56,096 |

### Official Quotations at Louisville, Nov. 25, 1921

| | Old Burley: Dark Red. | Bright Red. | Colory. | Manufacturing. |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | to 6 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 7 to 8 | 8 to 10 | 4 to 5 |
| Common lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 18 to 22 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 10 to 12 | 17 to 20 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 20 to 24 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 25 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 55 | 22 to 25 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, *Secretary*.

## High Average at Henderson, Kentucky

HENDERSON, Ky., Nov. 26.—The highest average in two years was made on the tobacco market yesterday when 235,365 pounds was sold at $18.22 a 100 pounds.

Bright leaf sold up to 46 cents a pound. The surprise of the sale was the high prices for trash, ranging from 2 to 18 cents. Lugs sold from 17 to 32 cents. It was the second sale of the season. In the two sales a total of 511,820 pounds has been sold at $17.90 average, the highest average of dark tobacco sales held in Kentucky this year. Last year the average was $7.32 for the first sale. There has been no rejection so far.

## Paducah Market Again Is Quiet

PADUCAH, Ky., Nov. 25.—The market for hogshead tobacco has been quiet during the past week, with only a small volume of business, which was made up of common to medium leaf and lugs at prices that have prevailed for the past several weeks.

The weather continues favorable for handling the new crop. We have had a continuous stripping season for 10 days, and we estimate that half of the crop has been stripped and a great part of it gotten ready for market. Just when the buyers will become active in the country and on the floors, we can't tell, but we look for a good deal of activity in the market early in December.

During the past week a number of fine crops have sold in Calloway county at prices ranging from 25 to 30 cents for leaf, and 3 to 5 cents for lugs. Buying so far is confined to speculators, who are buying the choicest crops, and I don't think that more than 100,000 pounds has been sold up to this time. No doubt tobacco of extra quality will command a good price throughout the season, but just what the demands will be remains to be seen.

The loose floors and wagon markets will open next week, then we can tell better about what prices will be with the tobacco dealers.—W. B. KENNEDY.

## Owensboro Market Report

OWENSBORO, Ky., Nov. 26.—The Kentucky & Virginia Leaf Tobacco Co., Inc., makes report for the week as follows:

The loose leaf floors opened here last Monday for sale of the new Green River crop with large offerings. The average price for the week shows an advance of $9.67 per 100 pounds above the opening week last year.

The crop is far ahead of last year in quality, running generally from brown to red color with extra good body. Clear red to bright color will be scarce judging from the week's offerings, and per-


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centage of trash is smaller than for several years.

The burley crop is estimated not more than 40 per cent of last year in this section. No burley or one sucker leaf of consequence was offered this week, hence market on these grades not sufficiently established to quote prices.

**Sales of Pryor Tobacco**

| | Pounds | Average |
|---|---|---|
| This week | 1,675,315 | $16.40 |
| First week, 1920 | 647,650 | 6.73 |
| First week, 1919 | 2,791,455 | 20.05 |
| First week, 1918 | 1,139,990 | 13.66 |
| First week, 1917 | 2,773,950 | 16.71 |

**Quotations**

GREEN RIVER

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Dark | 7c to 25c | 5c to 18c | 2c to 6c |
| Brown | 9c to 35c | 7c to 20c | 3c to 10c |
| Red | 15c to 55c | 8c to 25c | 3c to 12c |

## Cincinnati Market Strong

CINCINNATI, Nov. 26.—The Cincinnati burley tobacco hogshead market yesterday developed considerable strength on all grades of old crop stocks and 2 hogsheads of new 1921 crop tobacco brought the remarkably high average of $43.75 per 100 lbs.

Compared with last week's quotation prices paid for old burley of every grade yesterday made a sharp advance. In some instances this advance amounted to as much as 3c per lb., while practically all grades were up from ½c to 1½ per lb.

Offerings embraced a liberal assortment of tobacco, running largely, however, to the medium and good grades of bright red leaf and colory stock. Fancy tobacco of the wrapper variety was in strong request, the market being topped for the day at $49 per 100 lbs. Nondescripts were firm around the $4 mark.

Warehousemen stated after the sale that a good manufacturing demand was apparent, and competition was unsually brisk throughout the auction. Recent inquiries, it is said, lead to the conclusion that burley tobacco will continue steady at prices considerably higher than those which prevailed last year.

## Warehouses Await Action of Burley Association

LEXINGTON, Ky., Nov. 26.—Kentucky tobacco warehouses in the burley district will close until the co-operative association is fully formed and ready to take over the houses.

This was decided here by an overwhelming vote in the meeting of the warehousemen called to confer with a committee from the association. Out of 111 warehouses represented, 108 agreed not to open their doors to receive burley tobacco until the association was formed and the three others agreed not to open until December 15.

After considerable discussion as to the basis on which the warehouses would be taken over by the association, a committee was appointed and it recommended in its report that no definite immediate action be taken on this but that it be left to the warehousemen and a committee from the association working in co-operation.

Ralph M. Barker, Carrollton, was chairman of the warehousing committee of the association.

## Burley Directors' Election

LEXINGTON, Ky., Nov. 27.—Nominations were made in many of the counties of the burley district yesterday of tobacco growers as candidates for delegates to the district conventions which will select the directors of the Burley Tobacco Growers' Cooperative Association. The distributing and elections committees set December 12 as the day for the primaries at which these delegates will be elected.

The elections will be held in all the counties at the same time, under the direction of elections committee composed of three members chosen by the county organization and two chosen by the organization committee. The polls will be open from 7 o'clock in the morning until 4 o'clock in the afternoon and the growers may vote in person or by mailing their ballots to the election committee in each county, both methods of voting being provided for in the contract.

Voters who mail their ballots, however, must mail them to the elections committee in their county so as to reach the committee by the time the polls close on election day, December 12. Otherwise they can not be counted.

The elections committee in each county will certify the vote for each candidate to the organization committee.

## Offer to Loan $1,500,000 to Burley Pool

LOUISVILLE, Ky., Nov. 26.—Louisville bankers have agreed to lend $1,500,000 to the Burley Tobacco Co-operative Marketing Association for advance payments to growers delivering tobacco to the association this year.

Every commercial banking institution in the city participated in the agreement, which was reached in a conference between the bankers and the Financial Committee of the association at the Pendennis Club.

The sum represented by the loan agreed on is the largest amount which legally can be lent by the institutions of Louisville.

This practically insures that every financial difficulty of the association is wiped out, members of the committee said, and that all money that is needed to finance advance payments to growers will be forthcoming as it is required.

**Participants in Conference**

Those participating in the conference and giving the support of their institutions were:

John M. Monohan, Kentucky Title Savings Bank & Trust Company; John Stites, Louisville Trust Company; Richard Bean, Louisville National Banking Company; Embry L. Swearingen, First National Bank; V. J. Bulleit, Lincoln Savings Bank & Trust Company; J. E. Huhn, A. P. Winkler and Frank H. Merhoff, Liberty Insurance Bank; John R. Downing and W. R. Cobb. Citizens-Union National Bank; Earl S. Gwin, Louisville Clearing House Association; Robert D. Kincheloe, Federal Reserve Bank; Oscar Fenley, former president of the National Bank of Kentucky; John Akers and Henry D. Ormsby, National Bank of Kentucky; G. H. Stickoff, Security Bank.

**Members of Committee**

Sitting with these men were the following members of the Financial Committee of the co-operative association:

Charles W. Manning, president of the Security Trust Company, Lexington; Edward Bassett, president of the Fayette National Bank, Lexington; James McClure, banker, Paris; James N. Kehoe, banker, Maysville; W. C. Montgomery, banker, Elizabethtown, and James C. Wilson, broker.

**Buys Cigar and Pool Business**

CLEAR LAKE, S. D.—Griffin Bros., cigars and pool, have disposed of the business; C. Gandahl is the new proprietor.

**Bought Out Business**

WATERTOWN, S. D.—Otto Jordan has bought the cigar and pool business heretofore operated by Spoiring & Jordan.


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# Connecticut Growers Busy Stripping Tobacco

## Crop is Practically All Down and in the Bundle—Some Already Well Along With Assorting—Color of Weed is Good—Weight Per Acre Much Greater Than in 1920—Some "Quiet" Buying Reported—Insurance Hearing Postponed.

HARTFORD, Nov. 27.—The past week has been a very busy one with the growers stripping off their tobacco, which was taken down the last of last week. Large forces of extra help were employed and the work continued from daylight until dark every day, including Thanksgiving Day. The crop now is practically all down and in the bundle and assorting will start off with many this week.

Some growers have already gotten well along with their assorting and report that the broadleaf is assorting out very satisfactorily, with more light wrappers and a very much smaller percentage of low grades than in previous crops, and that the weight shows considerably more from the same acreage this year than it did last year by around 600 pounds—or, in other words, where 1,000 pounds was last year's weight, 1,600 is this year's average. The crop is free from pole sweat and other damage and is much lighter color than ordinary, and from all points it is the most satisfactory crop that has been grown in the Valley for a good many years.

There has not been any concerted movement on the part of the buyers to buy the crop as yet, but there are rumors that some buying is being done on the quiet.

Some of the warehouses are now opened, and receiving Havana seed, and the work of assorting shade is going along rapidly.

### News from Bay State

A report comes from Northampton, Mass., that the buying movement started off with a rush on the 25th, and that there were five of the largest companies in the country buying from the growers, and it was thought that at the rate the buying started off that fully one-half of the 1921 would have changed hands within the first three days. The prices named are from 25 to 31 cents per pound, which are much lower than the growers expected to receive.

There are also rumors that some buying has been started on broadleaf in Windsor, Conn., at 38 cents per pound in the bundle.

### Census Figures

The census which was published last week is the most complete one ever made in the Connecticut Valley of the tobacco crop and it shows that Hartford county grows 85 per cent of the tobacco crop grown in the Valley. Suffield, Conn., shows the largest acreage, having 4,136 acres to her credit, while South Windsor comes second, growing 3,745 acres, and East Windsor has 3,064 acres and East Hartford 2,815 acres.

### East Hartford as Tobacco Center

While East Hartford is not the largest growing town, yet outside of Hartford there is without a doubt more tobacco packed and sweated than in any other town, as it is the headquarters for several large tobacco packing companies, among them being the American Sumatra Tobacco Co., which operates three large warehouses; E. Rosenwald & Bro., who have three large warehouses; L. Gerschel, Inc.; Liemdorfer & Dale; Brewer Bros.; C. F. Schoverling; Hunting Bros., and Nussbaum & Newfield are among those who have packing warehouses also in East Hartford.

### Many Workers Employed

During the packing season a small army of workers find employment at the different warehouses and all are equipped with the most modern appliances for the handling of the different types of tobacco.

The different warehouses in East Hartford, provided with up-to-date equipment, are three operated by the American Sumatra Tobacco Co.; three owned and operated by E. Rosenwald & Bro.; one owned by Mr. Halpin of New Milford, Conn., and is leased in part to Liemdorfer & Dale; one owned by the Osterwise Estate, and leased to Huntting Bros.; one owned and operated by J. Greenberg & Son; one operated by Gerschel; another owned and operated by F. H. Ensign, who is local agent for Bluestein & Adler; another owned and operated by Brewer Bros., for their primed Havana plantation; one owned and operated by W. K. Ackley, who has been packing for Nussbaum, Newfield & Co.; C. F. Schoverling operates another, and C. W. Porter operates his warehouse and does a lot of work for L. B. Haas & Co. Another warehouse owned by I. Kaffenburgh & Co., and several smaller ones, so it makes East Hartford an important tobacco center, and millions of dollars' worth of tobacco is handled in the town annually.

### Organizing New Firm

Henry J. Huntting and William L. Huntting, large tobacco growers and packers in East Hartford, and Robert L. Henry, recently with the American Sumatra Tobacco Co., are organizing a new firm to handle all kinds of Connecticut tobacco, especially shade grown. Mr. Henry was formerly with P. Lorillard Co.

David Nussbaum, of Nussbaum, Newfield & Co., is expected to be in this section this week looking after the interests of the company.

### Insurance Hearing Put Off

A large delegation of tobacco growers went to New York last Monday to attend the hearing before the New York Insurance Department on the claims against the Globe & Rutgers Insurance Co. for unpaid claims for storm losses on Connecticut Valley tobacco during the growing season of 1921. The claims amount to $380,000 and the losses had been adjusted and proofs of losses filed promptly, but according to the assured the company has withheld payments.

Among the growers who attended the hearing were F. H. Whipple, E. A. Hatheway, Col. A. N. Shepard and L. Wetstone. The hearing was adjourned until Dec. 2.—X. Y. Z.

C. F. BRUCKER, of 499 Main St., Glastonbury, Conn., wishes to announce that he has a fully equipped tobacco warehouse, with two sweat rooms connected. Can store 1,000 cases. Manufacturers or buyers looking for same please write for particulars.

## Tobacco Monopoly in Italy

WASHINGTON, D. C., Nov. 26.—The Department of Commerce is in receipt of a report from the American Consul General at Genoa in connection with the increased return from the tobacco monopoly in Italy. The Consul says:

"The official figures for the returns from the tobacco monopoly for the month of September last and for the first three months of the present financial year, show a large increase as compared with the corresponding periods of 1920.

"The returns for last September amounted to 224 million and a half of lire, with an increase as compared with September, 1920, of 40 million, 200 thousand lire. In the first ten days of the month the returns were 79 million, with an increase of 15 million 800 thousand lire. In the second ten days they were 63 million and a third, with an increase of 10 million and a half, and in the third 81 million, 800 thousand, with an increase of 13 million, 900 thousand lire.

"The total returns for the first three months of the current financial year for the tobacco monopoly were 659 million, 900 thousand lire, against about 545 million 900 thousand lire for the corresponding period of 1920, with an increase of 114 million lire."

### Sells Cigar and Pool Hall

DEXTER, Minn.—H. F. Hansen has sold his cigar and pool hall here to L. F. Buahn.

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# Chicago is "Doing it Early" and Crowding Stores

## Holiday Shopping Six Weeks Ahead of Event—Streets and Shops Filled with Early Buyers—Snow Served as Reminder of Approaching Yuletide—The Clown Brand is Doing Some Unusual Stunts—Cigar Trade is Showing Much Life and Activity.

CHICAGO, Nov. 26.—They are doing theirs earlier this year. Christmas shoppers today, six weeks ahead of time, are congesting loop stores, and the streets are more crowded with holiday buyers than at this season on any previous year in the memory of the oldest Chicago merchant. "The snow reminded them of Christmas for one thing, and for another they are beginning to realize the practical value of doing their shopping early," said one State street store proprietor. "Do your Christmas shopping early," for many years the most unheeded of slogans, has found attention at last. The society for the prevention of useless giving also has produced results, in that this year's purchases are of more practical character than in the past. No frippery, little bric-a-brac, but articles of solid value are being bought for gifts, the salesmen say. Marshall, Field & Co. say that they are doing a larger business than last year. Mandel Bros. said the early Christmas shopping is on and their store is filled each day. The Fair is rushed and has been forced to put on additional clerks. The Boston Store states that business is showing an unusual volume for this time of the year. With these large merchants already reporting business going ahead at top speed, the outlook for the retail cigar dealer is indeed very bright, and he has prepared to take care of any rush that may come. The labor situation has likewise improved locally and "all in all" it looks very rosy for a final clean-up.

### Robber Acts as Clerk

Two men entered the United Cigar Store, 921 West Madison street, and after one held the clerk prisoner in a rear room for ten minutes the other waited on customers, robbed the cash register and safe.

Samuel Olster, president of Ruyera-Lopez Co., Philadelphia, spent several days here calling on his Chicago customers.

Don Frame of Stephano Co. is up in St. Paul and Minneapolis at present, placing the Rameses Christmas boxes of 100 and 200.

### Making Good Showing

Sidney F. Friedlander, formerly with Wm. J. Seidenberg & Co., is now with Grommes & Elson, and is working part of the north side trade. Sidney is featuring Cuesta-Rey, La Resta, Cortez and Robert Bacon, and is turning in many new accounts.

Ernest Hubbell will locate here for Park & Tilford of New York and will feature their entire line of cigars, groceries and candies.

### A Seven Strike

"Just shot a seven," said popular Clarke Cutler of the Nathan Elson Cigar Co. While in Davenport, Iowa, recently, he sold seven sizes of Ben Bey cigars to Hickey Bros., who are featuring the cigar in their chain of retail stores.

Thomas Harbick writes in from Houston, Texas, that he will return to Chicago shortly and that he is going to remain in the cigar business.

### Mutually Beneficial

On his recent visit to San Francisco, Jacob Paley, of the Congress Cigar Co., Philadelphia, placed their La Palina brand with S. Bachmann & Co. The Bachmann house is one of the largest cigar jobbing firms on the Pacific coast. A large La Palina advertising campaign will be put into effect shortly after the new year.

Al Spellman is at present in Monneapolis, but is expected in Chicago shortly. La Resta and Joan of Arc are going great with Al up north.

### Clown's Arrive

Clown cigarettes, made by the Axton-Fisher Tobacco Co. of Louisville, are now on sale. A force of 25 missionary men are placing this "Balanced Blend" cigarette with the Chicago dealers. Woddy Axton of the firm was here to get the campaign started. Clown comes 20 in a package that retails for 15 cents. The carton of 10 packages cost the dealer $1.20, less his usual discounts. Each package bears the union label. Mr. Wedding is the general sales manager in charge of the selling crew. Hardy and White, of the Tobacco Workers' Union are here making speeches for Clown cigarettes to the Chicago union men at their meetings.

Two youths locked the clerk in a back room of the United Cigar Store at 540 West Madison street and got away with $17.

### Say-So

Say-So, 2 for 15 cent cigars, are heavily advertised in the Chicago papers. Steele-Wedeles Co. are the distributers and Kraus & Co. of Baltimore the manufacturers.

### Secured Big Business

F. W. H. Clarke left Wednesday on a business trip to the Mi Lola cigar factory in Milwaukee. Mr. Clarke has had a wonderful business from the Chicago trade the past two months on the Mi Lola brand.

Seth Laycock, formerly with Wm. J. Seidenberg & Co., is now with H. Breslin of Omaha, covering territory in Nebraska and Iowa.

F. H. Countiss, for quite some time with G. W. Faber, Inc., is now with Grommes & Elson and is hard at work featuring Robert Bacon and La Resta cigars.

The Clayton Cigar Co. has placed a very large opening order for Mi Lola cigars, which are going to be featured in all their retail stores.

Girard, the "bigger-better" cigar, is being advertised in the Chicago newspapers for Iwan Ries & Co., 104 N. Wells street, who are the Girard jobbers.

Large newspaper ads. of Herbert Tareyton London cigarettes are now appearing in the Chicago papers.

### A Cressida Shipment

E. P. Oakes, 157 North Clark street, received a shipment of 18 cases of Cressida cigars this week from the Gato factory at Key West. He will be well supplied for the holidays.

### To Open New Mi Lola Factory

It is reported that the Mi Lola Cigar Co. of Milwaukee is about to open a new factory to turn out Mi Lola cigars, as the present factories cannot make enough to keep up with the demand.

### Rameses in Holiday Attire

Miles W. Blaine has returned from his trip to California for Stephano Bros. While away he placed the Christmas packings of Ramesis and is now hard at work placing the boxes of 100 and cabinets of 200 with the Chicago trade.

### Make Strong Denial

Complaint that Rockford, Ill., high school girls are addicted to cigarette smoking is indignantly denied by the school authorities, who declare that girls attempting to smoke would be expelled.

Charles Zeller, who covers Chicago, Illinois, Iowa and Wisconsin with Ruyera-Lopez, is winding up a very good year.

Robert Ellis booked a very large order from Clarence Hirschhorn Co. for Sanchez & Haya, which band the house of Hirschhorn distributes locally.

It is reported that Frank D. Patton, who is now selling the five-cent Tobacco Girl cigar, has connected with Gonzales & Sanchez of Tampa, and will, on Jan. 1, start out with his new line.

### Largest Holiday Order

One of the largest orders ever taken here for holiday cigars in Boite Nature varieties was booked this week by the Miles Cigar Co., from a well known La Salle street banker. The brand favored was no other than the Tampa made clear Havana Garcia & Vega.

Two young bandits obtained $75 when they held up James Scanlon, a clerk in a branch store of the United Cigar Stores Co., at 2744 West North avenue, a few days ago. They cleaned out the cash register and all that Scanlon had.

**Featuring Robert Emmett**

Robert Emmett cigars are now ready for Chicago. So state large newspaper ads. Kalis-Samuels, Inc., 3111 North Halsted street, distribute Robert Emmett to the north side trade, while P. J. Rubey Co., 9023 Baltimore avenue, is the south side distributor. Robert Emmett comes in tins in the brevas shape and retails for 10 cents.

Robert Ellis (Sanchez & Haya) left Thursday for Detroit. Bob will, on his return here, go to Tampa for the holidays.

Art J. Hughes is placing Clown cigarettes in the loop. Clever Clown advertising cards are now seen in many store windows.

**At Less Than Wholesale Cost**

The Fair offered another lot of 100,000 Planco cigars in the Staples, Perfecto and Corona Chica shapes, at 50 for $2.50. This is less than the wholesale cost.

Sigmund Rosenthal, of H. M. Schermerhorn, Inc., is going to Europe shortly after the new year.

**High Life**

The Schermerhorn Co.'s new store at 117 West Van Buren street is now open. This store is located in the Fort Dearborn Hotel. A large electric sign over the entrance features High Life cigars, made by the Gene Val Cigar Co., New York.

"The One Brand—One Quality—One Size Package," is the way the R. J. Reynolds Tobacco Co. features Camel cigarettes in large newspaper ads.

All the United Cigar stores are now offering the $4.50 Auto Strop safety razor at 98 cents. H. L. H.

# Key West Not Affected by Tampa "Situation"

## Cigar Factories All Working Smoothly—Hustling to Get Out Holiday Orders—Companies Continue to Receive Last Minute Calls for Yuletide Supplies—All Is Hurry and Bustle Everywhere.

KEY WEST, Fla., Nov. 26.—Like a bolt from a clear sky came the news of the strike in Tampa, but this has had no ill effect on the work here. Everything is running on as smoothly as anyone might wish. The factories continue to receive last minute orders, and there is a hurry and bustle everywhere.

**Busy as Usual**

The E. H. Gato Cigar Co. reports work about as it was last week. Practically the same number of men are at work, all busy getting out the holiday trade orders.

**Conditions Unchanged**

Mi Favorita also reports conditions as last week. The nearer we get to Christmas the more these factories have to hustle to get the goods out. For all of which Key West is thankful at this time.

**On the "Jump"**

M. Perez Cigar Co. has just about doubled the force since last week. This factory is working full strength, and the orders are yet coming their way. This is possibly due to the promise of their efficient salesman, L. J. Whitestone, which, as stated in TOBACCO, was to the effect that he would keep the Key West factory on the jump filling the orders which he would send in. It is certainly on the jump these days. The new crop wrapper is being used which is light in shade and delightful to work. Their Pinzon's are having a wide sale. A special packing known as the Boite de Nature is being used for the holiday season orders, and is especially attractive.

**An Introduction Card**

Let's Get Acquainted is the novel device used by the Cortez Cigar Co. to advertise their goods. This is in the shape of a pin and is worn by the cigar salesmen wherever the Cortez goods are sold. It is a time saver as well as an advertising medium, for it carries the name of the salesman and also the brand he carries. It shows the purchaser at a glance who is selling him, and what he is buying.

**No More Mountain Climbing**

The long hoped for removal of the stamp department of the Internal Revenue from the top floor of the federal building to the First National Bank building has been effected. The new deputy, J. F. Uhrbach assumed the duties of this office on Nov. 16 and moved the office to the Bank of which he is assistant cashier. This is a great convenience, to the purchasers of revenue stamps, all of whom it is safe to say disliked the climb up three flights of stairs to make their purchases.

**Coming and Going**

Returning on the P. & O. the steamer from Tampa Monday, was Samuel Thompson, of the firm of Thompson Bros. Cigar Co. Mrs. Thompson accompanied her husband and will visit here for a few weeks.

Alfredo Selgas, prominent tobacco dealer of Havana, was an arrival in this city Tuesday and left the same evening for New York.

Eduardo Garcia, of the Garcia-Martinez Cigar Co., of Havana, came in Friday from Tampa where he had been on a business visit. He left the same day for Havana.

Amando J. Martinez, of the Martinez Severa Cigar Co., of Havana, was a visitor here this week. Mr. Martinez, after concluding his business here, left for Tampa where he will spend several days on business connected with his firm.

Enrique Samaron, of the Garcia & Melita Cigar Co. of Havana, was in Key West for a short visit this week, after which he left for Chicago. Mr. Samaron was a resident of Key West a few years ago, but recently has been making his home in Havana, Cuba.


**Don Julian**

*Distinctive Havana Cigars*

Manufactured By

**GRADIAZ ANNIS & CO.**

75th Street and East River, New York

**SOBRINOS DE A. GONZÁLEZ**

HAVANA LEAF DEALERS

Industria 152-158

Habana, Cuba

P. O. Box 495 Cable ANTERO

**LESLIE PANTIN & SON**

*Commission Merchant*

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

**Compañia de Abraham Haas**

ESCOGIDAS SANCTI SPIRITUS LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA

Cable: Haas, Havana

CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502

**WALTER SUTTER COMPANY**

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.

**B. DIAZ & CO.**

Established 1877

PACKERS AND DEALERS OF ALL KINDS OF

HAVANA LEAF TOBACCO

CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.

PRADO 125, HAVANA, CUBA

**M. ABELLA**

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street Habana, Cuba

Cable: Abella

**HIJOS DE DIEGO MONTERO**

S. en C.

COMMISSION EXPORTERS

**LEAF TOBACCO**

DRAGONES 106-108 HAVANA, CUBA

**MANUEL A. SUAREZ & COMPANY**

(S. en C.) ESTABLISHED 1873

GROWERS, PACKERS AND DEALERS IN

LEAF TOBACCO

Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

**METROPOLITAN TOBACCO CO.**

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

| | |
|---|---|
| Main Depot | 22 Fourth Avenue, New York City |
| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

STICK TO Cinco - IT'S SAFE

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

# Philadelphia Makes a Fair Showing in Survey

## Federal Reserve Bank Analyzes Tobacco Industry—Price-Cutting Continues to Be a Disturbing Element Among Retailers—Most Radical Reductions Made by Individual Dealers—"Seconds" Worst "Sufferers" Under "Knife."

PHILADELPHIA, Nov. 28.—The survey of the tobacco and leaf business in the Philadelphia, or Third Federal Reserve District, to be published in the official bulletin of the Federal Reserve Bank on December 1 (an advance copy of which has been furnished TOBACCO, to which the bank is a regular subscriber), confirms in every detail the week by week reports which have been made in these columns. The bank's report, however, is not based on any other than the investigations of its own representative. That the bank and TOBACCO's weekly report should be so thoroughly in harmony certainly will carry its own conclusion. A tribute to the importance of the industry is paid in the regular appearance in the bank's monthly statement of conditions, of a review of the tobacco trade and leaf markets, the bank covering all the industries which are the dominant ones in this Workshop of the World. The Third Federal Reserve District produces more manufactured tobacco than any other in the United States. The report, in its reference to the tobacco industry, says:

### Cigars

"The cigar industry has reached the height of its pre-holiday business and perhaps has even passed it, as there are some evidences of diminishing demand. The trade purchased heavily in October, and that month was the best experienced by the industry this year. But some manufacturers report that since November 1 sales have been falling off slightly, although the majority are still receiving orders faster than they can fill them. The large manufacturers are as a rule particularly busy and are making every effort to meet the Christmas demand.

"Price-cutting is still a disturbing factor among retailers. The chain stores have again reduced certain cigarettes to 15 cents a package, after raising them to 18 cents last month, and are also offering bargains on other brands of cigarettes and on cigars. But the most radical reductions from listed prices have been made by certain individual establishments. Most of the cigars thus sold are "seconds," placed on the market at a sacrifice by manufacturers who had large supplies left on their hands earlier in the year. It is reported that the better part of these have now been disposed of. They have served a purpose in meeting the popular demand for cheaper cigars, and as the supply becomes exhausted their places are being taken by the new five-cent brands, which are selling faster than they can be made. But a five-cent cigar of pre-war quality cannot be produced at the present level of leaf prices, wages, and government taxes, and the popular brands which formerly sold at that price now bring eight and ten cents. These sizes are also selling well—almost as well as last year—but demand for the higher-priced goods, except on a few brands, has fallen considerably within the past twelve months.

"Operations are almost normal again and some of the large firms have been running factories at night. But this practice has been stopped in at least one instance since November 1. In this case the curtailment was made in order to prevent a possible accumulation of stocks, as demand at this time is likely to fall off very suddenly. Cigars are being shipped, in practically all cases, as soon as they are made; so stocks at present are low. In spite of a general increase in operations, the supply of labor is reported to be adequate. Wages have not been changed in some months, but the efficiency of the workers is improving.

"Collections have become better within the past three months, although they were generally satisfactory before.

### Leaf

"The leaf tobacco market has had the dullest fall it has experienced for years, and the chief factor, though not the only one, that is preventing its recovery is still the question of price. Manufacturers, as a rule, have enough tobacco on hand to meet their needs for some time, and as they are unwilling to pay the prices now asked, they are not buying except when they can pick up a bargain. Dealers report that they are making practically no sales for future delivery. There has been some little demand, however, for the cheaper grades used in the many new five-cent cigars now being produced. Prices on practically all grades are lower than they were last year. From all growing regions come the same reports, that growers are holding tobacco for prices higher than buyers are willing to pay, and that therefore the local markets are at a standstill. Except in Ohio, most of the cigar-leaf crops are practically normal as to size and good in quality. In Ohio the total yield is less than 50 per cent of that of last year.

"The following statistics show the stocks of cigar leaf held by manufacturers and dealers on the dates given. It will be seen that the figures do not differ radically from those of previous years. The total supply now on hand is about 10 per cent more than that held in 1919.

**Leaf Tobacco Held by Manufacturers and Dealers**

(REPORTED BY THE COMMISSIONER OF INTERNAL REVENUE)

| | (In Thousands of Pounds) | | | |
|---|---|---|---|---|
| | Oct., 1921 | July, 1921 | Oct., 1920 | Oct., 1919 |
| New England.. | 63,678 | 68,141 | 61,008 | 53,631 |
| New York..... | 3,547 | 4,022 | 2,479 | 2,344 |
| Pennsylvania .. | 83,072 | 93,622 | 87,750 | 91.696 |
| Ohio ..... | 78,303 | 76,225 | 79,763 | 69.305 |
| Wisconsin .... | 93.475 | 103,535 | 85,344 | 68,713 |
| Georgia and Florida .... | 8,312 | 5,544 | 6,569 | 6,010 |
| Porto Rico.... | 7,698 | 7,866 | 8,746 | 11,115 |
| All other domestic ..... | 117 | 140 | 190 | 158 |
| Total cigar types ..... | 338,202 | 359,095 | 331,849 | 302,972 |

### Caused Much Surprise

Announcement in these columns that the Post chain of cut rate stores would close down at the end of the year, occasioned surprise despite the fact that regular dealers long have prophesied that there must come an end to the senseless price-cutting which has been going on here, and which has given the consumer cigarettes particularly, at wholesale cost, or in some instances, even below. But while the retirement of less amply financed establishments than the Post long has been forcast there was very little belief that it would be the first to retire. The news that it proposes to do so was most welcomely received. The air is full of rumors regarding the retirement of concerns engaged as was the Post chain in the price slashing warfare, but there is no definite development yet.

The most interesting news of the week

FLOR DE
MANUEL
CIGAR

"THE BLEND THAT MAKES HAVANA MILD"

ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

THE TOPIC OF THE DAY

Mild Havana Cigars
10c—2 for 25c
Corona Size 15c

Wherever they go they leave satisfied smokers and have proven to be the best seller where high grade cigars predominate.

BOBROW BROTHERS, Inc.
*Manufacturers*
Philadelphia Penna.

"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

is quite in the other direction. The original Scarlett—really Samuel Welsh—proposes not only to continue his cut rates, but to invade the New York territory. With the new year he will open in Gotham at a location not yet finally decided upon, but which probably will be on lower Broadway, a duplicate of the very unique establishment at 7th and Chestnut streets, here, which of course is to continue as heretofore. The picturesque disorder of the place is to be duplicated in New York. Save for the positive announcement of purpose to open there, Mr. Welsh will at this time say nothing.

### Sells to Consumers

It is quite in keeping with his quaint methods that he is offering this week Sweet Caporals at three packs for forty cents, or 13 1/3 cents a packet, but is charging $1.40 per carton, or fourteen cents a packet. The anomaly is not an oversight—it is an original Scarlett stunt. And the reason—well, Scarlett says that he does not propose to sell to the retailer of tobacco, but only to the consumer. He will not sell more than three packets at one time to a customer and will not sell more than one carton; but he has no objection how often during the day the customer re-appears. To one of the larger up-State manufacturers, who during the week suggested that he maintain the same cut rate as a competitor, Scarlett replied that he would not sell another cigar of that make; that a consignment of 40,000 must be taken out of his store immediately, and he expressed opinions which if not libellous certainly are of unmistakable meaning. Just now the store is featuring La Palinas in a special drive to increase the popularity of the brand in this market. Yahn & McDonnell are the local distributers.

### Trade Jottings

S. B. Friedman has just opened at 17th and Diamond streets, one of the most completely stocked and attractively appointed neighborhood stores in the city. All the nationally advertised brands are carried.

Fred Suss of the Jacob Langsdorf Co., whose new location at 13th and Sansom streets has been found an advantageous move, has returned from a trip through New England.

Reports are in circulation, and while it is believed are true, lack official confirmation, that the manager of a large jobbing establishment hitherto controlled by one of the larger manufacturers, has personally taken over the business and in future will conduct it as an independent jobbing establishment.

Leach & Co. propose shortly to give up their long conducted stand at 10th and Chestnut streets and to remove to 44 North Eighth street.

The headquarters of Bayuk Brothers, at Third and Spruce streets, are being completely renovated. The firm reports an exceptionally large sale for its recently introduced five-cent cigar, the Charles Thompson. A tremendous output is being produced in the Bayuk factory at Marvine street and Montgomery avenue.

The newest pipe creation of Kaufman Brothers & Bondy, the Albert Prince of Wales, is being shown at the Sterner Store, 12th and Market streets, and is being received with great favor. It is of the curve stem, half bent style of Italian briar with a bowl so shaped as to be unspillable when laid down.

S. D. Saunders, J. B. Patterson and F. W. Baker are working in conjunction with the Empire Tobacco Co., Buffalo, N. Y., on the Allen R. Cressman's Sons line with excellent results, their efforts being supplemented by those of H. J. Downey. The firm expects shortly to introduce to the trade pocket packs to contain 10 Manuels of concha perfecto size, the regular 10 cent smoke. The retail price of the packet has not yet been determined.

A. A. Gumpert of Gumpert Bros., has returned from a satisfactory trip through the Middle West.

C. W. Saunders of the Cortez line paid the city another of his welcome visits during the week.

# Baltimore Dealers Had Erratic Thanksgiving

## Retail Business Came with Rush Before "Turkey" Day—Not All Have Stocks Sufficient for Christmas Holiday Trade—Dull Moments Are Very Rare in Some Places—Live News and Gossip of Current Interest.

BALTIMORE, Md., Nov. 28.—Thanksgiving business was erratic among the local retail trade, and some dealers are predicting a slow Christmas business as a deduction. Others were more than pleased with the rush before "Turkey" day and are making plans to meet the demand for gifts that they feel sure will start next month. From a survey of some of the stores only a few have in stock their requirements for the Holidays. Many are undecided as to what to buy. Better make up their minds soon and go after the business that sure will come.

Dull moments are very rare for Sol Levin these days, who has charge of the stand in the Southern Hotel. Numerous special dinners, and a full house have kept him busy meeting the demand for Gonzales & Sanchez, Muriels, Cortez Admirations, La Corona, and other popular brands that are sold here. Imported cigars and blended cigarettes are showing a healthy increase.

Buoyant and smiling H. C. Walker, who manages the Rennert Hotel cigar stand, reported business very good. Every room in the house is occupied, which means that the cigar counter is well patronized, as it stocks all of the popular brands of cigars and cigarettes.

A new size of the Mt. Vernon cigar, made by Pipitone Bros., 413 N. Eutaw street, is being introduced to the trade by Jos. Pipitone, their local salesman. It is a blunt shape packed in tins and retails for 8c., 2 for 15c. A panacea for business ills so distinctly affecting manufacturers today was offered by Joseph Pipitone when he advised salesmen to get out and hustle for new customers.

In anticipation of a brisk holiday business, Mr. Miller (Acker, Merrall & Condit Co.) is accumulating a good supply of Graham Courtneys, Neuva Epocas, Caswell Clubs, and other popular brands that his firm distributes. Just at present there is a lull in the demand for imported cigars, but no doubt this will give way to real action next month.

A decided and persistent demand for the 10c. sizes of popular brands of cigars is noted by Myers Bros., Redwood and Charles streets. They anticipate a large portion of this year's holiday business will comprise these sizes and are planning accordingly. They also believe that the local market is ripe for a quality 5c. cigar.

H. Amernick has improved one of the best corners in town with a high class cigar and confectionery store. It is located at Fayette and Park avenues. Faraday cigars at a special price of 5 for 29c. and Vicar cigars retailing at 7c., 3 for 20c., are being featured this week in the Fayette street window.

With each box of fifty cigars purchased at the stand of R. A. Nattans Drug Co., Howard and Franklin streets, a leather pocketbook is given gratis. This gift retails for $1.50 and should prove a decided stimulus to the box trade here.

About December 1 the Martinez clear Havana cigar will be added to the stock of the Brager stand, Saratoga and Eutaw streets. H. A. Zears, who manages this department, intends to have on display about 10 sizes of this brand. La Bonita, 25 for $1.39, are a special feature in the anniversary sale during the month of November.

Aided by the aggressive salesmanship of Frank Watts, the Watts Drug Co. is putting across a big campaign for box trade. In the Eutaw street window are being displayed El Verso, Lombard, Muriel, City Club, Cortez and Libertys, on which liberal concessions are made on box sales.

C. T. Pyle is now sole proprietor of the Lafayette, Charles street and Lafayette avenue. Located in the midst of apartments and amusement houses, this stand has a splendid patronage to which it attractively displays a high class line of merchandise. A full stock of standard brands of cigars and cigarettes are on sale.—ORIOLE.

## Exports from Charleston

CHARLESTON, S. C., Nov. 26.—Large quantities of tobacco which place Charleston in the front rank of tobacco exporting seaports have been shipped to foreign countries since the tobacco exporting season begun in August, according to information given out yesterday by an official of the Carolina Company.

Approximately 8,000,000 pounds have been loaded aboard vessels at this port, most of which was destined to England, although some of it has been shipped to Sweden and Germany to make cigarettes and cigars for the natives of the two countries.

This port, according to the steamship company official, has jumped rapidly to the fore by this enourmous exportation of the leaf, and if the business continues to increase Charleston will draw some prestige from New York, Baltimore, Norfolk and New Orleans, the four of which ports are now the chief tobacco exporting seaports of the Atlantic and Gulf coasts.

A vast quantity of American-made cigarettes is shipped annually to China and Japan and other Far Eastern countries by the manufacturers of this country. This business now moves by rail to Pacific coast ports where it is loaded in vessels bound for these countries but lines recently cast by the Carolina Company may result in some of this business moving by rail to this port and thence by steamer to the Far Eastern lands.

## Adams County, Pa., Cigars

HARRISBURG, Pa., Nov. 26.—One-fourth of the manufactured product value in Adams County in 1920 was cigars, in which 25 per cent of the manufacturing plants in the county are engaged, according to an announcement made to-day by the Statistical Bureau of the Department of Internal Affairs on a survey of the county. There were 45,986,500 cigars made in the county last year.

It is an interesting fact that approximately one-fourth of the industrial establishments in Adams County in 1920 were cigar plants and that approximately one-fourth of the county's total production valuation was found in the manufacture of cigars, these having a value of $2,217,200.


BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL

S. H. FURGATCH Y CA., 75th Street & Avenue A., New York



EL PRODUCTO

If you want to know why El Producto grew, in a few years, from nothing to what it is today—one of the country's leading brands—

Smoke an El Producto yourself.

Cast your eye over the *workmanship*. Get to know that distinctive blend that can't be imitated. Remember there's a size and shape for every preference and pocketbook.

Is it any wonder El Producto is a winner?

G. H. P. CIGAR CO., Inc.
PHILADELPHIA

*for* real enjoyment

LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
"Bought When Quality is Sought"
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Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
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I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

All Progressive Dealers Read TOBACCO

# Pennsylvania Tobacco Supplies a Good Demand

**Bayuk Bros. Bought About 5,000 Cases of 1920 Stock—Probably Not More Than Five Thousand Cases Left in Lancaster County—Sales on 1921 Goods Not Yet Started—Florida Growers and Packers in Market.**

LANCASTER, Pa., Nov. 25.—Tobacco, the banner crop of Lancaster county, has had its innings this week. Louis Kramer, vice-president of Bayuk Bros., Philadelphia, accompanied by Abie Sondheimer, their local representative, visited the local and county packers and "rounded up" about 5,000 cases of 1920 tobacco. This, in addition to the 10,000 cases already bought and packed by them, brings their holdings of this very mild, aromatic and desirable crop up to 15,000 cases, which is proof conclusive of the quality and general adaptability of this crop for the manufacture of cigars which range in price from 7 to 10 cents. Bayuk Bros. are to be commended upon their foresight in buying so heavily of this excellent crop, for if, by any chance, we should get a crop that would not come up to the high standard of excellence they require to manufacture their standard brand of cigars, they can still have enough to tide them over until another crop is grown to "fill the bill."

The large manufacturing interests invariably buy enough when we have good crops to supply their demands for several years, in order to keep their cigars uniform and to guard against being crippled in their output in the event of a crop being grown that is not to their liking.

Geo. Whallon, accompanied by Willie Spitzner, of C. Spitzner & Son, of New York City, bought heavily this week of the 1920 crop from local and county packers. Mr. Spitzner found he hadn't packed near enough to supply the demands of his various customers, and was compelled to go out and buy in open market.

### Small Percentage Left

There is but 3,000 to 5,000 cases left of the 1920 crop in original packers' hands, and this will be rapidly bought up after the business starts moving in January, 1922.

### Holding Off on 1921 Crops

There has been no buying of the 1921 crop which is showing a perfect cure and color in the barns. This tobacco will not be bought until January, 1922, or even later, as buyers want to see it stripped from the stalk, sorted and packed into bales before purchasing. This is the only safe and sane way to buy tobacco and buyers realizing this fact will wait until the crop is in marketable condition before starting to buy.

Just what the dealers will offer in the way of price is problematical. No one seems to care to predict what price the tobacco will bring. One thing is certain, the dealers will point out to the farmers and tobacco growers that war-time prices are a thing of the past, and it is necessary to have a hasty return to normalcy.

On the other hand the growers contend that labor and fertilizers, also cost of production, has not fallen in proportion to prices they will have to take for their crops.

As soon as the big interests start to buy the price will be established and the writer predicts the fixed price will be 20 to 25 per cent lower than last year. The weight per acre is fully 20 per cent more than last year and the grower will realize as much in actual cash as he did last year despite the expected drop in price.

York county has a heavy-bodied and leafy crop of tobacco this year and as they raise upward of 3,000 acres their output cuts quite a figure in the market. Their crop seems to be curing well and in some sections, especially in the Druck Valley, experts pronounce the quality almost equal to our incomparable Lancaster county product.

There has been little or no driving on tours of inspection lately and this can be easily explained by saving the packers are content to wait until the tobacco is in the bales before making purchases. They seem content to wait, as there is enough to go around and we have ample to supply the demand.

Several big growers are already anticipating packing their own crops. They have done this the past two years in conjunction with the different farmers' associations and some of them have profited thereby. Others, however, when they figured cost of packing, interest on money, shrinkage and damage, would have fared far better had they sold the tobacco on their farms to the buyer who made them a reasonable offer.

Let a farmer sort and put his tobacco up in proper shape and he can do far better by selling his crop to a local packer than by having it packed himself.

Florida tobacco packers and growers have been very much in evidence in this section the past week. They are offering the 1921 crop to the manufacturers and jobbers. Buyers of this commodity are only "nibbling"—purchasing sample bales to the different buyers, and from and to test out the yield and see the color of the finished product. It's too big a gamble to buy heavily at this early stage of the game for the reason the tobacco is immature and colors are not "set" as yet. Besides this, the burn cuts a big figure, and which cannot be fairly judged until some of the "gum" has been cured out of the leaf and the tobacco itself is cured in the bales. Light and even-colored goods are very much in demand and these goods are eagerly sought after by the manufacturers in York county. About Jan. 15, 1922, would be ample time to offer 1921 Florida tobacco, as by that time the quality, color and burn of the crop can be determined.

D. A. Shane, J. W. Shane, A. F. Pons of Pono Tobacco Co., and R. B. Lloyd, all of Quincy, Fla., are here offering the output of their plantations to the numerous buyers in this section. They are all doing business, shipping sample bales to the different buyers, and from interviews the writer has had with them they all seem optimtistic and expect to do big business in this section inside of the next two months.

A. F. Porro, of Porro Tobacco Co., has made one big sale, 92 bales of fancy light prime tobacco to a local jobbing concern, Minkoff Tobacco Co., of 210 W. Grant street, this city. Mr. Minkoff saw the merit in the big crop he bought and told the writer he expects to place the entire purchase in a short time.

Manufacturers are still busy filling orders. Business looks healthy and bids fair to keep up.

There seems to be no lack of demand for 5c goods, of which millions are made and shipped from this section of the country, and merchants appear optimistic as to the future of the cigar business in Pennsylvania.—DICKIE.

* * *

### Erratum

S. M. Ottinger, of the Ottinger Tobacco Co., of 134 North Third street, Philadelphia, writes to say that an item in our Lancaster news, in last week's issue of TOBACCO, was misleading (not intentionally, of course), in that it made it appear that Mr. Ottinger was a representative of Sam Weinberg, of 121 N. 3rd street, Philadelphia. It turns out that Mr. Weinberg is a valued patron of Mr. Ottinger's house, and we hope that no harm has been done to anyone.

### On the Job Again

TONOPAH, Nev.—A. J. Clark has reopened his cigar business in connection with other lines, here.

### Bought Cigar and Billiard Business

BEMIDJI, Minn.—Axel Lyon has bought a cigar and billiard business here.

NEW

# PORTO RICO

All grades. Carefully selected of best quality

**INLAND TOBACCOS**

Samples with lowest quotations furnished upon application.

QUALITY - PURITY - UNIFORMITY - GUARANTEED - TRADE MARK M.B.&Co. REGISTERED

Joseph Mendelsohn, Milton Samuels } V. Presidents
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**STERN-MENDELSOHN CO. INC.**

HAVANA & PORTO RICO TOBACCO

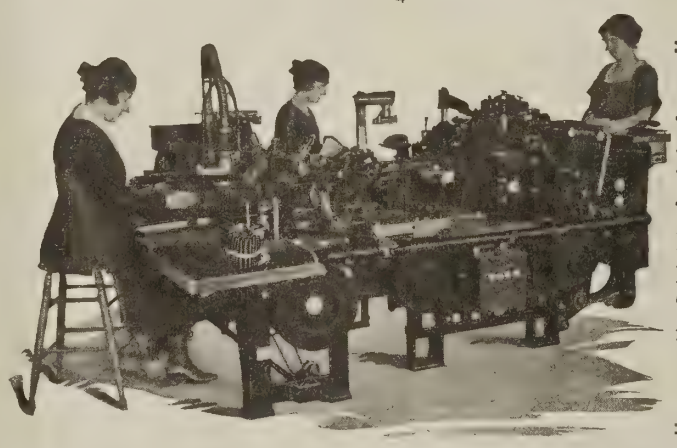
PACKING HOUSES
HAVANA, CUBA
CATANO, PORTO RICO

165 FRONT STREET
NEW YORK



# Cigar Making Machinery

**The Machine Which is Revolutionizing the Cigar Industry**



**Increase your production**
**Decrease your cost**

Put yourself in position to compete with your competitors.

The only hygienic method of manufacture.

FRESH WORK CIGAR MAKING MACHINE

**The only machine that makes complete cigars in one continuous operation**

For Demonstration and Information Communicate With

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TOBACCO
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SAN FELICE
For Gentlemen of Good Taste

The Nations Choice
for a Quarter of
a Century

Now Banded

The Deisel-Wemmer Co.
Makers, Lima, Ohio

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

CONSOLIDATED
CIGAR
CORPORATION

*Head Office. 81st Street and East River New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS
E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

# NEW YORK
## Doings and Sayings
## Goings and Comings

### Quincy Cigars Roll Out

Breslin & Campbell, 410 East 68th street, are busy these days, both in the office and factory.

* * *

### Marsden Visits Gotham

Thos. J. Marsden, of Lee & Cady, Detroit, Mich., has been greeting his New York friends in person.

* * *

### Ottenberg Goes South

Henry Ottenberg, 146 Front street, has left for a trip to Philadelphia, Baltimore, Washington and thereabouts.

* * *

### Moorhead Comes from Georgia

L. J. Moorhead, of the Moorhead Cigar Co., Inc., Atlanta, Ga., has been visiting New York City recently.

* * *

### Spitzner Looks Over Packing

G. W. Spitzner, of C. H. Spitzner & Son, 165 Front street, is out of town, visiting the packing houses.

* * *

### El Modelo Doing Its Share

El Modelo Cigar Co., 177 East 87th street, finds a satisfying demand for its El Modelo Havana cigars. "We are doing our share," one of the executives puts it.

* * *

### Goldberg Improving

Sidney Goldberg, president of Simon Batt & Co., 152 West 42d street, who has been ill for the past two weeks, is improving, his many friends will be glad to know.

* * *

### Selgas Back from Havana

Alfredo Selgas, of Selgas & Co., 128 Water street, has returned from a trip to Havana. He is telling all and sundry that they will never see Havana leaf as cheap as it is now.

* * *

### Hussey Gains Conservatively

The A. Hussey Leaf Tobacco Co., 127 Maiden Lane, is marketing steadily increasing quantities of leaf, the business showing a healthy and normal increase. Hussey collections also are improving.

* * *

### Oppenheimer Likes New Crop

Henry Oppenheimer & Co., 182 Water street, hear from their Hartford office that the new shadegrown is packing well, with some beautiful colors showing. Buyers are manifesting pleasure at the quality of the leaf.

* * *

### More Forethought Noted

Elias Bach & Son, 130 Water street, are regarding the future with great expectations. Manufacturers, they report, are showing a decidedly stronger inclination to consider their needs for a period of six months ahead.

* * *

### Alas! Poor Yorick!

According to one leaf merchant, "gone are the days when every mail brought letters reading: 'We are in the market for —.'" The same expert says there now are two kinds of accounts, those that won't let you sleep, and those that won't let you eat.

* * *

### Mild Tilford Going Strong

Park & Tilford, 524 West 42d street, about a month ago began marketing a new brand, the Tilford. This already is selling at high speed and increasing daily. It is made for the smoker who wants a very mild cigar, and is Havana filled, Sumatra wrapped. There are three sizes, Invincibles at $6.75 per box of 50, Perfectos at $6.00, and Tuxedos at $4.50.

* * *

### Lopez Ships Little Ones North

M. J. Lopez & Co., 1397 Avenue A, had to hustle for several days, recently, getting out a rush order for an important Boston company. Even the office force and salesmen adjourned to the factory, where they packed up a shipment of little Havana cigars for the holiday trade. Much encouraged by the outlook, the Lopez company is considering plans for getting still more business.

* * *

### Benson & Hedges Show Big Boxes

Benson & Hedges, 435 Fifth avenue, have started retail holiday sales, and already, this early in the season, have piled up a goodly total, which is steadily growing. An attractive window display of special holiday packages of cigarettes, no doubt, is responsible in some measure. Humidors also are being well taken by the public, and almost every day the clerks have to requisition new "sold" tags.

* * *

### Gradiaz Annis Hard At It

Gradiaz, Annis & Co., 537 East 75th street, are shipping cigars out in a steady stream. Most of the holiday business already has been delivered, and the regular trade is what keeps the employes busy. News from Tampa, where the company has a factory, is to the effect that more and more strikers are deserting their lost cause, and that the Gradiaz, Annis & Co. factory probably will soon be running and will gradually pick up its stride.

* * *

### Schwab Bros. & Baer Busy

Schwab Bros. & Baer, 625 West 43d street, continue on the even tenor of their way, turning out cigars steadily. They are in the fortunate position of having a firm clientele, providing a continuous outlet for the work of the factory. Epocha and Centrilla cigars are going forth in all sizes and packings. One packing that is proving popular has a tin box, assuring air-tightness, while inside is a cedar lining which serves to add to the appearance and preserves the natural moisture of the cigars.

* * *

### Leaf Men Rest on Oars

In the New York leaf district a distinct feeling of relief is to be felt. The season now has reached such a point that most men feel justified in sitting back and taking a rest, well earned by some hard hustling, and, for some, severe worry. Until the first of the year it is not expected that there will be much need for activity, nor worth-while results to be had for the effort. True, some amount of leaf is being dealt in, but such sales usually represent small, end-of-the-season, and hasty corrections of too-conservative estimates. After Jan. 1, both buyers and sellers will greet each other with more interest and understanding.

* * *

### Feifer Looks Them All Over

B. Feifer & Co., 427 East 76th street, is so active that Mr. Feifer himself has to spend a great deal of time in the factory. He makes it a policy to inspect personally every box of cigars before it goes out. This no doubt accounts in large measure for the uniformity of the Holland Society brand, which has been a leader for so many years. It is paper-wrapped, and has a filler of Havana seedleaf, with Sumatra wrapper. Re-

(*Continued on page* 28)

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

**List of jobbers, importers and manufacturers on application.**

**MANILA AD. AGENCY, (C. A. Bond, Mgr.)**
**15 William Street** **New York**

OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York



THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

MURAD

THE TURKISH CIGARETTE

Every day MURADS are held higher in the estimation of the men who smoke them.

They are the standard of Taste.

They never disappoint—never fail—never change—

They are 100% pure Turkish tobacco—of the finest varieties grown.

Men are proud to smoke them in any company—on any occasion.

They are the largest selling high-grade cigarette in the world.

The cigarette smokers of America DO prefer Quality to Quantity.

*"Judge for Yourself—!"*

Amargosa Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World


## New York Doings

(*Continued from page* 26)

cently, in order to give unmistakable emphasis to the integrity of the cigar's make-up, $1,000 reward was offered to anyone who could prove it to be other than it is claimed.

* * *

### Expert Packers

In these days of conservation and conservatism, it is no unusual sight to walk into a cigar factory and find the office deserted. The boss, bookkeeper and stenographer are out in the shipping room, packing, putting on revenue stamps, and performing similar light but essential tasks. An unexpectedly large order has caught the factory somewhat unprepared, that is all. To one who consistently makes a circuit of the factories, however, the number of such instances is surprising. It would seem that the factories are saving a large amount of money in wages—and that business these days has a surprisingly persistent habit of doing better than is expected of it.

* * *

### Park & Tilford Hustling

Park & Tilford, 524 West 42d street, have an air of holiday hustle about their offices. The immense humidor, for instance, emits a steady stream of special packings, some of the luxurious cabinets containing as many as 500 cigars. One of the leading features of the entire establishment is a series of Gift Boxes, ranging in price from $2.50 to $25, and containing varied assortments of such things as candy, canned meats, fruits, cake, as well as cigars and cigarettes, all packed neatly but festively. Among those who recently admired the exhibition of these boxes was Roman O. Dobler, who formerly traveled for the company in the West, and who bought a hardware store in Linbrook some time ago, which he reports is having an exceptionally good trade. What with all the changes in prices of P. & T. products that have been made the price lists issued some time ago are now pretty much cut up, and in consequence new lists, both retail and wholesale, are being prepared. They will be ready for distribution to the trade in the course of the near future.

## Snow in Albany

(*Continued from page* 11)

"'Cause you can't tell anything about it definitely, but I look for a good holiday trade," chirped in Big Bill Lakin, wandering right into the Hot Chair Club without any Blackstone samples a-tall. "Makes me think of an experience I had in South Boston some years ago.

"I hadn't been with Waitt & Bond very long at that time, and I was working the State o' Maine. Or, as we say over there, down-in-Maine. And, one night near the holidays, at about this time o' year, I get a rush message to beat it into Boston for a conversation at the Main Office, both in capital letters.

"Well, it wasn't as bad as I feared, but it was sure bad enough. Seems that the firm had an idee that Boston itself wasn't being worked properly, so they called in all the boys for miles around to make a big Christmas drive on fortieths, right at home.

"All right so far, but the territory assigned to me happened to be in South Boston. And I didn't know any more about South Boston than I know about Shackleton's South Pole! Still, and howsumever, I started in bright and early Monday morning to make a clean up! Full o'paprika, and worcestershire, and all that grade o' pep, you know.

"First joint I struck had a hazy idea what Blackstones were, but never handled 'em. Gave that bird just one hour and ten minutes of my invaluable time, and sold him fifty cigars! Next place had sold some of my goods, but not lately. Too much cutting up-town, they said, and all that bunk. Well, he finally bought a hundred, just out of his enduring friendship for me, or something.

"But the next eleven stores I called on turned me down so hard I was black-and-blue all over by lunch time. And there, in the chow-house, I met another one of our boys working the same burg, west-by-south.

"'Say,' says I opening up my manifold and making a showdown of my gross sales, 'whazzamatter with this profit-in-his-home-town business, anyway?'

"'Why, don't you know?' asked my Yankee co-worker incredulously. 'These people over here don't really ever have any Christmas—this is Kosherville!'"

### Al Enforced His Rules to A-T!

"What! a town without anney Xmas business a-tall!" yelled Sam Ash, at last digging out enough display stuff from his previous seasons to make one more yuletide greeting. "Huh! Such a place, then, I bet yer, must be almost like that there No Smokin' rule at the Hotel Ten Eyck.

"Nu, it a-course shouldn't ever be enforced on anney guests, unnerstan me, but only on the help. Still, every morning for years and years it has been sorta customary for the bell-hops an' porters, an' sometimes even the clerks, to light

(*Continued on page* 32)


THE JOBBER AND THE RETAILER

can obtain this

BIG 5c.

straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

ILANG-ILANG

is packed in 100s

*Exclusive territory for*

JOBBERS

Dont Delay—Get this brand for your territory.

Henry Ottenberg
146 Front Street | New York

EXCLUSIVE PROCESS
UNION MADE
PATTERSON BROS. TOBACCO CO. TR.
RICHMOND VIRGINIA

# Contains 200 Cigarettes

The new special Christmas Magnum is now ready. Contains 200 Pall Mall Cigarettes, cork tip.

We have provided for only a limited quantity of Pall Mall Christmas Magnums and would suggest that you place your order immediately so as to be sure of obtaining a sufficient supply of this packing to meet the requirements of your trade.

*Put Your Order In Now—"Christmas Buying" Starts Soon*

PALL MALL
FAMOUS CIGARETTES

*They are good taste*

Guaranteed by
The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York

# PARK & TILFORD

**are the**

# LARGEST IMPORTERS

**of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.**

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**



# MENENDEZ & CO.

**Leaf Dealers, Packers and Exporters**
**OF**
## TOBACCO

**Cable Parra** **87 Amistad St., HABANA, CUBA**



# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
**All Kinds of Havana Leaf Tobacco**
**129 Lealtad St., cor. Dragones St.** **HAVANA, CUBA**

**GRAVELY'S**
**CELEBRATED**
**Chewing Plug**

BEFORE THE INVENTION
OF OUR PATENT AIR-PROOF POUCH
GRAVELY PLUG TOBACCO
MADE STRICTLY FOR ITS CHEWING QUALITY
WOULD NOT KEEP FRESH IN THIS SECTION.
NOW THE PATENT POUCH KEEPS IT
FRESH AND CLEAN AND GOOD.
A LITTLE CHEW OF GRAVELY IS ENOUGH
AND LASTS LONGER THAN A BIG CHEW
OF ORDINARY PLUG.

*P. B. Gravely Tobacco Co. Danville, Va.* ESTABLISHED 1861


## Hibshman Strain in First Practical Field Test

(*Continued from page 7*)

diseases such as pole burn, mouldy tip and fat stem, and certainly has some weight. For my part, therefore, I should say that the future of the Hibshman strain is very good, and will bear watching by all progressive tobacco farmers."

Mr. Givler grows about eleven acres of tobacco each year, and the past year put several acres in Hibshman. He broadcasts about 300 pounds of 2-8-5 animal base fertilizer per acre just before planting, also using a liberal amount of stable manure and some cottonseed meal. He does his plowing early in the Spring and cultivates at short intervals before planting. He has grown the Slaughter tobacco for a number of years with good results, only last Winter taking blue ribbon and first prize money for a single hand of Slaughter in the wrapper entry in competition with twenty-seven other entries from this county at the State Farm Products Show at Harrisburg.

### Will Use It for Half His Crop

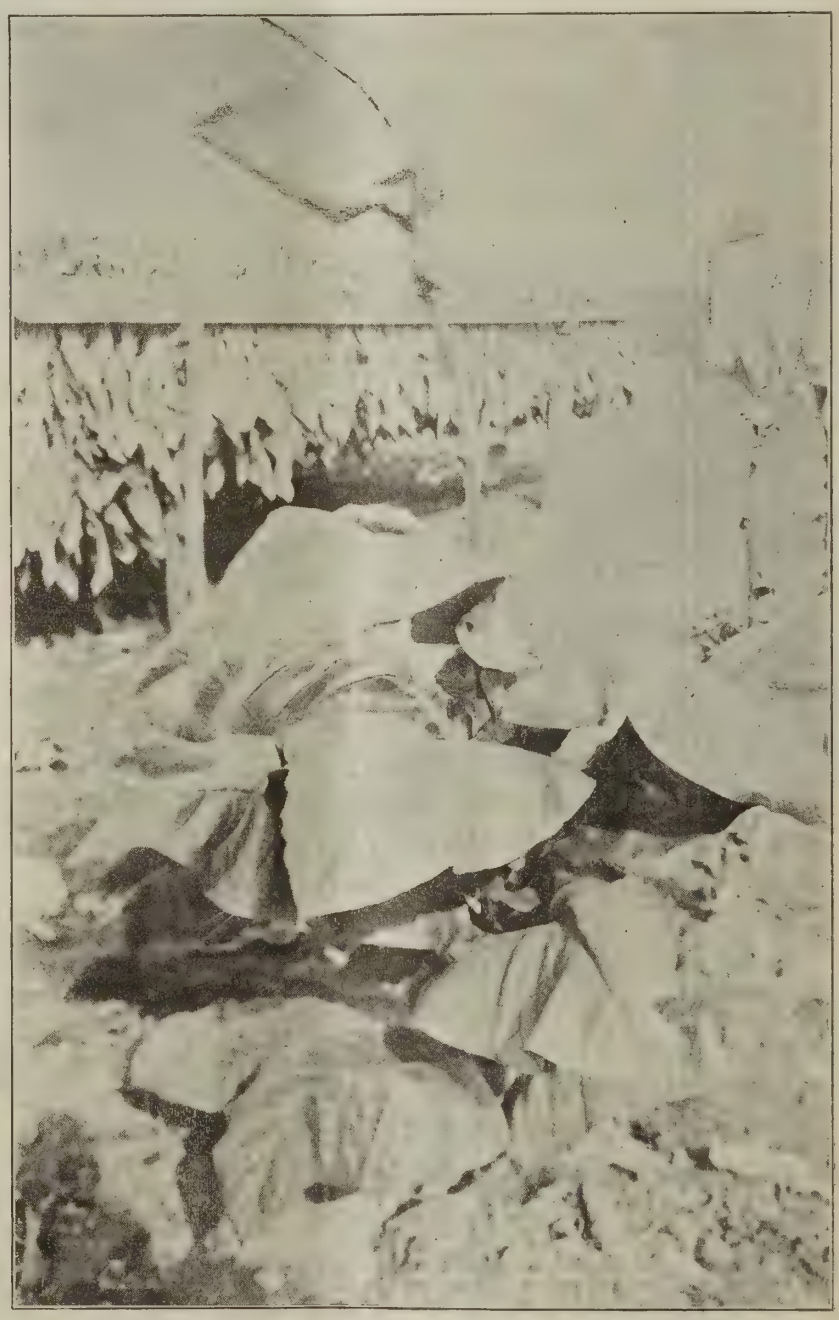
H. S. Hershey, of East Petersburg, grew that if it tests out all right in burning quality and weight he expects to plant about half his acreage with it next season. Says Mr. Hershey:

is so well pleased with the Hibshman he

"I received my seed from Mr. Olson rather late, so that I had only about 1,000 plants to put out in the field. I planted them on rather a fertile patch, more so than my general tobacco field. I, however, planted at the same time, on both sides of the Hibshman strain some Slaughter, all of it rather late—about the fifteenth of June. The Hibshman strain seemed to start more readily and seemed to grow somewhat better all season, and when cutting time came was some larger, especially wider in the leaf, than the Slaughter. It was cut rather late, so it is not cured down as well as my earlier cutting, though it seems to be curing all right, with a nice even color. As to the weight and burning qualities, I have not as yet tested it, but expect to, and if it tests out all right I expect to plant about half of my acreage with it."

### Buys Business

WEST BEND, Wis.—Norbert Langlois has purchased the Brainard cigar and billiard hall here.



Seedstalk of New "Hibshman" Strain

AN ALL-HAVANA
**CIGAR OF QUALITY**
REAL HAVANA
Made by
TOLOSA CIGAR CO., Inc.
11 LISPENARD STREET
NEW YORK
Jose Villar, Pres. Wm. Gottlieb, Sec'y and Treas.

# San Francisco Preparing for Procrastinators

## Wholesalers and Jobbers Anticipate Eleventh Hour Rush—Have Stocked Up to Meet Requirements of Late Comers—Retailers Report Slack—May Be Calm Before Storm—Provided for Real Thanksgiving—Interesting News Notes.

SAN FRANCISCO, Nov. 22.—That an eleventh-hour rush may serve to cause a hustle and bustle between now and the holidays is the belief of wholesalers and jobbers in San Francisco. In order to meet this expected last-minute buying they are now busily engaged in stocking up their warerooms and hope to be able to withstand the crash of the procrastinators. While retailers in large numbers have already placed their orders for the holidays, there is still a host of those fellows who believe that time and tide wait for everybody. It is historical, say the wholesalers and jobbers, that there is always a big rush for stock as the holidays approach and because sufficient stocks have not been put in ahead of time by the wholesalers many disappointments have been experienced. The moral of this little sermon to the retailer is, get in now while the going is good. Business the past week has been generally good as far as the wholesalers and jobbers are concerned, but the retailers report a slack, which they believe is the calm before the storm. Collections seem to be the one black speck on the horizon, but it is expected that the holiday flood of coin of the realm will serve to dissipate this.

### Thanks All Around

This being turkey week, Ehrman Bros., Horn & Co., saw to it that each employe was assured of his share of the Thanksgiving bird. This firm has made it a practice over a period of years to see that their staff is supplied with turkeys. It is useless to remark that the employes joined in a general cheer for their employers.

### A Battle Royal Impending

Crowned with laurels and a number of scalps, Sam Bayuk, of Bayuk Bros., Philadelphia, left San Francisco headed for the Quaker City. Sam gained his honors on the golf courses in this section of the woods and they say that he feels so enthusiastic about it that he is going to challenge A. Santaella for a match. Mr. Bayuk cleaned up the Ehrman Bros., Horn & Co. outfit in great style on the links and now he's going after other game.

### Golfs Between "Shocks"

Speaking of golf, a new star is about to appear on the firmament, from the latest and best information that can be assembled. Bert Solomon, genial shock absorber at the General Cigar Co.'s offices, has succumbed to the lure of the game. His official title is assistant sales manager and it might be said, like manager, like assistant. H. A. Jonas, sales manager, fell for the game of golf a long time ago and is some shark. He has interested his assistant and together they have organized a miniature links on the roof of the General's building. Whenever the shock-absorbing eases up a bit, Bert goes up to the roof and takes a few practice shots.

Ehrman Bros., Horn & Co. have opened a branch in Redding, northern California, known as the Redding Tobacco Co. M. Brick is in charge of the new branch.

### No Cause for Worry

Word comes from Fallon, Nevada, that Powers & Danford's affairs are in the hands of a receiver. They operate two places in Fallon, the second being known as the Rex cigar store. According to Mr. Stassburg, the receiver, nobody need worry, as the affairs will be straightened out forthwith.

### Easy Sailing

Izzy Mendelson, pipe expert, recently returned from Nevada, where he represented the entire line of Ehrman Bros., Horn & Co. Izzy hands out the information that anybody selling Optimos, Roi-Tans and Philadelphia Handmades in the sagebrush state does not have to be a salesman, just an order taker. Izzy left his mark wherever he called and returned with an armful of orders.

### Putting the Birds in Many "Cages"

Van Dyke Bankers are again as scarce as the proverbial hen's teeth, according to the General Cigar Co. White Owls are being hurried in as fast as possible, as they go out as soon as they come in. The General Cigar Co.'s salesmen are now out with a vow that White Owls will be placed in every store that sells cigars, and it is desired that not a few boxes but a case, if possible, be placed. White Owl 12s have become a permanent number of the General Co.'s list.

### General Cigar Co. Notes

M. A. Gunst and Milton Esberg of the General Cigar Co., are expected to return to San Francisco from New York about December 15, in time for the holidays. Among the General's representatives who visited the San Francisco office recently were Henry W. Fry, Sacramento; M. G. Macks, Stockton; Arthur Allen, Sacramento. The father of H. A. Jonas, general sales manager of the company, died recently and the condolences of the trade are being extended to him in his bereavement.

### Laying in Holiday Stocks

M. G. Pratt, merchant at Livermore; G. W. Hayes, for 17 years a dealer at Healdsburg, and J. D. Lewis, who retails 'em at Los Banos, visited San Francisco this week and placed orders for holiday goods.

### In Holiday Dress

Christmas packages of Herbert Tareyton cigarettes, five packages of twenty in each box, are now arriving in San Francisco, according to Sam Israel, Jackson street jobber. He is also receiving stocks of all Christmas packings, including the Velvet 16-ounce glass humidors, with ash tray top.

Sidney Rosenthal, who has been with Sam Israel, is now a salesman for William Cluff Co.

The American Tobacco Co. has notified jobbers that all orders for Christmas boxes of Pall Malls have been cancelled, the supply being exhausted.

George Clark, salesman for S. Bachman & Co., recently left for Portland, to which place he accompanied his mother, who is ill and who desired to be with her daughter in the northern city.

### Purchase of Coral Key Rights

H. L. Judell & Co. announce today that they have purchased from the General Cigar Co. the trade rights for the United States of the Coral Key cigar, which has been manufactured in Tampa. Judell & Co. have made no announcement as to their plans for the future in connection with this brand.

Reginald Levy of Levy & Green, hustling retailers of Vallejo, was in San Francisco recently. This firm is now exhibiting a most attractive display of Norwoods, in 10s.

### His Usual Performance

Charles "Norwood" McCormick returned recently from Los Angeles, where he enjoyed an excellent business.

Milton "El Belmont" Glass, representative of the Havana-American Cigar Co., is now in the Fresno district, covering that territory in company with T. A. Ryan, traveler for H. L. Judell & Co.

Frank J. Kowalkowski, retailer at 1061 Fillmore street, has filled a voluntary petition in bankruptcy, giving his liabilities as $2,818.67 and his assets as $1,500.

Valentine L. Rakovsky, former proprietor of the cigar stand in the Turpin Hotel, was detained by the police yesterday, just as he was about to sail for Panama on the steamer *Ecuador*. He is accused of grand larceny by Samuel H. Miller of Los Angeles, who purchased the Turpin stand. It is claimed by Miller that Rakovsky told him that the stand was free of debt when he purchased it and subsequently he found it was encumbered. Miller says he paid $4,700 for the business, $3,100 in cash and a note for $1,600.

**Flexlume Signs--**

*They Bring in Sales 24 Hours a Day*

YOUR sign's first aim is to command attention — to make *your* store stand out from all the others. That is what brings business.

Flexlume Electric Signs are built for exactly that purpose.

A Flexlume will work for you night and day—*raised*, snow-white glass letters in the day time, solid letters of light at night. Flexlumes have greatest reading distance, lowest upkeep cost, most artistic designs.

*Let us send you a sketch showing a Flexlume to meet the particular needs of your business*

**FLEXLUME SIGN COMPANY 31 Kail St., Buffalo, N. Y.**

***Flexlume—Electric Signs Made Only by the Flexlume Sign Co.***

# CIGARETTE FACTORY SUPPLIES

**Cigarette machines for sale or for rent.**
**Machine operators furnished by the day or week.**
**Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.**

***Write or phone for quick service.***

**New York Cigarette Machine Co., Inc.**
**2-6 Elm St., New York. Phone Worth 3820**



FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS



L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE



# PERFECT LITHOGRAPHY

CIGAR LABELS BANDS

American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.



CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK


## Snow in Albany

(*Continued from page* 28)

up a friendly cigaret or pipe, an' blast away full-tilt 'til they heard a quick an' firm step in the lobby.

"That was Al Rennie. He was only the manager, a-course, an' when he came in he'd sorta glare around, an' then walk out again. Quick as a flash every smoke went out, always, then in would come Al again, and take up his various duties of the day!

"Never did he jaw a barber, even, for breakin' this ironclad rule. An' he came in an' went out an' came in again like that for moon on moon, so resolved was he never to see a good rule even bent!"

THE SMOKER.

## Steal 50,000 Cigars

LYNCHBURG, Va., Nov. 26.—C. R. North & Bro., wholesale grocers here, have reported to the police that thieves broke into their store and stole 50,000 cigars.

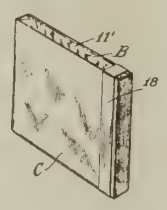
### Sells Interest in Business

STURGEON BAY, Wis.—Arnold Langemak has sold his interest in the cigar, pool and billiard hall here, to Martin Peterson.

## Patents Recently Granted

By U. S. Patent Office

No. 1,396,749. CIGARETTE-PACKAGE. George W. Hill, New York, N. Y., assignor to American Tobacco Company, a Corporation of New Jersey. Filed Aug. 4, 1916. Serial No. 113,091. 4 claims.

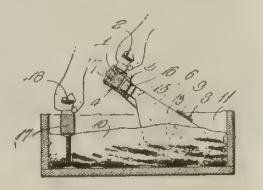



1,396,749

A cigarette package comprising an inner casing of relatively stiff material having a permanently open end and in which the cigarettes are initially packed, an intermediate wrapper sheet of relatively flexible material completely enveloping the inner cigarette-containing casing, and an outer flexible pouch-like cover receiving the wrapper casing, said pouch-like cover also having a permanently open end through which the adjacent portion of the wrapper casing is exposed.

* * *

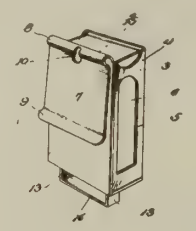
No. 1,397,060. TOBACCO-PACKER. Ellsworth Slack, Miamisburg, Ohio. Filed Aug. 30, 1920. Serial No. 407,002. 7 claims.



1,397,060

A tobacco packer comprising a cross head, side arms extending from the cross head, a cross strip carried by the side arms, resilient blades connected with the cross head and extending rearwardly therefrom adjacent the side arms, and blades pivotally connected with the cross head and extending rearwardly thereof beneath the cross strip.

No. 1,397,232. MATCH-BOX HOLDER. Clinton E. Prickett, Fairmont, W. Va. Filed Jan. 11, 1921. Serial No. 436,479. 4 claims.



1,397,232

A device for the purpose set forth comprising a holder adapted to receive a match box and provided in its bottom with spaced openings, and a lifter comprising a box-engaging member arranged within the holder, and members extending from said box-engaging member through the openings in the bottom of the holder, nd a handle member connecting said end members.

## Continuance of Better Leaf Buying Noted

CHICAGO, Nov. 26.—A continuance of better buying is reported along Chicago's "Tobacco Row." Members of the leaf trade here say that while there has been but little change in the situation lately the demand for leaf keeps up and buying, while it is being done on a rather conservative basis, is growing heavier little by little, indicating a better movement of cigars.

### Cigar Movement Heavier

Cigar movements are reported in some centers supplied by the Chicago leaf trade as heavier. This heavier movement is more noticeable among the higher grade goods which are said to be meeting with a satisfactory demand.

High quality wrappers, fillers and binders are moving fairly good it is said, but this better movement is not quite so predominant in the cheaper lines. Despite the cry for lower prices, cheap goods, which are of cheap quality as well, do not create the anticipated demand on the open market, it is said.

While not rushing, a fairly good business is being done.


The House of Special Process
High Grade Cigar Bands and Labels
ESTABLISHED 1870
*50 Years' Experience in Lithographic Art*
WM. STEINER SONS & CO.
257-265 WEST 17th ST. NEW YORK CITY

Charles Denby
BEARS THE DISTINCTION OF NATIONAL FAME AND DISTRIBUTION

LA FENDRICH
*HAVANA CIGAR*
THE EXTRAORDINARY SALE PROVES ITS GENUINE WORTH AND MERIT

H. FENDRICH (INCORPORATED) EVANSVILLE, IND.
MAKERS OF GOOD CIGARS FOR 71 YEARS

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Cuba**

*S. S. Morro Castle* —Nov. 24
Acker, Merrall & Condit Co..... 15
G. W. Faber, Inc..... 27
United Cigar Stores Co..... 10

Cases
Alpers & Mott..... 7
B. Wasserman & Co..... 15
Duncan & Moorhead..... 5
Benson & Hedges..... 4
Charles & Co..... 6
C. Lopez & Co..... 4
Stearn Co..... 7
G. S. Nicholas & Son..... 8
O. Heyman..... 1
Leslie Plantin & Son..... 6
Scholie Bros..... 1
New York & Cuba Mail S. S. Co. 43
Order..... 2

*S. S. Calamares* —Nov. 27
Rich & Co.....5 Cases
W. R. Grace & Co.....2 Packs

**Tobacco from Cuba**

*S. S. Morro Castle* —Nov. 24

Bales
Keiser & Boasberg..... 25
Friend & Co..... 35
John H. Goetze & Co..... 5
J. Sutter & Sons..... 60
E. A. Krausman..... 10
T. D. Downing & Co..... 15
Henry Oppenheimer & Co..... 179
Suarez & Cresco..... 5
Nussbaum & Bower..... 12
S. Ruppin, Inc..... 18
Ernest Ellinger & Co..... 64
Fernandez & La Rosa Co..... 10

Barrels
New York Tampa Cigar Co..... 19
Max Schwarz..... 11
E. Rosenwald & Bro..... 35
Hinsdale, Smith & Co..... 90
Selgas & Co..... 60
B. Diaz & Co..... 11
S. Ruppin, Inc..... 197
Stern, Mendelsohn Co., Inc..... 165
Ernest Ellinger & Co..... 30

Packs
J. Bernheim & Son..... 135
American Cigar Co..... 39
A. Pompez..... 6
Henry Oppenheimer & Co..... 6
Consolidated Cigar Corp..... 47
Suarez & Cresco..... 8
Stern, Mendelsohn Co., Inc..... 19
Ernest Ellinger & Co..... 13
New York & Cuba Mail S. S. Co. 280

**Cigars from Porto Rico**

*S. S. Sagua* —Nov. 27

Cases
United Cigar Stores Co..... 160
Porto Rican-American Tob. Co.... 113
Infanzon & Rodriguez..... 21

**Tobacco from Porto Rico**

*S. S. Sagua* —Nov. 27

Bales
I. Lewis Cigar Mfg. Co..... 75
J. Cohn & Co..... 37
A. M. Leon..... 5
P. Lorillard & Co..... 350
Porto Rican Tobacco Co..... 150
C. M. Garcia..... 5

Barrels
R. A. Eschevarria..... 62
J. Cohn & Co..... 57
Pedro Costa..... 12
Selgas & Co..... 50
Bosch Bros..... 83
A. M. Leon..... 25
Wm. Schall & Co..... 164
C. M. Garcia..... 6
Rosenstadt & Waller..... 42
Max Gans & Sons, Inc..... 96

*S. S. Philadelphia* —Nov. 28

Bales
P. Lorillard & Co..... 707
E. Rosenwald & Bro..... 40
Robert Gans..... 11

Barrels
Stern, Mendelsohn Co., Inc..... 261
E. Rosenwald & Bro..... 170
Max Gans & Sons, Inc..... 94

**Tobacco from Southampton**

*S. S. Carmania* —Nov. 28
L. Rothman & Co.....1 Case

**Tobacco from Liverpool**

*S. S. Celtic* —Nov. 28

Cases
A. C. Fetterolf..... 1
Amerman & Patterson..... 1

*S. S. Cedric* —Nov. 22
Daniel Bacon.....19 Hogsheads

**Tobacco and Cigars from Liverpool**

*S. S. Celtic* —Nov. 28
A. C. Fetterolf.....9 Cases

**Tobacco from Rotterdam**

*S. S. Noordam* —Nov. 26

Bales
E. Rosenwald & Bro..... 35
Universal Leaf Tobacco Co..... 4
W. C. Smith & Co. (Cincinnati, Ohio)..... 70
Cullman Bros..... 131
Herzog & Sarluy..... 13
American Sumatra Tobacco Co.. 41
H. Duys & Co..... 15
National City Bank.....1 Case
American Sumatra Tob. Co.....1 Box

**Tobacco from Puerto Plata**

*S. S. Tosta* —Nov. 25

Seroons
Innes & Co..... 184
Willock & Co.....1632

**Tobacco from Bremerhaven**

*S. S. America* —Nov. 26
Standard Comm. Co.....1712 Cases
Internat. Planters' Corp...5 Hogsheads

**Tobacco from Christiania**

*S. S. Bergensfjord* —Nov. 22
Universal Leaf Tobacco Co.....1 Case

**Tobacco from Smyrna**

*S. S. Themistocles* —Nov. 24

Bales
Equitable Trust Co.....3430
National City Bank..... 486
National City Bank.....1 Case

**Tobacco from Constantinople, Carlovassi, Volo and Patras**

*S. S. Themistocles* —Nov. 24

Bales
American Comm. Co..... 560
Order..... 107
Melachrino Tobacco Co..... 290

**Cigarettes from London**

*S. S. Adriatic* —Nov. 24
C. S. Grant & Co.....1 Case

**Cigarettes from Marseilles**

*S. S. Patria* —Nov. 22
G. W. Sheldon.....1 Case

**Cigarettes from Liverpool**

*S. S. Cedric* —Nov. 22
Kinney Duke American Tob. Co.
3 Cases

**Cigarettes from Havre**

*S. S. Chicago* —Nov. 21
American Tob. Co.....62 Cases

**Cigarettes from Porto Rico**

*S. S. Ponce* —Nov. 21
Porto Rican-American Tob. Co..1 Case

**Cigarette Paper from Havre**

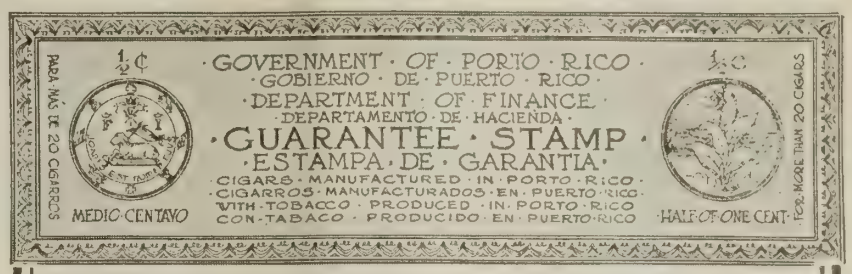
*S. S. Chicago* —Nov. 21
D. J. Morrison.....7 Cases

*S. S. Leopoldina* —Nov. 26

Cases
American Tobacco Co..... 112
Southern Pacific Co..... 4

**Cigarette Paper from Southampton**

*S. S. Carmania* —Nov. 28
L. Rothman & Co.....1 Case


# YOU ARE PROTECTED

AGAINST ADULTERATION WHEN BUYING PORTO RICAN TOBACCO BY

# GOVERNMENT GUARANTEE STAMPS

WHICH PLAINLY SHOW THE SOURCE OF ALL TOBACCO SHIPPED FROM THAT ISLAND

## Benefits Dealer and Consumer

## TAKE NOTICE THAT

**Every Package Containing Tobacco Leaf, Scrap or Cigars Must Display One of the Following Guarantee Stamps:**

### TOBACCO:—

*WHITE—Genuine Porto Rican growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries.*
*PINK—Tobacco of Foreign growth.*

### CIGARS:—

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd in P. R. with Tobacco not a product of P. R.*

---

GOVERNMENT OF PORTO RICO

## TOBACCO GUARANTEE AGENCY

*J. F. Vazquez, Agent*

**126 Maiden Lane** **New York City**

Telephone—John 1379

**OLD PORT** 10 for 30c — **CUBAN AMBASSADOR** 10 for 35c

These Little Cigars Offer a Large Profit to Dealers

**H. WEISS, Mfr.** **746 Third Ave., New York City**

# Directory *of* TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

**Tobacco Association of the United States**

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

## Imports

(*Continued from preceding page*)

**Cigarette Paper from Marseilles**

*S. S. Patria* —Nov. 22
P. J. Schweitzer.....50 Cases

**Cigarette Paper from Trieste**

*S. S. Argentine* —Nov. 12
Knauth, Nachod & Kuehne...3 Cases

**Cigarette Paper from Bordeaux**

*S. S. Texas*
American Tobacco Co..... 62
American Tobacco Co.....1027

**Cigarette Holders from Hamburg**

*S. S. East Cape* —Nov. 26
Atlantic Forwarding Co.....3 Cases

**Smoking Pipes from London**

*S. S. Maine* —Nov. 28
B. Meiz.....11 Cases

**Tobacconists' Goods from London**

*S. S. Maine* —Nov. 28
A. Frankau & Co.....3 Cases

**Clay Pipes from Rotterdam**

*S. S. Noordam* —Nov. 26
American Express Co., Inc...12 Cases

**Clay Pipes from Liverpool**

*S. S. Cedric* —Nov. 22
Quebec S. S. Co.....3 Packs

**Tobacco Pipes from Liverpool**

*S. S. Cedric* —Nov. 22
Irving National Bank.....3 Cases

**Smokers' Requisites from Southampton**

*S. S. Adriatic* —Nov. 24
Interocean Forwarding Co..2 Trunks

**Licorice from Marseilles**

*S. S. Patria* —Nov. 22
A. M. Leslie & Co.....125 Cases

**Tobacco Pipes from Southampton**

*S. S. Carmania* —Nov. 28
Irving National Bank.....3 Cases

**Smoking Articles from Rotterdam**

*S. S. Nieuw Amsterdam* —Nov. 20
A. B. Newman & Co.....5 Cases

## Co-operative Marketing

(*Continued from page* 15)

warehouses. The plan was characterized as being beneficial to the tobacco markets as a whole as well as to the farmer. It would stop gluts on the market and tobacco deterioration and it would mean the spreading out of the sale of tobacco throughout the year instead of through a certain season of the year.

The method as outlined would be for the farmer upon curing his tobacco to bring it to market. It would go into the same warehouses now used for auction purposes where it would be set out and graded by a corps of appraisers who would fix an approximate price. The tobacco would then be prized and stored away and the farmer would be given a certificate on which to borrow money pending the actual sale of his tobacco which would be done leisurely. This is roughly the theory of the plan as it was explained to the local business men.

The success of the undertaking is said to lie largely in the manner in which the large buying corporations will accept the setting of a price on a product which is offered to them for sale.—TETLEY.

### A Change of Ownership

ROUND LAKE, Minn.—Henry Mundt, cigars and pool, sold out to F. L. Thompson.

### New Cigar and Pool Business

DETROIT, Mich.—The Tuxedo Poolroom, Cigars and Pool business, has been opened at 34 Monroe avenue.

### Cigars and Billiards

DETROIT, Mich.—The Opera Billiard Parlor, cigars and billiards, has been opened at 33 Campus Martius.

### Open Cigar and Pool Business

BOWBELLS, N. Dak.—Chas. Ray and Peter Koch have opened a cigar store and pool business here.

### Sells Out Business

GLEN ULLIN, N. Dak.—E. C. Hudson, proprietor of a cigar and pool establishment in this place, has sold out to Nick Seeberger.

### Has Purchased Interest

BEAVER DAM, Wis.—Burt Haneman has purchased from Fred Hawley an interest in the Hawley & Vouck Cigar Store.

## CLASSIFIED ADVERTISEMENTS

### FOR SALE

Lb.
GENUINE HAVANA SCRAP....45c
CONN. CIGAR SCRAP.....15c
PICADURA SCRAP.....12c

SAMPLES SENT ON REQUEST

J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

FOR SALE—Stripped and Unstripped Havana tobacco of various types—also some Wrappers, at attractive prices. Samples available. Y. Pendas & Alvarez, 4 White St., New York City —Telephone Canal 7748.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

### New Establishment

OVID, Mich.—Mrs. A. Taylor & Son have opened a cigar store with side lines here.

### New Cigar Store

ST. JOHNS, Mich.—Jafe Gallagher has established a new cigar store, in connection with other lines here.


# K A R I N A

The Mildest Cigar

Made in Tampa, Fla.

*Showing one of our beautiful Christmas packings in Boite Nature*

**FRANKLIN MAC VEAGH & CO.**
**CHICAGO, ILLS.**

# TOBACCO

ESTABLISHED 1886

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879
Published Every Thursday by the Tobacco Trade Journal Co., New York

Vol. LXXIII. No. 6 NEW YORK, DECEMBER 8, 1921 Per Annum, $2.00 Six Months, $1.00


## National Cigar Leaf Men Heard on Tariff Bill

**Charles Fox, the Association's Legislative Committee Chairman, Presents Arguments Before Senate Finance Committee—Urges Vital Importance of Amending Tobacco Schedule in Permanent Tariff Measure—Points Out Serious Situation of Cigar Industry—Document Covers Numerous Important Features.**

WASHINGTON, D. C., Dec. 7.—Charles Fox, chairman of the legislative committee of the National Cigar Leaf Tobacco Association appearing before the Senate Finance Committee today on the tobacco schedule of the permanent tariff bill, presented the following arguments:

On behalf of the National Cigar Leaf Tobacco Association, we desire to urge upon your honorable committee the vital importance of amending the Tobacco Schedule of House Bill 7456 in several particulars in order to avoid serious injury to the cigar industry of the United States and to the growers and distributors of cigar leaf. The amendments which we suggest are absolutely necessary to avoid further acceleration of the present downward tendency of cigar production, which is rapidly reducing the Federal revenues from the internal tax on cigars and the customs duties on imported cigar leaf.

**Present Condition of Cigar Industry**

Only the most cursory examination of the statistics of production of the cigar industry during the past twenty years is necessary to convince any intelligent person that the present situation is most critical and that only the wisest and most farsighted policy in the way of tax readjustment can rescue it from impending ruin. The following table showing the output of cigars and cigarettes since 1900 is incontrovertible evidence that the cigar manufacturers can carry no further burdens but, indeed must have substantial relief if the industry is not to become moribund:

| Year | Cigars | Cigarettes |
|---|---|---|
| 1901 | 6,914,639,012 | 2,728,153,697 |
| 1902 | 6,907,830,553 | 2,971,360,447 |
| 1903 | 7,398,424,150 | 3,366,486,715 |
| 1904 | 7,376,669,742 | 3,433,993,422 |
| 1905 | 7,551,510,893 | 3,673,727,411 |
| 1906 | 8,137,299,563 | 4,511,997,137 |
| 1907 | 8,376,113,787 | 5,270,556,938 |
| 1908 | 7,561,419,809 | 5,760,501,296 |
| 1909 | 7,710,798,474 | 6,836,652,435 |
| 1910 | 7,928,324,051 | 8,663,709,484 |
| 1911 | 8,262,337,873 | 10,486,379,819 |
| 1912 | 8,099,448,730 | 13,183,693,899 |
| 1913 | 8,530,916,995 | 15,570,798,437 |
| 1914 | 8,248,891,047 | 16,868,720,463 |
| 1915 | 7,665,328,265 | 17,980,164,482 |
| 1916 | 7,932,610,191 | 25,312,486,611 |
| 1917 | 8,527,119,269 | 35,356,860,177 |
| 1918 | 7,901,015,823 | 46,680,317,081 |
| 1919 | 7,785,592,891 | 53,151,673,142 |
| 1920 | 8,549,980,895 | 47,458,143,607 |

The above figures show that while the output of cigarettes in 1901 was but little more than one-third that of cigars, it has now risen to nearly six times the cigar industry, which has practically stood still for twenty years.

The following table shows the production for the first nine months of 1921 as compared with the corresponding months of 1920:

| | Cigars | Cigarettes |
|---|---|---|
| *Jan.-Sept., 1921 .. | 5,129,719,750 | 43,771,605,983 |
| *Jan.-Sept., 1920 .. | 6,132,717,200 | 39,392,598,852 |

It will be noted that the production of cigars for the first nine months of 1921 has been at the rate of but 6,839,623,000 for the calendar year, a much smaller total than in any year since 1900. Cigarettes, on the other hand, show an increased output for the first months of the calendar year 1921, being at the rate of approximately 58,000,000 per annum.

The new tariff imposes heavy additional burdens upon the cigar industry, which is already staggering under adverse conditions that have prevented any increase in production during the past 20 years and that are now restricting the output at a rate which promises smaller production for 1921 than in any other year since 1900. Wrapper tobacco is raised by the new bill from $1.85 to $2.10 per pound—an increase of 25 cents; filler tobacco is raised from 35 cents to 45 cents per pound, and scrap tobacco from 35 cents to 55 cents per pound. It goes without saying that these duties will be added to the cost of imported Sumatra wrappers, and to Cuban fillers and scrap, will very materially increase the cost of producing cigars. Domestic growers of cigar leaf tobacco, however, will receive little or no benefit, but in the main will be adversely affected for the reason that both Sumatra wrappers and Havanna fillers are used in combination with cigar leaf of domestic production and are necessary to sustain the demand for domestic leaf. If their price is raised because of the increased duty, the cigar manufacturer will have no alternative but to reduce the price he can pay for domestic wrappers, binders and fillers, unless he can cut the wages of his workmen, which now appears to be out of the question.

To increase the price of any grade of cigars under existing conditions is an absolute impossibility; on the contrary, the demand for lower prices for merchandise of every kind is being accentuated in the case of cigars, and in the effort to maintain quantity production on a scale that will continue to afford employment for workers in the industry, many factories are now operating on a dangerously narrow margin where, indeed, they are making any money at all.

It has been demonstrated beyond ques-

(*Continued on page* 16)

*The statistics showing the output of cigars and cigarettes from 1901 to 1919, both inclusive, are the official production figures of the Internal Revenue Bureau. Such figures for the nine months of 1921 are not yet available; hence we have used the official figures of the Bureau showing the sales of stamps (which cover the production for domestic consumption and the imports), and have subtracted therefrom the imports and added thereto the exports as shown by the official figures of the Department of Commerce. The totals thus obtained very closely approximate the actual production of cigars and cigarettes for the periods referred to.

## Tobacco Men Appearing Before Senate Committee

WASHINGTON, D. C., Dec. 6.—The following appearances have been entered with the Finance Committee on the Tobacco Schedule, No. 6, for the hearing on Thursday: W. L. Crounse, Washington, D. C., representing the National Cigar Leaf Tobacco Association; J. A. Block, Wheeling, W. Va., representing the Independent Tobacco Manufacturers' Association; Charles J. Eisenlohr, Philadelphia, representing Otto Eisenlohr & Brother; Harvey L. Hirst, Philadelphia, representing Bayuk Brothers; Mortimer Regensburg, New York City, representing E. Regensburg & Sons; Senator Duncan U. Fletcher, of Florida; José Escalante, representing the Cigar Manufacturers' Association of Tampa; Barett Andrews of New York City, representing the Dorland Agency, Inc.; Senator Shortridge, representing the Associated Tobacco Growers of California; Junius Parker of New York City, representing the American Tobacco Co.; M. L. Floyd, representing the New England Tobacco Growers' Association, Hartford, Conn.; Milton H. Ranck, Lancaster, Pa., representing the Lancaster Leaf Tobacco Board of Trade; John R. Young, Philadelphia, representing the Philadelphia Leaf Tobacco Board of Trade; Alfred Aaron, New York City, representing the Associated Tobacco Growers of California, and Charles Dushkind, New York City, representing the Tobacco Merchants' Association of the United States.

## "Trust" Case Postponed

MILWAUKEE, Wis., Dec. 3.—Hearing on a demurrer filed by a number of Milwaukee wholesale tobacco companies to "trust busting" action brought against them by the attorney general has been continued until December 12, by Circuit Judge L. W. Halsey. The tobacco companies have demurred to the State's complaint on the ground that it is not specific enough to afford cause of action.

## Licensed Under Federal Act

WASHINGTON, D. C., Dec. 5.—More interest in having their warehouses licensed under the Federal Act administered by the Department of Agriculture is being shown by warehousemen who operate on a large scale.

There is one licensed tobacco warehouse with a number of tobacco applications pending.

## For Exporting Tobacco

WASHINGTON, D. C., Dec. 5.—During the week ending December 3, the War Export Corporation approved the advance of $42,000 for exporting tobacco.

## Parker Protests Turkish Tobacco Rate

(Special Telegram to TOBACCO)

WASHINGTON, D. C., Dec. 7.—Junius Parker appeared this morning before the Finance Committee on behalf of the American Tobacco Company and the Tobacco Merchants Association. He protested against the rate on Turkish tobacco and condemned the Turkish substitute grown in California. He was followed by Senator Shortridge of California who spoke in favor of the California product.—LAMM.

## Internal Revenue Receipts During October

WASHINGTON, D. C., Dec. 6.—Figures which have just been made public by the Bureau of Internal Revenue show that the tobacco tax receipts for the month of October of this year totaled $25,933,064.29 as compared with $22,507,987.42 for the same month of last year.

The revenue on large cigars amounted to $4,288,752.60 in October of this year as compared with $5,230,867.31 for the same month of last year. The revenue on small cigars amounted to $90,861.63 in October of this year, as compared with $91,324.14 collected in the same month of last year.

Large cigarettes yielded a revenue of $23,241.20 in October of this year, as compared with $27,964.33 in the same month of last year. And small cigarettes brought $14,633,671.35 revenue in October of this year, as compared with $11,522,455.82 in the same month of 1920.

The revenue on snuff of all descriptions during October of this year was $665,227.90, while during the same month of last year the revenue on this commodity amounted to $490,839.84.

Chewing and smoking tobacco yielded a revenue of $6,069,314.49 in October of this year, while the revenue collected in the same month of last year amounted to $4,922,741.07.

Cigarette papers and tubes yielded a revenue of $115,056.65 in October of this year, while the amount collected on them in October of last year was $106,419.07.

Floor taxes on cigars, cigarettes, tobacco and snuff during October of this year amounted to $913.55, as compared with $21.441.39 in the same month of last year.

Additional taxes on cigar and cigarette stamps during October of this year amounted to $274.79, as compared with $1,192.68 in the same month of 1920.

Additional taxes on tobacco and snuff stamps in October of this year amounted to $4, as compared with nothing last year in October.

Special taxes on manufacturers of cigars, cigarettes and tobacco during October of this year amounted to $45,746.13, as compared with the same tax in October of last year which amounted to $92,741.77.—LAMM.

### Destroyed by Fire

GRANTSBURG, Wis.—Harley Jensen's cigar and pool establishment here has been burned out.

# The John Steigerwald Cigar Company Situation

## Committee Suggests Acceptance of Small Percentage in Full Settlement—Unsecured Claims Foot Up $336,742, According to Available Figures—Assets Estimated at $19,000—O. L. Croll Makes 10% Cash Offer and W. B. Steward Offers Notes for 5% Additional.

PHILADELPHIA, Dec. 5.—Creditors of the John Steigerwald Cigar Co. have been provided with the following information and suggestions:

"The committee appointed by the creditors has been almost daily in conference in connection with the affairs of the company. It has had an accountant audit the books to the best of his ability in view of the fact that they were not kept accurately, and has had several meetings with Wilbert B. Steward, the treasurer of the company. The most accurate figures obtainable, which, however, are believed to be fairly accurate, are as follows:

| | |
|---|---|
| "Unsecured cerditors..... | $162,636.47 |
| "Secured creditors, deficiency in security ..... | 95,254.15 |
| "Open accounts payable..... | 78,852.18 |
| "Total unsecured claims.... | $336,742.80 |

"A careful inventory and appraisement by your committee of the physical assets at replacement values shows a total worth of about $19,000. The accounts receivable are omitted because it would be impossible to state them with accuracy without communicating with every person on the books. It is not believed, however, that the accounts have much, if any, value, most of them having already been assigned.

"As a result of the meetings an offer has been made to purchase the assets of the company for 10 per cent of the unsecured claims, assuming that as estimated they will not exceed $350,000. If, therefore, such sale is consummated, every unsecured creditor will receive from the purchaser a 10 per cent settlement, and Wilbert B. Steward's note for 5 per cent additional in accordance with the statement made at the creditors' meeting.

"Mr. Steward has advised us, and we believe that he has used every effort to get an endorser to this paper, but has been unsuccessful.

"The contemplated sale calls for a deposit of $10,000 with the Creditors' Committee as earnest money, and provides that if the creditors accept the settlement, and the purchaser defaults, he shall forfeit the $10,000, which will thereupon become available for the benefit of creditors, but that the deposit shall be returned to him if the settlement is not promptly accepted.

"From the standpoint of creditors, we think this is the best proposition that can be obtained, since it will yield creditors $35,000 for assets believed to be worth not more than $19,000, and at forced sale probably less. It is the same offer which was made to the creditors at the last meeting and which was approved by them.

"The committee is satisfied that in bankruptcy there would be practically nothing for general creditors after the expenses of the proceedings are paid. The committee is also satisfied that the money being furnished by Steward or any stockholder or officer of the company, but from outside sources.

"If the settlement is to be made, it must be made quickly as expenses are running on, and it is to everyone's advantage not to delay matters. You will in due course receive from the proposed purchaser of the assets a formal notice in compliance with the provisions of the Bulk Sales Act.

"In order to make this plan operative acceptance within one week is necessary on the enclosed form, which should be signed and returned to our counsel at the address below noted."

This report and recommendation was signed by John O. Wilson, chairman; John C. Wolforth, Robert C. McKee and A. V. Jockel, "for the committee." And the address of counsel given was that of Wolf, Block & Schorr, 1118 Real Estate Trust Building, Philadelphia.

Oliver Laurence Croll made the following written offer:

"I beg to advise you that I propose to purchase from the John Steigerwald Cigar Company, with the approval of the Committee of Creditors, its assets, to wit, stock of merchandise on hand, machinery, tools, fixtures, furniture and equipment, accounts and bills receivable, cash on hand or deposited with banks, labels, bands, advertising matter, and all other property in the company's place of business, 125-127 N. 7th St., Philadelphia; trade marks, trade names, good will and right to use the title John Steigerwald Cigar Company, together with all the other assets of the company as a going concern, including the company's equity, if any, in merchandise or accounts heretofore pledged by it. The price to be paid for the business and assets of the said John Steigerwald Cigar Company in bulk will be a sum equal to 10 per cent of all its unsecured indebtedness exclusive of claims of any stockholders, officers, or relatives of stockholders, and claims of the United States and preferred wage claims, said purchase price not, however, to exceed $35,000, it being assumed that the unsecured indebtedness of the said company as stated to the purchaser is less than $350,000. Settlement will be made for the said business and assets at 10 o'clock A. M., December 20, 1921, at the offices of Fox & Rothschild, 901-04 Flanders Building, 15th and Walnut Sts., Philadelphia, provided all terms of the offer of purchase are complied with by the seller. A copy of the Statement of Creditors furnished to me by the John Steigerwald Cigar Company, in accordance with law, is herewith enclosed."

### Wilbert B. Steward's Proposal

Wilbert B. Steward, treasurer of the John Steigerwald Cigar Company, made the following additional proposition to the Steigerwald creditors:

"In accordance with the statement made at the last meeting of creditors, I have agreed with the Creditors' Committee to give to each of the unsecured creditors my six months' note for five per cent (5%) of their respective claims in addition to the cash payment to be made by the purchaser of the assets, provided the proposed sale of the assets is consummated."

# Some Memories of Famous Smokers

By GEO. R. SIMS, in *Tobacco World*, London

When owing to an error of judgment on the part of a distinguished statesman in search of new sources of revenue the Havana cigar was placed beyond the reach of thousands of its devotees, it was to many of us as though a flower garden in which we loved to linger had suddenly been deprived of its fragrance.

When the choice Havana became too expensive a luxury for men of modest means, the loss had a distinctly adverse effect upon the community, both physically and mentally. The good cigar is a social force. Its influence is benign. When that famous preacher, the late Rev. C. H. Spurgeon, defending himself for his love of the leaf, declared that he smoked a good cigar to the greater glory of God, he was only putting a plain truth in the phraseology of the pulpit. The appeal of a good cigar is not only to the sense of taste and the sense of smell, but to the sense of well-being.

Dr. M. G. Forster, recently addressing the British Association, declared that the smell of frizzled bacon actuated a wonderful chemical action in the body which was the beginning of a process which smoothly and rapidly converted breakfast into blood. This process was described as one of the daily marvels of the breakfast table.

The fragrant odor given off by the lighted leaf of Havana accomplishes marvels which are quite as useful and far more poetic. A good cigar, a cigar of flavor and of fragrance, not only opens for us the Ivory Gate of Dreams, it furnishes balm for the brain, it soothes the nerves and dulls the edge of care. The smoking of a good cigar lifts you to heights to which no other form of tobacco can bear you. It is a passport to the happy dreamland which is a land of peace.

Under its influence the cares that infest the day may "fold their tents like the Arabs and as silently steal away." It can, like music, soothe the savage breast. It can and does bring out our better social qualities, and it fosters our generous impulses.

One evening at his beautiful home at Sandgate I was dining with my late friend and collaborator, Henry Hamilton, the Drury Lane dramatist, and he produced a box of magnificent cigars. "I always keep two boxes of these by me," he said, "one for my friends and one for my enemies."

"Why for your enemies?" I asked, a little astonished. "Because whenever I discover that a man is my enemy," was the reply, "I give him a good cigar and make him my friend."

When the three brothers Rothschild, Lord Rothschild, Leopold de Rothschild and Alfred de Rothschild, reigned at New Court, I had occasion to see them one or twice in connection with a series of articles I was writing on the East End alien question. I was able to do some little service to the cause the brothers had at heart. One day Mr. Leopold said to me, "I want to give you something that will always make you think pleasantly of your visits to New Court." And with that he smilingly presented me with a hundred Villar Villar Rothschilds. The great banker knew the value of the choice Havana as a promoter of kindly feeling and a cementer of friendship.

It has been said that you may forget the man who gives you a good dinner, but you will never forget the man who gives you a good cigar. There is a magnetism in the cigar case that is irresistible.

Mario, the great tenor, was such an ardent lover of the choice Havana that he was rarely without one in his mouth. Even when he was appearing in grand opera he would smoke a cigar in the wings, and when it was time to go on he would pop it into the mouth of his dresser, who had to keep it alight until the great singer had finished his solo or taken his part in a passionate love scene. Then he would come off the stake and resume his smoke.

When he entertained friends in his home Mario always produced a box of magnificent Havanas. One of his guests was in the habit of filling his own case for future requirements. When Mario's attention was drawn by a friend to the fact he only smiled and said, "Oh, that's all right. The poor devil likes good cigars and probably can't afford to buy them."

Some years ago in a licensed lodging house in Dorset street, Spitalfields, I came upon a man of education who had known wealth, gone the pace and fallen into utter poverty. We chatted a moment, and before we parted I took a cigar from my case and gave it to him. As a matter of fact, it was one of the Rothschilds.

A week or two later I was in the doss house again, and the derelict was still there. Recognizing me, he came forward and pressed my hand. "I want to thank you," he exclaimed, "for giving me once again all I had lost. While I was smoking that cigar of yours I was back again in the old days filled with the joy of life. It was the happiest time I have spent for years."

I offered him another cigar. "No, thank you," he said, sadly; "the dream was delightful. But, oh! the waking up!" I could not send the poor fellow a supply of choice cigars to keep him happy for the rest of his life, so we felt it at that.

It is the joy of life, the gentle joy of life, that the good Havana brings to all who woo My Lady Nicotine in her fairest form. The temporary banishment of My Lady of Havana from the Englishman's home, and from his hospitality, left an aching void. His mental atmosphere was affected. His sense of well-being suffered. Deprived of the soothing effect of his favorite weed he became a prey to the prevailing spirit of unrest.

Today the lost joy has been restored to us, and the peace that comes with the fragrance of the lighted leaf of luxury is once more our own.

With the return of the Havana to the lips of those who love it the world has become a better place for smokers to live in.

## Lancaster Growers Want Tariff Cut

LANCASTER, Pa., Dec. 3.—President Milton H. Ranck, of the Lancaster Leaf Tobacco Board of Trade, has received a telegram from United States Senator Boies Penrose, informing him that the Senate Finance Committee will give a hearing relative to the leaf tobacco schedule in the tariff bill next Wednesday, December 7. Representatives of the trade from all parts of the country will attend the hearing. Mr. Ranck will go to Washington on Tuesday to attend the hearing, and will be accompanied by Leroy H. Nolt and Edward Cressman.

The hearing will be relative to the duty on imported tobacco, a matter vitally affecting local interests. The present duty on Sumatra leaf, fixed last summer by the Emergency Tariff Bill, is $2.35 per pound, having previously been $1.85. The local leaf men want the new schedule to fix the rate as near as possible to the old rate, $1.85, and the tobacco interests all over the country want this, except the Connecticut and Florida leaf men, who grow and deal in wrapper goods.

About 90 per cent of Pennsylvania tobacco goes into cigars wrapped with Sumatra, and any increased cost in that leaf means increased cost in cigars, and present conditions prohibit anything of a raise in prices. The result would be that a cut would have to be made somewhere, and as Pennsylvania is a filler growing state, it would have to come off the growers. This is what the leaf men want to prevent, and this is why they will try to have the new schedule of the tariff fixed as near $1.85 per pound as possible.

## Key West Activities

KEY WEST, Fla., Dec. 3.—The importation of tobacco through the port of Key West for local use amounted to 514 bales and these were valued at $56,398. This shows an increase in the number of bales, but a decrease in the values. In October the tobacco importations from Cuba were 489 bales with a valuation of $66,901, showing a lesser valuation to the amount of $10,503.

Since last writing several of the factories have suspended work until after the holidays and others have decreased the force. But the M. Perez Cigar Co. proves an exception to both. This factory is so rushed with orders that it will be necessary to work the force on Sundays to catch up. "It might be what you would call breaking the Sabbath," said A. Baez, of the office force, when asked for news from his factory, but, continuing, "the orders have to be filled and as it cannot be done during the working days, we will be obliged to work on Sundays." Instead of cutting the force this factory is increasing their workers weekly.

Also the E. H. Gato Cigar Co. and Mi Favorita Cigar Co., both continue working with full quota of forces.

The Cortez factory closed today for a short period of rest.

Thos. H. Saunders, of the Thomas H. Saunders Cigar Co., will leave this week for Baltimore, Md., where he will visit for several weeks.

# Tobacco Finance, No. Two

(Courtesy of *Federal Reserve Bulletin.*)

The following is the second of a series of articles describing the financing methods which are employed in the tobacco industry. Data were obtained partly through the co-operation of the Federal Reserve Agent, in the various districts, and partly direct from banks and persons interested in the industry in various capacities, as well as from other Government organizations. To all of them acknowledgment is due.

### II. Financing the Grower—Cigar Type Districts

The financing of the grower in the cigar type districts differs in important respects from that found in the manufactured and export type districts. Each will accordingly be treated in turn and considered as a unit. Consideration of the operations of the large grower-dealer corporations of the Connecticut Valley will, however, be postponed until the general subject of dealing in leaf tobacco is discussed.

### A. Accommodation to the Grower

The financial needs of the grower differ greatly as between the several districts. Fertilizer bills are large in the Connecticut Valley, but are comparatively small in Pennsylvania, Ohio and Wisconsin. Where diversified farming is practiced, as in Ohio and Wisconsin, the outlay for commercial fertilizer is much less than in the Connecticut Valley, where the one-crop system is practiced year after year and large quantities of commercial fertilizer are needed. In Pennsylvania large numbers of cattle are fed and manure is used to a certain extent instead of commercial fertilizer. In the Connecticut Valley, also, hail insurance is used by the growers of the sun-grown types, namely Havana seed and broadleaf, and fire insurance by the large growers of shade-grown tobacco and by growers of both classes after the tobacco is placed in the sheds. In that district alone insurance provides a considerable item of expense. Hail and fire insurance are said, e. g., to be bought in Wisconsin "at a very nominal figure."

As a general rule the growers in Ohio and Wisconsin are well to do and need very little financial assistance. In the Miami Valley, however, states one authority, owners of small farms where tobacco is practically the only cash crop produced, generally need more or less financial assistance to carry them from one crop to the next, and likewise with tenant farmers and croppers who reside in the village. In Pennsylvania more help is needed, but less than is required in the Connecticut Valley. A banker in York County, Pa., comments that "farmers in this section are small borrowers for any of their needs. This, we think, is evidenced by the large amounts deposited in our county banks on certificate of deposit."

The grower in the cigar type districts secures his accommodation from one of three principal sources—the bank, the fertilizer dealer, and, in the Connecticut Valley and Wisconsin, the leaf tobacco dealer. The landowner in some cases advances funds or indorses for the tenant, who then discounts the note at the local bank.

The store plays a minor role as a source of funds in all the northern cigar type districts. No local stores in these districts specialize in time business. It is reported that in Pennsylvania from 75 to 90 per cent of the growers pay cash at the local store for all the goods. These accounts are frequently settled on a monthly basis. Sometimes tenants and croppers in Ohio are assisted by the owner of the farm, and they are stated in many cases to pay their bills but once a year. In that State and Wisconsin, however, the business on the whole is done very largely on a cash basis. The same is true of the Connecticut Valley, although in that section certain stores show a larger proportion of time business. Prior to about 15 years ago in that section and to about 5 years ago in Pennsylvania, however, sales on crop time were frequent. In the case of such sales the grower seldom gives either his note, or security such as crop lien or chattled mortgage, although from Pennsylvania the use of a bill of sale at times is reported. Likewise, it is quite generally the practice for the local store in these districts to have only one price for both time and cash payments. Such differences as are reported in the Connecticut Valley and Pennsylvania are from 5 to 10 per cent or a small discount for cash.

In the Connecticut Valley, Pennsylvania, and Wisconsin the store in turn obtains such accommodation as it requires from the local bank rather than from wholesalers through purchases on time. There is no regular practice on the part of wholesalers of carrying local stores, and short terms, such as 30 days, are usually specified. The note given the bank may be secured by indorsement, or by collateral in the form of stocks and bonds, Liberty bonds, or insurance policies. Several Pennsylvania banks located at smaller points state that some growers' notes are discounted.

It is the general custom for the grower to borrow funds from the local bank to pay the store bill rather than to ask the local store to carry him. While the amount of credit granted the growers in Ohio and Wisconsin and to a lesser extent in Pennsylvania is small and often insignificant, so that it results in no strain whatever on the local banks, it is true that the greater part of the credit extended is advanced by the local banks. In the Connecticut Valley, on the other hand, they play an important role in furnishing funds to the growers. Many growers in that district, however, find it possible to do without help from the banks until harvest time. One Pennsylvania grower states that if a grower "can not sell by April 1, which is 'our settling day' in Lancaster County, he sometimes borrows money from his bank." The principal financing in Wisconsin, it is reported, is necessary where the grower is unable to sell his crop before Spring. The banks there ordinarily will advance a sum equivalent to one-half of what they consider the value of the crop, usually upon mortgage or upon presentation of a warehouse receipt where packed by local co-operative concerns.

The grower in the Connecticut Valley, Pennsylvania, and Wisconsin is not generally granted a line of credit by his local bank, but borrows from time to time as his needs require. The smaller growers usually are granted these loans in amounts ranging from $25 to $100 to $1,000 or larger. The loan is usually made on a straight note on four to six months' time, which is often indorsed by the grower's wife or neighbor. At times mortgages on farms or growing crops may be given, but this it not the prevailing practice. Other instances of collateral reported in the Connecticut Valley are savings accounts or Liberty bonds. The use of the latter, as well as stocks, was also reported in Ohio. The growers in the Connecticut Valley usually begin their heaviest borrowing in August and this continues through September or until the harvesting season ends. Applications by growers for loans at banks then fall off rapidly, though the amount outstanding does not decrease materially until January or February, when the grower commences to deliver his crop and receives funds with which he settles bank obligations. Farmers' obligations as a general rule should reach a low point by April 1. In the other cigar type districts liquidation likewise occurs during the first quarter of the year, when the crop is marketed.

It is stated from Pennsylvania that formerly dealers deposited funds in a local bank to cover purchases and drew against this deposit, but the practice has been generally discontinued and farmers are now given checks on Lancaster banks in which center most of the dealers are located.

Due to the small bank borrowing on the part of farmers in general in the cigar-type districts, as well as to the diversified type of agriculture and the fact that tobacco raising (except in the Connecticut Valley) is subordinate on the individual farm to other activities, little strain is placed upon the banks in connection with the financing of the tobacco crop. They are therefore not under the necessity of rediscounting paper with or borrowing directly from other banks at certain seasons of the year in order to finance the crop, as is conspicuously the case in the manufactured and export type districts. The nearest approach is in the Connecticut Valley.

### B. The Fertilizer Manufacturer and Dealer

A considerable part of the accommodation which the grower in the Connecticut Valley requires is obtained from fertilizer dealers and manufacturers through purchase on time. In the other three districts, as noted above, the matter is of minor importance. In the Connecticut Valley fertilizer is as a rule sold direct by the manufacturers to the growers through traveling salesmen, although some of the larger companies have agents. The majority of agents are reliable farmers, although in the large towns and cities agricultural warehouses and grain dealers handle fertilizer as a side line. It is the general practice for manufacturers and dealers to sell to growers on December 1 terms, with 5 per cent cash discount for payment on July 1, 4 per cent August 1, 3 per cent September 1, etc. The July 1 payment may be anticipated at the rate of one-half per cent per month. Sales are largely on open account, though notes are also taken. Sometimes, however, the grower may buy on a cash basis but give an interest-bearing note for the time to be taken. Considerable care is exercised by manufacturers before granting these terms. Since it cost from $50 to $150 an acre, averaging about $100, for fertilizer last year, the amount of credit thus granted to growers is very large in the aggregate. It has been estimated by one authority that only one-fourth to one-third of the fertilizer sold in the Valley is for cash on delivery, while another places the figure at one-half, and states that the cash business is largely in nonmixed fertilizer. It is not customary for the growers to borrow from the local banks to pay for fertilizer, but rather to buy it on time and wait until the crop is sold and delivered before paying for it. Local agents transfer to the dealers or manufacturers the accounts or the notes which they have received from the growers. Dealers are supported by local banks, receiving credit largely on their unsecured notes.

In Pennsylvania 75 per cent or more of the fertilizer is apparently sold through dealers. Terms reported differ somewhat, being either 5 per cent for payment July 1, as in the Connecticut Valley, or net July 1 for Spring shipments and net December 1 for Fall shipments. Not over 50 per cent of the growers pay the dealers cash, while from 10 to 20 per cent of the dealers pay the manufacturers cash. One manufacturer observes that July 1 terms are equivalent on the average to 90-day terms. Manufacturers do not take growers' notes indorsed by dealers. In Ohio such fertilizer as is not handled by the farm bureau or grange, which is bought by the farmer on a cash basis, is stated to be sold largely through agents, who indorse the notes of their customers and turn them in to the companies. The Wisconsin grower, states one large buyer, "is too conservative ever to borrow money to buy fertilizer," and one bank believes that 95 per cent of the fertilizer sold there is for cash.

Large quantities of manure are used instead of or with commercial fertilizer. The expense of this is largely determined by the location. In the Connecticut Valley alone, where a one-crop system largely prevails, does the grower have to purchase practically all the manure used. It is bought during the two plowing seasons, when it can be plowed under immediately. The manure used in the Valley is shipped from New York or Boston in carload lots, and is then sold by local dealers. Settlement date for Fall delivery is February or March. Large quantities are sold on open account. Manure for Spring delivery is usually sold on 30-day terms. No interest is charged in either case until after the settlement date. Manure dealers usually borrow from banks on the unsecured note.

The farmers of Lancaster County, Pa., annually feed from 60,000 to 75,000 head of steers, in addition to the dairy cattle they keep. These steers are stabled in October and November and are usually fed until the following April, May, or June, and are then sold. There are thus no cattle to be taken care of during the growing season of the tobacco crop. The system provides for a rather constant demand for labor throughout the entire year, and thus enables most of these farmers to hire their labor for the year. It was stated last year by E. K. Hibshman in "The Relation of Cattle Feeding to the Tobacco Industry," in an address before the Connecticut Tobacco Growers' Association, 1920, and published in TOBACCO, August 5, 1920, that the 49 banking institutions in Lancaster County advance annually to farmers for the purpose of buying cattle in the Fall of the year more than $2,000,000. Over 60 per cent of these loans are paid off when the tobacco crop is delivered during January and February.

### C. Advances on Contracts

As has been noted previously in Section I, in the Connecticut Valley the crop is usually contracted for during July and August by the leaf dealers. In such cases an advance is often made, the amount varying with the grower's needs and the dealer's willingness to put up the funds. The usual advance in 1920 ranged from $10 to $100 per acre, with an average of probably $50 per acre. One large leaf dealer reported that he advanced $12,800 to one grower on 32 acres, while another stated that he would lose heavily on a contract for 200 acres on which he had advanced $50 per acre. Another dealer emphasized the risk in making advances, because of the damage which frequently occurred in curing the tobacco. On the other hand, the statement is often made by growers that the contracts represent little more than options given the dealer, in view of the possibility of conflicting opinion as to whether the tobacco is in the merchantable condition specified in the contract. No interest is charged on dealers' advances. Some contracts in the Connecticut Valley, however, do not call for an advance.

In Pennsylvania no advance is made on the small part of the crop which is contracted for while growing. One dealer in Ohio states that the last time advances were made to growers in that district before their tobacco was received was in 1906, while another dealer states that "in our 30 years' buying experience we do not believe we have made over 50 advances, and can also add that in many cases advances made have been at our suggestion in order to protect purchases made." In Wisconsin advances are made on crops purchased while in the field or hanging in the shed. For years this amount did not average to exceed $5 per acre. In the last two or three years the amount has increased until it now averages $25 per acre, and additional advances are often asked by the grower at tax-payment time, February 1, if the crop has not at that time been delivered to the purchaser. It is also noted by dealers that the number of mortgages on tobacco crops is increasing.

## Cigarette Price List

The latest revised cigarette price list, issued by Philip Morris & Co., Inc., 72 Fifth Ave., New York, is as follows:

Cambridge, plain or cork, 10s, 20s, 50s, 100s, $20 per M.

Ambassadors, cork, 10s, 100s, $28 per M.

Morisettes (22k. gold end), 10s, 50s, 100s, $20 per M.

Banquets, cork, 10s only, $70 per M.

English ovals, plain, 20s only, $10.50 per M.

The above prices are subject to a trade discount of 10 per cent, which will be deducted from the face of the invoice, and a further cash discount of 2 per cent if payment is made within 10 days from date of invoice.

### To Open New Establishment

ABERDEEN, S. D.—J. S. Daniels and S. H. Ward are to open a cigar and pool business here.

TOBACCO
· ESTABLISHED · 1886 ·

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, DECEMBER 8, 1921

## AIMS OF THE POSTAL SERVICE

Some of the work thus far accomplished by the present Postoffice Department and an outline of its aims for the future are told by Postmaster General William H. Hays in a specially prepared article for the Merchants' Association of New York. At the outset Mr. Hays said the United States was the only country in which service did not completely break down during the war.

He said the problem of avoiding mail robberies was by no means solved but that there had been a definite lessening of thefts since April. From April 9 to October 9 about $300,000 worth was stolen against $6,300,000 for the year prior to April 9.

The service should be kept out of politics, according to Mr. Hays, but this, he said, was not a matter of revolution but of evolution and could not be accomplished in a day.

Other significant points in Mr. Hays' remarks follow:

"Differences between department and railroads over railway mail pay have been composed and the department is receiving excellent co-operation from the roads in handling of mail.

"Chambers of Commerce to the number of 1,500 and newspapers are co-operating in conducting campaigns on early mailing, and postal matters are being taught in the public schools.

"Determined effort is being made to eliminate delay in delivery of newspapers. Parcel post service must be expanded and as a commercial transaction should pay its way, though it is believed to be operating at a loss at present. Business men will be asked to furnish suggestions for improving the service and some have already been called to Washington for that purpose."

## SWEDEN CONSUMES MORE TOBACCO

In Sweden, in spite of depression and unemployment, consumption of cut tobacco and cigarettes increases. Most of the cut tobacco is imported from America and England. The increase in the consumption of cigarettes is said to be less than "normal." Imports of cigars, principally the better qualities, have decreased. Consequently, there is an increase in bulk and a decrease in value. In Sweden, as well as elsewhere, it seems the smokers have returned to the cheaper pipe tobacco, or are rolling their own cigarettes. Some think the cigarette has reached its high water mark and from now on its sale will increase only in the same ratio as the population will grow. But that is mere conjecture.

## GET OUT

There seem to be two classes of people in the tobacco industry—the active and happy, and the inactive and unhappy.

There is business to be had for the taking. Those men, whether they be leaf dealers, or manufacturers or jobbers of the finished products, who go out after business, are bringing it back.

Look at any train that leaves New York City, and see the grimly hopeful expression on the faces of the New Yorkers who go out to sell.

Look at any train coming back to New York City, and see the relieved, happy, confident bearing of the New Yorkers returning with wads of signed orders in their grips.

Business is not coming automatically, as it did for a time. Those men who think that they have nothing to do but sit behind their desks and wait for orders are bound for bankruptcy. Those are plain words, but true.

There are some unhappy men in the tobacco industry. Tobacco has seen some of them. And they are all sitting behind their desks. When the door opens, they jump, hoping it is a customer, or the postman with an order. It is neither.

Let these unhappy men open their own doors, and then jump—out. Out into the field. Out where the business is to be had. To be had, not for the asking, but for the selling.

Who said business is rotten? Get out!

## TOO MUCH TOBACCO IN BULGARIA

The war blockade stimulated Bulgaria's tobacco culture enormously. She exported less than 10 million kilograms of tobacco in 1914 and in 1919 this export amounted to 22 million kilograms. But since then foreign competition and general depression had a blighting effect upon the industry. The amount of tobacco still on hand of the 1918 and 1919 crops amounts to 25 million kilograms, to which should be added 30 million kilograms of the 1920 crop. Because the stored crop is in the hands of merchants the Bulgarian government, it is charged, does nothing, for the government is composed of farmers who look out for themselves only.

## SPRING OIL

"I have been through three of these depressions," said a trade authority the other day, "and they have all been alike in their main features. First, everything is dark and gloomy; people go around tapping the pavements, trying to feel their way. Then the spring comes, and everybody brightens up and forgets the worries, for they melt away. Business always springs up again."

The experienced busines man has full confidence that the pendulum that swings far to one side must swing equally far to the other. Unlike the grandfather's clock, business never needs to be rewound. What keeps it going is the energy, ambition and resourcefulness of business men. The confident ones, therefore, are relying not upon some magic formula, but upon each other, knowing that the oil of confidence on the springs of energy, resourcefulness and determination will force the pendulum to the other side with the utmost speed and least friction.

## ALIEN CIGAR BANDS

A complaint of long standing about the misuse of cigar bands by concerns out of the city was apparently settled by the detective work of the federal trade commission, the activities of which were reported by letter to the board of governors of the board of trade in session Wednesday afternoon. The commission unraveled the mystery of Tampa cigar bands by running down a concern in York, Pa., which had been wrapping their cigars with them.

Speaking for the cigar manufacturers of the city, the board of trade made complaints to the commission several months ago about the misuse of the local bands. In response to this, the commission writes that a concern in York admits using some of the bands, because the concern was originally connected with a Tampa firm, until the strike of 1919 drove it out, and, in fact, was now supplying the cigars in question to J. M. Martinez Co., of Tampa.—*Tampa Times.*

## FOUND SOME HAIR IN IT

The Boss was shocked, "mad clean through", as the office boy described it. Here he had been praising this particular brand of fine cut tobacco to all his friends down town and at the club for the last two months, had been lauding the neatness of the make-up in air tight cans excluding every speck of dirt or dust, had been patting himself on the back while murmuring the old saying in reverence of that cleanliness which is almost Godly and—to be precipitated from Heaven suddenly by finding a whole bunch of disreputable hair in his tobacco container! Why, it was almost a *bale* of hair, the Boss roared, after ringing for the stenographer who took down a scorching letter, addressed to the manufacturer of those tins. Hair in tobacco tins! Were they breeding goats at the tobacco factory? Did they think the aroma of goats would improve the smell of their tobacco? Had they ever heard of a billy—? Here the Boss stopped short, for he saw the stenographer blush in spite of her 43 years.

Next morning the Boss came to the office quite early. The postman had just left a letter which that base manufacturer of tobacco tins had sent in reply to the Boss's complaint, also two cans in apology for the one filled with a bale of hair. The letter said the whole force of factory employees had been discharged for lack of care and the owner had taken out a hunting license to kill every goat within a radius of 500 miles from the factory.

When the Boss entered his private office he found the scrub woman seated on the floor. To be exact, she was not on the floor but on an Angora skin, placed there to keep the Boss's feet warm. The good woman was picking up the contents of the tobacco tin which she had thrown down while dusting the desk.

"Darn it," the good woman said in exasperation, "it is so hard to get the tobacco back into the tin without pulling half of the hair out of the fur. And it is just my luck that every time I dust I have to knock down the old tin and to scatter the tobacco all over the Angora."

"The same thing happened yesterday?" the Boss meekly inquired.

"Sure as you live," answered the wielder of the duster.

The boss did not answer the letter of apology, but he kept those two extra cans sent by the manufacturer as a token of contrition.

## THE CONNOISSEUR'S INTUITION

What is a good cigar? How can one tell a good one from a bad one? The Swiss Tobacco Gazette, in discussing those momentous questions, says you can tell by the looks, by the touch, by the aroma, by the texture of the wrapper and by a great many more things. But, after all, the connoisseur picks his cigar without any particular reason why, says the Swiss editor. Of course, the connoisseur always picks out a good one. If he didn't he wouldn't be a connoisseur.

## THE JOYS OF MONOPOLY

The French monopoly cigarette is said to be very poor of late. French smokers are complaining bitterly. Of course, a tobacco monopoly means unmitigated bliss.

# Bright Yellow Tobacco: Its Culture and Uses

By DR. ARTHUR SELWYN BROWN

The greatest tobacco crops grown in the United States are those of the variety of the tobacco plant known as the "Bright Yellow Leaf." The annual production of this fine variety averages about 240,000,000 pounds as compared with about 220,000,000 pounds of "Burley" tobacco which constitutes the second important crop. Virginia, North Carolina, South Carolina and Georgia are the principal producers of the "Bright Yellow" crops just as Kentucky, Indiana, Ohio and West Virginia give special attention to the raising of "Burley" crops.

Yellow tobacco is used for cigarettes, plug wrappers, fillers and for cutting mixtures.

This crop originated in Caswell County, N. C., in 1852. Several lots were marketed in that year and attracted so much attention, and brought such high prices, that in the following season yellow tobacco crops were grown in other parts of North Carolina and in Virginia. It soon became one of the favorite southern crops. The Civil War prevented its expansion for a time. After the war, there was an extraordinary demand for this variety of leaf for plug fillers and wrappers. Soon afterwards flue-curing came into wide use in the South and this greatly improved the value of plug tobaccos made from the yellow leaf. The improvement in quality of the yellow plug tobaccos led to a world-wide demand for them. This was reflected in a greatly increased local demand with higher prices. Farmers in other states began to cultivate the crop and almost every year since the statistics have shown a greater acreage under yellow leaf.

The favorable response which followed the improvement in the strain of the plants of the yellow tobacco plant, and the improved and more intense culture, together with the improvement in manufacturing introduced with flue-curing, contributed to mark an epoch in the history of the American tobacco industry. The increased demand for the new leaf and the improved tobaccos showed in a remarkable manner that the public, and foreign buyers, quickly respond to any marked improvements in the qualities of manufactured tobaccos and that it pays to always keep on improving them. There is still room for improvement right along the line from the selection of the seed to the manufacturing of the finished product. Fine as all the leading American tobaccos are today, every tobacco expert knows that still finer qualities are attainable without calling for any large additional costs. Improvements are available as a result of the numerous scientific investigations on every phase of the tobacco industry made in recent years, not only in the United States, but in all countries which are largely interested in tobacco. There can be little doubt in the minds of all who are familiar with tobacco literature that the practice of tobacco making, and tobacco growing, is far behind the teachings of science.

An interesting episode in the development of the yellow tobacco occurred in 1903. There was little tobacco grown in North Carolina east of Wake, Warren and Franklin counties prior to 1890. When the increased demand for flue-cured leaf set in in 1900, the demand for brighter leaf expanded and caused farmers to plant larger crops. The price of cotton at this time was low, and tobacco of the yellow type yielded larger returns. The result was that each year until 1904, there was a greater acreage under yellow varieties. The crop in 1903 amounted to 250,000,000 pounds. This was much greater than the average yield and gave more tobacco than the world's markets could consume. The result was that the prices of tobaccos generally were lowered and this, in turn, caused a dropping off in production in succeeding years.

Unfavorable weather exerted adverse effects upon the flue-cured crops in 1911 and 1912. There was a shortage in yield with high prices and an unsatisfied demand for leaf.

In one of the U. S. Department of Agriculture bulletins the statement is made that the rapid development in the demands locally and abroad for yellow flue-cured leaves is undoubtedly caused by the adaptability of the yellow leaf in meeting the popular demand for light, mild tobacco in the different forms in which it is consumed.

This flue-cured type of tobacco, when all conditions are kept in view, may be said to justify its great popularity, and warrant a still wider field for its usefulness. The leaf is one of the most pleasant, judged from all viewpoints of the tobacco plants. It lends itself to a variety of manipulations in manufacture and is most adaptable for blending.

The best yellow tobacco soils are light and sandy. They are naturally infertile and therefore have to be made fertile by the use of fertilizers. It is found that the lighter coastal plain soils produce a brighter and paler class of leaves than heavier, clayey soils. In the western part of the Old Belt district, North Carolina, and in Henry County, Virginia, the rich, waxy filler types are grown. Their colors run to mahogany and red.

Soil adaptation is a most important factor in the production of satisfactory leaf qualities. Every grower knows that the soil exerts fundamental influences upon the color, aroma, flavor, nicotine content, body, texture, size, thickness, combustibility, ash and other leaf characteristics.

Yellow Virginia tobacco grown in South Africa varies not only from that grown in Virgina and North Carolina, but also in the various districts of the Cape Province and Rhodesia. When it is grown in the Magaliesberg, Potchefstroom and Piet-Retief districts in the Transvaal, the leaf is between 18 inches to 30 inches in length and narrow. It usually has reddish tints running from deep cherry to mahogany or greenish brown. The body is heavy, the elasticity poor, the nicotine content is medium and the veins and midribs are large. The manufactured smoking product burns freely with a mild flavor and a pungent, acrid aroma. The cigarette type runs from light yellow to red, and has a papery texture. The aroma and flavor are mild.

The Virginia tobacco grown in the Transvaal and other South African states, generally speaking, has a peculiar local flavor and appearance, is milder in flavor and aroma and differs in other respects from the same type of tobacco grown in Virginia and other American states. These differences are due to soil peculiarities mainly. By proper soil fertilization the South African crops should be made to yield tobacco identical in qualities with Virginia-grown tobacco.

There are important variations in the qualities of the yellow leaves grown in various parts of the Southern States. Each of the principal tobacco districts in the Carolinas, Virginia and Georgia produces a distinctive quality of leaf. The Durham district, for example, has long been celebrated for the excellence of its cigarette leaves and for its plug wrappers. The western section of the Old Tobacco Belt, North Carolina, has a reputation for producing an unusually high proportion of leaves adapted for fillers in flat plug tobaccos. The soil around Winston-Salem, and Stokes county, N. C., and Henry county, Va., which are noted producers of good plug fillers, is more clayey than that in the districts producing the highest grades of cigarette tobacco. Fine cigarette grades appear to prefer a sandy soil, rich in vegetable mould which has been augmented by lime phosphates.

The soils in South Carolina are more sandy than those in the eastern portions of North Carolina and they produce leaves which are lighter both in color and body when compared with tobacco grown in North Carolina.

There also appears to be a marked correspondence between all the good qualities of the leaf and the soil. It is found that yellow leaf tobacco grown in good sandy loams, with clayey subsoils, rich in humus and artificial phosphates, has good color, a good general appearance, low nicotine content, mild flavor, a marked aromatic fragrance and splendid keeping qualities. It is because of the fine qualities and mildness of the tobaccos made from the Virginian flue-cured leaf, and the adaptability of the leaf to such a variety of uses, including granulated and cut smoking tobacco, paper and all-tobacco cigarettes, plug fillers and wrappers and the regular forms of popular tobacco, that a practically universal demand for flue-cured leaf is created.

These favorable circumstances suggest that notwithstanding the large markets which exist for bright yellow tobacco grown in Virginia, North Carolina, South Carolina and Georgia, still larger demands might be created by improving the qualities of the plant to even higher degrees and by more intensive culture. The qualities of leaf the manufacturers and consumers desire are now well known. The effects of seed and plant selection, soil-working and soil-grading and the effects of various fertilizers are all definitely known. The utilizing of this knowledge effectively by growers would enable them to modify the plants they grow to a very wide extent, and lead to corresponding variations in the qualities of the tobacco grown. The sole reason which prevents a more rapid improvement in this type of tobacco plant appears to be that economic and market conditions are so variable that few growers think it advisable to undertake the additional responsible work of cultural development.

One of the most remarkable developments in the tobacco business in the past few years is the large demand for cigarettes. The cigarette served the requirements of our soldiers during the war so favorably that after the war they were introduced on a greater market. The amount of tobacco employed in manufacturing cigarettes in the United States in 1900 was 13,083,400 pounds. It was 31,270,000 pounds in 1910, 62,200,000 pounds in 1914. In 1919 it rose suddenly to 198,032,000 pounds, the highest quantity ever used. From this tobacco, over 53,152,000,000 cigarettes were manufactured. This branch of the trade is still active and promises to continue so. This means that the outlook for yellow tobacco, from which American cigarettes are largely made, is very favorable. The prospective demand of local and foreign markets appear to be most promising.

# San Francisco Dealers "Scared" by Tampa Strike

## The Brief "Strike" Galvanized Both Wholesalers and Retailers Into Quick Action—Holiday Goods Pretty Well Distributed Among Dealers—Public Expected to Show Liberal Buying Spirit—H. L. Judell Writes from China—Newsy Notes Gathered Around the Golden Gate.

San Francisco, Nov. 29.—News of the strike in Tampa passed around the trade like a flash, with the result that there is already a stimulation of business, retailers who were holding off are hurrying into the market to make commitments for the stock on hand or in transit so that they will not be out and injured should there be a sudden falling off in shipments. Wholesalers and jobbers of San Francisco who handle Tampa products declared today that they have been very busy the past few days and they attribute this increase in buying to the Tampa strike, now happily ended. Holiday goods have been pretty well sold and distributed to the retailers, but the latter declare that as yet there have been but few indications of a disposition on the part of the public to buy. As holiday cigars are generally purchased in the last ten days before Christmas. The present situation is not alarming. Stores in general, however, report that the usual Christmas spirit is not extant at this time, but it is felt that the public will respond right heartily within the next week.

### El Camino Reals

Frankel, Gerdts & Co. are to pack their ten-cent El Camino Reals in tins of fifty. These tins have been prepared and are unusually attractive, the lithographing on the tin showing a variety of colors. On the cover is a large Mission Bell in gold, and on the sides are illustrations showing the El Camino Real, "fine highway", together with the automobile of today and the horse of yesteryear.

M. Sachs, president of the Rush Cigar Manufacturing Co., Reading, Pa., has been visiting the trade in San Francisco.

Horace Gladstone, missionary man for the Osmundo cigar, is in San Francisco following a trip over his territory.

### Making Improvements

Ehrman Bros., Horn & Co. are having alterations made at their office, the stock room being partitioned off from the sales office. Lloyd Huff, genial salesman, declares that the improvement is a move in the right direction, he fearing in the past that the stock might be wafted off the shelves by the draughts.

Dave Horn of the Golden State Leaf House recently purchased a new home on Fourteenth Avenue, between Lake and Clement Streets. He is justly proud of the new residence, which is in one of the mast attractive parts of San Francisco.

### On the Up-Grade

William Jefferson and Molesworth, 1108 Ninth Street, Sacramento, were in San Francisco today. This firm manufactures the Curry cigar, named for Congressman Charles F. Curry of the Sacramento district. Mr. Jefferson reports that business is on the up-grade in his city, a community that is forging ahead by leaps and bounds.

Pando & Pando have opened a cigar factory at 333 Wilson Building, Los Angeles. The Ramona Cigar Co., 149 South Main Street, Los Angeles, the Dilsaver Cigar Co., Wilson Building, Los Angeles, and the factory of Ed. McDowell, at 406 Thorp Building, Los Angeles, have been reorganized and plans are being made for extensive developments. Mr. McDowell has taken in a partner, a Mr. Hamilton.

E. C. Popp, cigar manufacturer of San Jose, was a visitor in San Francisco recently.

The California Cigar Co., formerly the El Pano Cigar Co., with a factory at Commercial and Liedesdorf Streets, has been reorganized, and plans are being made for extensive operations. Mr. Fleckles will be manager of the company and Paul Bernstein will be superintendent of the factory.

Lopez & Co., cigar manufacturers, at 1152 Stockton Street, San Francisco, have taken over the rights to the Bohemian Cigar from the General Cigar Co., and are now manufacturing the brand. Sam Hables is owner of the company and the new Bohemian is being represented in the San Francisco district by Joseph Lackenback and in the San Joaquin Valley section by George Rice.

Announcement is made that Pedro and Dixie Queen tobaccos have been reduced from $1.53 to $1.44 a dozen, retailing now at 15 cents instead of 16 cents.

Sam Israel, Jackson Street jobber, is receiving large shipments of holiday goods and is rushing them out rapidly. He declares that he will be well supplied with Garcia y Vegas even if the short-lived Tampa strike should cut down shipments. Sam is also receiving consignments of raisins, but they disappear so quick he has difficulty making them go 'round.

### Going Strong in the Orient

H. L. Judell, senior member of H. L. Judell & Co., is still going strong in the Orient, a recent edition of an American newspaper printed in Shanghai showing a cartoon of the San Franciscan. Mr. Judell reports to his house that he has succeeded in placing the Chancellor cigar in the cigar stand in the Astor House, Shanghai, a stand which has sales of $3,000 a month. Another interesting matter developed by Mr. Judell's visit is that there is a duty of only five per cent of the face value of the invoice.

Gus Joseph, formerly cashier of M. A. Gunst & Co., San Francisco, is now an importer of Shanghai, China, being associated with the firm of Getz Bros. H. L. Judell of San Francisco ran across Mr. Joseph while visiting in Shanghai.

Ed. Marshal, representing Sig Mayer & Co., Philadelphia, El Widora cigars, is visiting in San Francisco.

Skinner & Knecht of Los Angeles, are now distributors in that district for the J-A-Z cigar, according to Morris Abrahams.

Charles "Norwood" McCormick is planning a trip to the northwest, of two-weeks' duration.

## Dark Tobacco Growers Delay Organizing

Hopkinsville, Ky., Dec. 3.—Chances appear to be slim for a serious attempt to be made before next spring or summer to perfect a tobacco growers' organization throughout this part of Kentucky and Tennessee which produces the dark fired export type of tobacco.

For some months considerable work has been done in the way of organizing under the plans devised by F. G. Ewing, of Glenraven, Tenn. But Mr. Ewing has stated often that without Christian county the association could not be a success. Last week Mr. Ewing held a meeting here for the purpose of sounding out the growers, but there was no active interest shown at all and this was taken to indicate that the association will not be a reality this winter, anyhow.

The growers here are watching with much interest the growers' organization formed in the Burley district under the Sapiro plan. There are opinions both optimistic and pessimistic as to the success that organization will meet, but no matter what idea in this regard he may hold, each fellow is going to watch developments closely which will prove the success or failure of the burley association.

The expressions of most growers show that they favor not going into any organization just at this time. They take the view that it is now too late to organize so as to exert any effect upon the selling of the 1921 crop, and that the thing for them to do is to market the crop now on hand and to the best advantage possible and by spring it will be evidenced to a considerable extent whether or not the Burley organization will be a success or failure. If it is a success the growers throughout this region will doubtless be very much in favor of an organization patterned along the same lines. If it is a failure they will doubtless turn to the Ewing plan, or some other which, in their opinion, promises them the best results.

### Cigarette Production

Advance in oldline tobacco shares reflects a growing appreciation of the prosperity of the cigarette industry to which reference has previously been made. Current production is at the annual rate of 51,600,000,000 cigarettes, a new high record and an increase of more than 200% in seven years. Receding prices for leaf tobacco and materials have reduced production costs, and larger turnover has automatically cut overhead. Fact that it is necessary to carry leaf several years for curing purposes, has made it possible to average inventories over a given period and high priced leaf is being liquidated without loss. These shares have also been helped by the dissolution of an old syndicate whose holdings have passed into strong hands.

## Assistant Treasurer Font Arrives from Porto Rico

Abelardo Gonzales Font, assistant treasurer of the territorial government of Porto Rico, arrived in New York City Monday on the steamship Porto Rico, being met at the pier by his relatives and by Raul Benedicto, Jose Felix Vasquez, P. R. Tobacco agent here, and his assistant, Luis Capestany, and many personal friends.

When interviewed immediately on his arrival regarding the political situation of the island, Senor Gonzales Font stated that he was here on a leave of absence for the double purpose of inhaling some of our bracing winter ozone, and visiting his children who reside in this country, and that as an official of the government he did not wish to express any opinion on the subject.

His family here include both sons and daughters, all of whom are employed, with the exception of a son who is recovering his health at Saranac Lake. They hold positions of trust with such institutions as the Irving National Bank, William Schall & Co., the Royal Bank of Canada and the Mercantile Bank of the Americas.

One of the first things Senor Gonzales Font did on his arrival was to make a visit to the Tobacco Guarantee Agency of the government of Porto Rico, the office of which in this city is at 126 Maiden Lane, and which office is under the jurisdiction of his department. He said:

"I am thoroughly satisfied with the work that has been accomplished in this country by our tobacco agent, J. F. Vasquez, especially when I consider the limited period of his administration.

"I find that cigar manufacturers and leaf dealers are availing themselves of this official service and adopting with a sense of security the system of cigar and tobacco guarantees through the affixing of official stamps of classification. I also know of many instances where the agency has rendered a real service to those in search of information concerning the new system of stamp guarantee which is now prevailing in Porto Rico."

Upon being asked for a brief outline of his official career, Sr. Gonzales stated that he had entered the government service early in 1899, shortly after the American occupation.

His first assignment was that of voucher clerk in the Department of Education, rapidly rising through the offices of bookkeeper and assistant disbursing officer to that of disbursing officer.

With the creation of a special School Board Accounting Department, now known as the Bureau of Municipal School Affairs, Senor Gonzales Font was made chief. The installation of a new system of accounting by him proved so efficient that it has been continued in that department ever since.

As an example of his achievement when he took charge he found bills of $51,000, pending with but $8,000 in the bank to pay them and the school properties valued at $300,000, mostly owned by private individuals When Mr. Gonzales left in 1916 to accept the appointment of assistant treasurer, the funds on hand amounted to $550,000 over all indebtedness, and in addition, the school properties, valued at over $4,000,000, were entirely owned by the municipalities and townships.

Should the present treasurer accept any other appointment, it is almost a certainty that Senor Gonzales would be promoted to that office, as his qualifications and knowledge of its requirements particularly fit him for the post, he having already occupied during the temporary appointments of treasurer Jose Benedicto as acting governor of the island.

### Traveling Salesmen to Entertain Disabled Soldiers

The testimonial to be tendered the National Council for Traveling Salesmen's Associations at the Manhattan Opera House on Sunday evening, Dec. 18, under the direction of Edward F. Albee, will be given under the patronage of prominent New York citizens representing the city's varied commercial, industrial and amusement interests. Among the patrons are:

William Fellowes Morgan, President Merchants Association of New York; Guilio Gatti-Casazza, Director, Metropolitan Opera Co.; Jules S. Bache, of Jules S. Bache & Co.; David Belasco, Sam H. Harris, President Producing Managers Association; William H. Johns, President Chamber of Commerce of the Borough of Queens, T. F. Albee, Colonel Jacob Ruppert, President New York American League Baseball Club; A. L. Erlanger and Daniel Frohman, President Actor's Fund of America.

An especial effort is being made to sell the entire balcony and gallery to persons who will contribute the seats to the numerous disabled soldiers in New York and vicinity.

Julius Tannen, who has been conspicuous among the prominent headliners in vaudeville during recent years, as "The Chatterbox," has volunteered his services as master of ceremonies. Mr. Tannen is a salesman now, and declares that he has discarded the footlights forever except on such special occasions where he feels that his efforts can be of some public service.


MEDALIST

We are pleased to call your attention to the revised "Medalist" prices now effective.

| | | |
|---|---|---|
| **CLASS C** | | |
| Petit Ducs | 1/20 | $115.00 |
| Panetelas | 1/20 | 115.00 |
| Puritanos Finas | 1/20 | 115.00 |
| **CLASS D** | | |
| Coronitas | 1/10 | 135.00 |
| Coronitas | 1/20 | 135.00 |
| Deliciosos | 1/10 | 135.00 |
| Deliciosos | 1/20 | 135.00 |
| Deliciosos | 1/40 | 140.00 |
| Invencibles Chico | 1/20 | 135.00 |
| Invencibles Chico | 1/40 | 140.00 |
| Palmas | 1/20 | 155.00 |
| Invencibles | 1/20 | 155.00 |
| Invencibles | 1/40 | 160.00 |
| Perfectos | 1/20 | 155.00 |
| Perfectos | 1/40 | 160.00 |
| **CLASS E** | | |
| Coronas | 1/40 | 190.00 |
| **"MEDALIST" Little Cigars** | | |
| Juniors | 1/10 | 35.50 |
| Juniors | 1/20 | 37.50 |
| Operas | 1/10 | 56.00 |
| Operas | 1/20 | 58.00 |

We recommend Medalist Cigars for your discriminating customers.

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**Knickerbocker Bldg.,**
**Broadway at 42d St.**
**New York**

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Library Pkge. Straw, Cork, Plain 100 for $2.50

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## American Tobacco Company


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Dec. 5.—In a market that showed strength to the extent that it did not sell off in the face of profit taking, the tobacco stocks were in a class by themselves; they not only continued the previous advances but did so to such a degree that all interest was focused on them. Figures reached and net changes by the more active of the listed tobaccos are as follows:

| | | |
|---|---|---|
| American Snuff | 114½ | +8⅛ |
| American Sumatra | 32¼ | + ¼ |
| American Tobacco | 133 | +7 |
| American Tobacco B | 130 | +4 |
| Consolidated Cigar | 21⅜ | + ¼ |
| General Cigar | 68⅞ | +7⅜ |
| Liggett & Myers | 160 | +5 |
| Liggett & Myers B | 152½ | + ½ |
| Liggett & Myers pfd | 118 | .. |
| P. Lorillard | 154⅞ | +4⅞ |
| Tobacco Products | 59¾ | .. |
| United Retail Stores | 52⅝ | + ½ |

Of the above collection of plus signs that of American Tobacco is most noteworthy inasmuch as the figures reached were not as the result of dealings in a few hundred shares but in thousands. It will be noted that there is an unusual spread in the voting and non-voting or B stock, which condition also exists in the corresponding classes of Liggett & Myers; the obvious course for one that wishes to invest in either of these companies at the present time is to buy the B stock inasmuch as it shares alike with the voting stock as far as dividends are concerned.

In the unlisted fields American Tobacco scrip had the biggest move; in fact its gain of some six points is greater than that of its corresponding stock on the board; the spread is now some fifteen points, somewhat smaller than when this feature was pointed out in this column two weeks ago but still large enough to present a real opportunity to the investor.

Reynolds B again went through one of its kaleidoscopic exhibitions; it sold up to 38 and then quickly reacted to its present level. The A or voting stock is in excellent demand and it is most probable that it will sell considerably higher before the calendar year is out. The advance in the preferred is also steady if not so spectacular.

The announcement by the Weyman-Bruton Company of a 20% stock dividend has effectually served for the time being to drive every share of stock from the market. There are various bids but not an actual share of stock offered for sale.

The Schulte Retail Store has increased its common stock from 250,000 shares to 300,000; if past performances are a criterion this action portends another stock dividend.

The default by the Havana Tobacco Co. of its December 1 coupon will bring to a head the reorganization of this company. It is said that the amounts due the American Cigar Company by the Havana Tobacco have been written off by the former company. If this is the case the present heaviness of American Cigar common is unwarranted and the stock is selling out of line with other dividend payers.

### Liggett & Myers Tob. Co. Dividend

ST. LOUIS.—A dividend of 1¾ per cent. has been declared on the preferred stock of Liggett & Myers Tobacco Co., payable January 2, 1922, to stockholders of record at the close of business December 15, 1921.


# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

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**New York**

**100 Grosvenor Bldg.**
**Providence, R. I.**

**53 State Street**
**Boston, Mass.**

**557 Pleasant Street**
**New Bedford, Mass.**


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 111 | 112¼ |
| American Snuff pfd | 85 | 100 |
| American Sumatra | 32⅞ | 33¼ |
| American Sumatra pfd | 70 | 75 |
| American Tobacco | 135¼ | 135⅝ |
| American Tobacco "B" | 129½ | 130 |
| American Tobacco pfd | 98¾ | 99⅝ |
| Consolidated Cigar | 20½ | 21¼ |
| Consolidated Cigar pfd | 60 | 62½ |
| General Cigar | 68½ | 69 |
| General Cigar deb | 95½ | 98½ |
| General Cigar pfd | 95 | 100 |
| Liggett & Myers | 158 | 163 |
| Liggett & Myers "B" | 157 | 163 |
| Liggett & Myers pfd | 109 | 111 |
| Lorillard, P. | 153 | 155 |
| Lorillard, P. pfd | 102 | 114 |
| Tobacco Products | 59⅜ | 60 |
| Tobacco Products pfd | 89 | 90 |
| United Cigar pfd | 105 | .. |
| United Retail Stores | 52¾ | 53¼ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 68 | 73 |
| American Cigar Pfd | 81 | 85 |
| American Mach. & Fdy. | 125 | 150 |
| American Tobacco Strip | 115 | 118 |
| Bayuk Bros. Pfd. | 80 | 90 |
| British-Amer. Tob. Co. | 11½ | 12½ |
| Conley Foil | 13 | 16 |
| Eisenlohr & Bros. Com. | 55 | 61 |
| Eisenlohr & Bros., Pfd. | 86 | 91 |
| Geo. W. Helme, Com. | 160 | 170 |
| Geo. W. Helme, Pfd. | 100 | 105 |
| Hav. Tobacco Com. | ¼ | 1 |
| Hav. Tobacco Pfd. | ½ | 1½ |
| Imperial Tobacco Co. | 8½ | 9¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 87 | 95 |
| McAndrews & Forbes Com. | 106 | 110 |
| McAndrews & Forbes, Pfd | 85 | 90 |
| Mengel Co. Com. | 35 | 40 |
| Philip Morris | 4 | 7 |
| Porto Rican A. T. Co. | 64 | 70 |
| Porto Rican A. T. Scrip | 70 | 85 |
| R. J. Reynolds "A" | 70 | 80 |
| R. J. Reynolds "B" | 35 | 37 |
| R. J. Reynolds Pfd. | 106 | 108 |
| Schulte Retail Stores | 35 | 38 |
| Tobacco Prod. Export | 4 | 7 |
| Tobacco Prod. 8% Scrip | 95 | 100 |
| Tobacco Prod. 7% Scrip | 94 | 98 |
| United Cigar Stores | 115 | 135 |
| Universal Leaf Com. | 125 | 130 |
| Universal Leaf Pfd. | 97 | 102 |
| Weyman-Bruton Com. | 165 | .. |
| Weyman-Bruton Pfd. | 100 | 105 |

### Tobacco Products Pref. Dividend

The Tobacco Products Corporation has declared the regular quarterly dividend of 1¾ per cent. on the preferred stock, payable January 2 to stock of record December 15.

### Retail Stores Corp. Dividend

The United Retail Stores Corp. has declared a regular quarterly dividend of $1.50, payable Jan. 3, to stockholders of record Dec. 15.

### Continental Can Pfd. Dividend

Continental Can Co. declared the regular quarterly dividend of 1¾% on the preferred stock payable January 1 to stock of record December 20.

### Universal Leaf Tobacco Co., Inc.

The regular quarterly dividend of 2 per cent on the preferred stock of Universal Leaf Tobacco Co., Inc., has been declared payable January 3 to preferred stockholders of record December 22.

### Reynolds Tobacco Dividend

The R. J. Reynolds Tobacco Co. has declared a quarterly dividend of 1¾ per cent on its preferred stock, and a quarterly dividend of 2 per cent on its common stock, all payable in cash, January 2, 1922, to stockholders of record at the close of business December 15, 1921.


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

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## Havana Tobacco Co. Default Hastens Reorganization

Default by Havana Tobacco Co. on December 1 coupon of its $7,500,000 5 per cent gold bonds merely hastens the reorganization which would have been necessary when the bonds matured June 1 next.

Since the days of the old American combine, this company has been a poor earner. In recent years it has been operating at a deficit. It is a holding company which controls Henry Clay & Bock Co., Ltd., Havana Cigar & Tobacco Companies, Ltd., Havana Commercial Co. and H. de Cabanas y Carbajal. Dividends from these companies have been insufficient to meet expenses.

With the dissolution of the old American Tobacco Co., control of Havana Tobacco passed to American Cigar, to which it has been a burden.

Notwithstanding the position of the holding company, the subsidiaries have been gradually built up and practically all are in good financial condition.

Stocks of these subsidiaries are pledged as collateral against outstanding bonds. Whether these securities will be sold or offered to bondholders in settlement of their claims has not been decided. No plan of reorganization has been submitted. Bondholders' interests are being looked after by a protective committee headed by James H. Perkins and including Donald G. Geddes and Bethune W. Jones. They have requested deposit of bonds before December 31 at the Guaranty Trust Co., which will issue transferable certificates of deposit. Deposit of the majority of outstanding bonds is assured.

Value of the stocks of subsidiaries is problematical. Havana Tobacco's investments in other companies are carried on its books at $41,800,000. It is not likely anything like that could be realized.

Accounts payable December 31 last amounted to $7,303,000, a substantial proportion of which was owing American Cigar. It is understood that Amer-

ican Cigar, expecting a loss, wrote off the amounts owing it by Havana Tobacco. It is not possible yet to estimate the amount involved, but it will not be sufficient to interfere with the present 8 per cent rate on American Cigar's $15,000,000 common.—*Wall Street Journal.*

### Weyman-Bruton Co. Dividends

Dividends of 1¾% on the Preferred Stock and 2½% on the common stock of Weyman-Bruton Co were declared, payable January 3, 1922, to stockholders of record at the close of business December 10, 1921. Checks will be mailed.

For the purpose of increasing the working capital of the company an additional dividend of twenty per centum (or $20.00 per share) in the common stock of this company to be paid out of the accumulated surplus, has been declared payable on the common stock of this company on December 28, 1921, to the common stockholders of record at the close of business on December 10, 1921.

### General Cigar in Good Position

The General Cigar Co.'s stock made a new high recently when it moved up to 69. This stock advanced 7½ points in three days. In first six months of 1921, General Cigar showed a balance after taxes and preferred dividends equivalent to $3.92 on the $18,104,000 common. Second half should be better and, therefore, showing for the year should be at least $8 on the common after taxes compared with the present dividend rate of $6. Readjustment which set in the last few months of 1920 and continued into the Spring furnished a severe test for cigar manufacturers. Showing made by the General Cigar under these conditions is looked upon as an index of the strong trade position of the company and the effective policies pursued by its management. One thing that has made possible this showing by the company has been the drastic measures adopted to meet new conditions following readjustment.

### Tobacco Products May Fund Scrip

As has been announced, the management of Tobacco Products Corporation has under consideration an offer from bankers which may permit funding of the $1,600,000 dividend scrip outstanding. This scrip matures serially next August, some series bearing 8 per cent interest and other series 7 per cent. With the decline in money rates, it is felt that such financing would make possible a saving in interest charges. A director of the company says the company is in good financial position, its bank loans are but $2,000,000, or but half its open credits at banks, and that this financing would be considered only if it is found that it would cut interest charges.

## Tobacco Manufacturers Enjoy Excellent Year

**Cigarette Business Greatest in History of the Industry—Cigars Show Improvement After Readjustment—Indicated Production of "Fags" in 1921, 51,641,684,004—Steady Output Increase During Year—Lower Leaf Prices Decrease Inventory Averages**

The current year will prove to be a prosperous one for the tobacco companies. There is every reason to believe that cigarette production will reach a new high record. This volume, coupled with lower priced leaf from the 1920 crop, should result in favorable annual earnings statements, by the old line companies next Spring. American Tobacco Co., Liggett & Myers, P. Lorillard Co., and R. J. Reynolds Tobacco Co., manufacture chiefly cigarettes. They also produce smoking and chewing tobacco, but with the exception of P. Lorillard none of them make cigars.

### Record Cigarette Production

Production of cigarettes in first nine months totalled 38,731,263,003. This is at the annual rate of 5,641,684,004, which is larger than production in any year on record. Output of cigars in the first nine months was 5,044,027,062 at the annual rate of 6,725,369,416 cigars compared with 7,967,021,692 cigars in 1920, the record year.

Following gives production of cigarettes, cigars and manufactured tobacco for the last four years, with 1921 estimated on basis of nine months:

| | Cigarettes | Cigars | Other tobacco (lbs.) |
|---|---|---|---|
| 1921*. | 51,641,684,004 | 6,725,369,416 | 356,243,273 |
| 1920.. | 44,651,823,212 | 7,967,021,692 | 363,309,348 |
| 1919.. | 44,804,573,792 | 6,857,189,949 | 388,284,520 |
| 1918.. | 37,914,241,654 | 6,990,824,532 | 415,280,702 |

*Estimated on basis of nine months.

### Growth of Cigarette Industry

Cigarette production has shown a steady growth during the last twenty years. It was given a tremendous stimulus by the war. Output of 51,600,000,000 cigarettes this year would compare with 14,300,000,000 cigarettes in 1913, more than three and a half times as much.

Though 18% below last year, cigar production is holding up well. Indicated production of 6,725,000,000 compares with annual production of around 7,600,000,000 cigars in the period preceding the war.

Readjustment of the cigar industry in the early part of the year was severe but rapid. Drastic policies adopted at that time made it possible for the industry to regain its feet quickly. General Cigar Co. covered its $6 dividend on the common for the period in the first six months and it is expected that full year's results will show dividend for the twelve months earned by a comfortable margin. American Cigar will also cover its $8 common dividend in spite of the setback at the start of the year.

### Recovery in Manufacturing

Beginning of this year found production at its lowest ebb. Since then there has been a healthy recovery. Following gives production for the first nine months of this year:

| | Cigarettes | Cigars |
|---|---|---|
| September ... | 4,759,292,579 | 614,427,829 |
| August ..... | 5,134,524,237 | 622,039,033 |
| July ..... | 4,165,353,899 | 564,598,255 |
| June ..... | 4,223,689,183 | 618,495,102 |
| May ..... | 4,140,953,361 | 555,497,120 |
| April ..... | 3,805,082,857 | 548,103,503 |
| March ..... | 4,474,688,075 | 561,343,699 |
| February .... | 4,123,163,372 | 496,724,482 |
| January ..... | 3,904,515,440 | 462,798,039 |
| Total ..... | 38,731,263,003 | 5,044,027,062 |

### Lower Leaf Prices

Low prices for the 1920 crop made it possible for manufacturers to average their inventories down. Prices for 1921 leaf are higher and some of the big manufacturers are now carrying their leaf below current quotations. At the same time, lower prices have resulted in smaller working requirements. Rising prices for leaf and other materials during the war period made financing necessary by all large manufacturers. With the decline in leaf the peak of these requirements has passed, and notwithstanding the tremendous growth in cigarette consumption, companies have been able to finance increased business without raising additional capital.

### Effect of New Tax Bill

Manufacturers do not make public the amount paid in federal taxes. A leading tobacco interest who is familiar with the figures says that as far as most of the big manufacturers are concerned elimination of the excess profits levy and the increase in corporation tax from 10% to 12½% will have little effect. In the case of R. J. Reynolds, however, he estimates that it will have a tremendously favorable effect. This company experienced a phenomenal growth after starting with a small capitalization, and found itself in a position where the excess profits levy was exceptionally burdensome.

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# St. Louis Business Is Showing Much Improvement

### All Cigar and Tobacco Houses Report Healthy Demand for Goods—Jobbers Busy Filling Holiday Orders—Retailers Request Attention—Complying With Reserve Orders—Adding New Cigar Brands to Regular Stocks.

St. Louis, Dec. 3.—The cigar and tobacco trade in St. Louis is showing considerable improvement. All houses report a good healthy demand for goods. Jobbers are kept busy filling orders for Christmas goods and the retailers, in ordering, are insistent in having their requests given immediate attention, for they are anticipating a big advance sale for Christmas and they want their goods on hand when the orders are placed by their customers. Retailers are putting aside many orders for their customers. The slogan, "Buy Early," prevails in the retail cigar trade as in all other lines. Seasonable weather is helping sales.

Burglars who climbed the fire escape to a second story front window of the Niese Grocery Co., at 200 South Eighth street, sometime during Thanksgiving, pried open a rear door and stole 30 large cartons of cigarettes valued at $2,000. The police were told that an automobile truck was seen in the rear of the store shortly before the robbery was discovered by the police.

#### Sales Force Entertained

The sales staff of the Wm. A. Stickney Cigar Co. were entertained recently with a dinner by the president and treasurer of the Niles & Moser Cigar Co., F. C. Niles and the president of the Rothenberg & Schloss Cigar Co., Al Rothenberg.

#### After Successful Selling Trip

After a trip which lasted five or six weeks, through Missouri and Oklahoma, C. E. Henslee, representing the Philip Morris & Co., has returned to his headquarters in St. Louis.

#### New Cigar Department Manager

The Hass-Lieber Crocery Co. has a new manager for its cigar department. A. J. Flake, for many years connected with Rothenberg & Schloss, Kansas City, as one of the star salesmen of that concern, is the new man and it is considered a good appointment by those who know Mr. Flake.

#### Featuring Adlon Cigars

The Adlon Cigar, made by the Consolidated Cigar Corporation, is being given a selling campaign by Moss & Lowenhaupt, the distributors of the brand here. Not only has the campaign been conducted by a personal canvass by the various salesmen of the concern but the cigar is being boomed by many window displays.

#### Increasing Lines

Quite a few of the leading retailers are adding additional sizes to the brands they handle. The latest retailer to add to the sizes handled is the Dengler & Hatz concern, who have added five sizes of the Flor de Andres, made by Andres Diaz.

#### Pushing Don Julian Brand

The Don Julian brand, distributed by Brinkman, Meisel & Recker Cigar Co., is being pushed to the limit by the salesmen of the company.

#### Special Displays

The leading cigar stores are featuring their goods for the Christmas season by window displays. Some of the displays are unusually attractive. Among the most noticeable seen are the La Palma brand, which is given the leading place in the window of the Stickney-Hoelscher Cigar Co.; the Garcia & Vega, by Dengler & Hatz; Treaty Bond by Chas. P. Stanley Cigar Co.; Emenele by Moss & Lowenhaupt; La Preferencia by the Wm. A. Stickney Cigar Co., and the Jockey Club, by Rauh-Milius Cigar Co.

## Progress of Co-operative Marketing

Henderson, N. C., Dec. 5.—First actual steps looking toward putting the new cooperative marketing project on its feet in North Carolina have been taken in the formal chartering of the Burley Tobacco Growers' Co-operative Association which controls nearly 190,000,000 pounds of burley tobacco and with 50,000 members, being the largest cooperative association ever organized in America, it is said. The charter was given last week at Raleigh by the Secretary of State, having been filed by W. T. Joyner, Raleigh attorney. As soon as it is made legal to do so, which is expected to be done at the coming session of the General Assembly, the association will be re-incorporated in Kentucky.

Vance county, N. C., is preparing also to go into the new scheme, having called a meeting of all members signatories to the contract to be held in the court house here next Saturday, at which time delegates will be elected to represent this county at the general organization meeting at Raleigh on a date shortly to be announced. Delegates are to be chosen on the basis of three white men and one negro to every four delegates credited.

Aaron Sapiro, the California marketing expert, who drew the contract, is expected to return to Kentucky this week, it is learned here, to advise in other matters of detail in connection with the permanent organization and the elections which are to be held one week from today. These elections will be followed by the district meetings of delegates, which will choose directors for the twenty-two districts. These districts will handle the affairs of the 50,000 members of the association and the sale of their tobacco. Mr. Sapiro will probably remain in Kentucky until the association has named its directors and is actually ready for business.

It is this general form of organization which is to be followed throughout North Carolina. This State, together with Virginia and South Carolina, is practically ready now to proceed with the complete and permanent organization, and means to begin business in earnest at once in preparation for marketing the 1922 crop of tobacco in this belt.

Notice has gone out to practically every tobacco grower who signed the contract that the association has been duly and legally incorporated, and that each grower would receive instructions in due course telling him where to deliver his tobacco to the association.

In a short time the campaign in this State will close. No signatures are expected to be received after January 1, and it now seems to be an assured fact that the crop, at least in this county, will be almost entirely in the hands of the cooperative association.

## Working Out Plan to Take Over All Warehouses

Lexington, Ky., Dec. 3.—Chairman Ralph M. Barker, of the warehouse committee of the Burley Tobacco Growers' Co-operative Association, said today that the committee is still at work on an equitable basis for the taking over of all the tobacco warehouses in the Burley district by the association.

"We were in session all day Wednesday," said Chairman Barker, "with experts in appraisal work from Louisville, Cincinnati, Chicago, Indianapolis and Milwaukee, and hope to be able to submit a plan that will be satisfactory to the warehousemen and fair to the association within the next ten days.

"We are working on a plan that will be of general application so that no warehousman may complain that some other warehouseman was given a more generous valuation than he received, and so that justice may be done not only to the warehousemen but to the growers who will be taking over the property through their association.

"We have found the warehousemen of the district not only willing to remain closed while we are organizing but

sincerely working in the general interest of the people of the Burley belt.

"The committee is doing everything possible to obtain a fair and accurate valuation of every piece of property the association will take over. The warehousemen with whom the committee has conferred have shown a disposition to be fair and the committee intends to meet them halfway.

"We expect to call another meeting of the warehousemen as soon as a method of valuation that will be satisfactory is agreed upon and submit it to them."

## American Tobacco Co.'s Sales Making Volume Record

American Tobacco Co. will close the largest year in its history December 31. Sales should approximate $160,000,000 compared with $143,000,000 in 1920, $146,000,000 in 1919, $144,000,000 in 1918 and $89,900,000 in 1917.

In all probability net after taxes will run about 12% of gross or around $19,200,000. This would be a new high record, comparing with $14,277,000 in 1920, $15,922,000 in 1919, $17,496,000 in 1918 and $9,785,000 in 1917.

Other income will not be as large as last year, when it was $4,338,000, compared with $2,799,000 in 1919, $1,538,000 in 1918 and $3,778,000 in 1917.

### May Show $20 on Common

Dividend on the $52,699,000 6% preferred requires $3,161,000 annually. Interest charges will absorb probably slightly in excess of $1,000,000, a total of around $4,200,000. If other income should amount to around $3,000,000, balance after all charges and preferred dividends would be $17,900,000, equivalent to $20 a share on the 895,426 common shares of both classes. This compares with $13.38 a share in 1920. Even if item "other income" were to be eliminated entirely, indicated net after charges and preferred dividends would be equivalent to nearly $17 a share on the common.

### Inventory Position

Inventories October 1 were $10,000,000 below the corresponding date of 1920. Lower priced leaf from the 1920 crop made this possible. At the same time actual holdings of leaf were larger. Low-priced tobacco made it possible to average inventories down to a point where they are below current market levels and they are being carried below their actual worth. Leaf from the 1921 crop is higher and this will bring the average price of leaf up. Notwithstanding this, inventories at the close of this year will be considerably below $81,559,000 at which they stood December 31 last.

### Indebtedness Liquidated

At the beginning of the current year cash amounted to $10,023,000 and payables to $9,992,000. All of these obligations have been liquidated and the company will enter 1922 without owing a dollar. In addition, $3,333,000 of the 7% serial notes were retired August 15, bringing amount outstanding down to $13,334,000. This has been accomplished with practically no change in cash position.—*Wall Street Journal.*

## President Luis Toro Talks

On his recent arrival in Porto Rico, President Luis Toro, of the Porto Rican-American Tobacco Co., was interviewed and reported in Spanish by a journalist allied with *La Democracia,* a San Juan newspaper.

Luis Toro, as translated by José B. Matienzo, of the Millsco Advertising Agency, with New York headquarters at 432 Fourth Ave., New York City, was interviewed as follows:

"What is your opinion about the advertising that is being conducted by José Felix Vazquez in the United States relative to the Guarantee Stamp Law passed by the last Porto Rican legislature?"

Replied President Toro: "In my judgment the advertising conducted by Agent Vazquez in the tobacco trade journals of the United States relative to the Guarantee Stamp, is the best that could possibly be done, taking into account the amounts appropriated by the Legislature for the purpose. The stamp undoubtedly calls attention to the Porto Rican tobacco.

"The Porto Rican-American Tobacco Co. is waging an advertising campaign on behalf of the Porto Rican product too, but, ours is consumer-publicity. To conduct an advertising campaign in the United States it is necessary to spend at least a half million dollars.

"At the present time our company is carrying on a national campaign there on behalf of our manufactured cigar brands as made in Porto Rico. This expenditure for publicity was, for a period of 60 days, $200,000; that was the outlay in November and December of the present year."

Senor Toro was then asked about business conditions in the United States, especially with regard to their direct effect upon Porto Rico. Said he in summary:

"Business in general in the United States continues very slack; at the present time there are about six million people without work. There has lately been a tendency toward better things in all industries, but the general opinion, among all financiers in the United States, is that it will take some time longer for the general readjustment to be complete and the business conditions restored to normal."

"Wages have been reduced from 15 to 30 per cent," concluded Senor Toro, "and the quicker the general readjustment is reached the sooner will business become normal once more."

## Many Millions of Steiner Cigar Bands Made Daily

Several special process presses have been installed in the plans of Wm. Steiner Sons & Co., 257 West 17th street, New York City, along with additional cutting machines and other equipment, which bring the capacity of the factory up to ten million cigar bands per day. Part of the increase in output is due to a re-survey of the factory, as well as to the new and improved machinery. As a result of a thorough study of the production process, certain changes have been made that resulted in increased efficiency, so that the Steiner people now feel that their product of labels and bands not only possesses the finest quality and distinction, but is accompanied by a service that leaves nothing to be desired. Efficiency has been defined as "responsibility met," and in this sense also the Steiner plant is a model for the lithographic industry and a great asset to the many cigar manufacturers employing it.

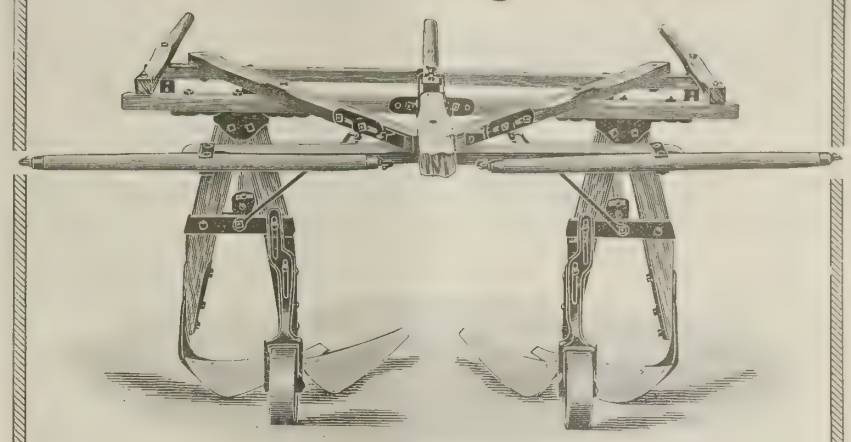
So prominent is the concern in its field that recently a motion picture firm asked to be allowed to "shoot" it. Their operators were given the freedom of the factory, and took views showing each stage in the manufacture of labels. The resulting film is highly interesting, and forms one of a series of educational reels, each reel devoted to the work of an industrial leader in various lines. They will be shown in motion picture houses all over the country, and will have their first view in New York City shortly, in the principal motion picture theaters.

## Arango Brands Continue

Unfounded rumors to the contrary notwithstanding, the brands of the Francisco Arango factory in Tampa, Fla., are still being manufactured, and they will be continued on the market. TOBACCO is able to assert this upon the authority of W. J. Seidenberg, who returned this week from Tampa. The receiver is operating the factory, turning out the same cigars as before, and shipments are being made to the selling organizations as fast as possible. Manufacturing operations are not as yet conducted on as large a scale as desired, however, due to the difficulty of securing labor. Workmen are returning slowly, each day seeing a few more on the payroll. This situation arises from the recent strike, which had no effective leadership, so that once the men were out, they were left without guidance in the matter of returning to work. Orders are being filled, however, as fast as possible.

As yet there has been no definite plan evolved covering the details of the future course of the business. The receiver is being financed, however, and is amply able to carry on operations, which he is doing with the same staff of executives as before, assuring a continuance of Arango quality without change. All the affairs of the company naturally are in the receiver's hands, which means that the various interests in other cities which formerly played prominent parts in the business now refer all matters to Tampa.


# Prout's Hoeing Machine For Cultivating Tobacco



A TRULY remarkable machine for the cultivation of tobacco. Each standard carries a set of two hoes which *reach under* the plants, hoe and weed the soil for a distance of two feet on each side of the row, and leave it loose and mellow. Because the hoes work *under* the leaves, all danger of bruising is avoided. Prout's Hoeing Machine bears the well known trademark of

The Chicopee Line

and has been manufactured by the Belcher & Taylor Agricultural Tool Division of this company for many years. This machine has for years been the standby of Connecticut growers, and is meeting with wonderful success in other districts where it is being introduced. With it one man can do the work of two men—a big saving in labor. Light and easily handled. Adjustments for level cultivation or ridging easily made. Gauge wheels are supplied for maintaining a uniform depth in mellow ground. Write for further information.

**Bateman and Companies, Inc.,**
GRENLOCH, N. J.


# NEW YORK
## Doings and Sayings
## Goings and Comings

### Ostrow Is from Erie

Samuel D. Ostrow, of Erie, Pa., has been among those present in New York this week.

* * *

### Butscher Visits Us

Y. C. Butscher, of the Illinois Tobacco Co., Springfield, Ill., has been a Gotham visitor recently.

* * *

### Broke All of Its Records

The sales of English Oval cigarettes during the month of November broke all of its previous high records.

* * *

### Zaslaff Is a Candy Man

J. B. Zaslaff, of the Alleghany Candy Co., Pittsburgh, Pa., has been talking over tobacco matters in New York this week.

* * *

### Kramer Visits New York

Louis Kramer, vice-president of Bayuk Bros., is in New York for a short visit, coming from Philadelphia direct to the leaf district.

* * *

### Indianapolis Men Arrive

E. W. Harris, vice president, and D. W. Eggleston, secretary and treasurer of Hamilton, Harris & Co., Indianapolis, Ind., traveled to New York together this week.

* * *

### General Cigar Men Travel

Milton H. Esberg and Morgan A. Gunst, western officials of the General Cigar Co., 119 West 40th street, have left for San Francisco, after spending several weeks at the New York headquarters.

* * *

### American Salute Is Snappy

Louis Klein, head of the American Salute Cigar Co., 119 Mercer street, is busy pushing his American Salute cigar in the metropolitan district with such good effect that the cigar is in steadily increasing demand.

* * *

### Rodriguez on Way Home

Angel Rodriguez, of Infanzon & Rodriguez, 45 East 17th street, has been spending a few days in New York on his way home to Porto Rico. He has

(*Continued on page* 18)

## American Valuation Plan in Tariff Bill

WASHINGTON, D. C., Dec. 5.—Senator Penrose indicated in an interview today that while the Senate Finance Committee stood pledged to the principle of American valuation in the writing of the forthcoming tariff bill, there might be considerable modification of the House plan of applying the principle. The report of Treasury experts collecting American valuation data had not yet been received by the Committee, he said, and the problem would not be taken up for settlement until after the hearings scheduled to begin Wednesday had been concluded.

Senator Penrose said the committee would consider several new proposals in connection with the tariff bill. One of these plans provides for fixing maximum and minimum tariff rates and giving the President wide discretion in applying them in accordance with the volume of imports of particular commodities. Another plan would provide that tariff duties be reduced by five or ten per cent each year until the value of imports reached approximately 10 per cent of the domestic consumption.

# La Confesion

**A favorite for forty years**

## Draws Trade

*Because—*

**1—Choice Havana Filler**

**2—Imported Sumatra Wrapper**

**3—Cuban Hand|Work**

**4—Nine Popular Sizes**

**Sizes and Prices**

Invencible . . . . . 3 for 50c
Waldorf . . . . . 15c Straight
Club House . . . . . 15c Straight
Perfecto . . . . . 15c Straight
Concha Especial . . . . . 2 for 25c
Epicure . . . . . 2 for 25c
Panetella . . . . . 2 for 25c
Bouquet . . . . . 10c Straight
Miniatures . . . . . 5c Straight

**Some open territory in middle west.**

**BENITO ROVIRA CO.**
(INCORPORATED)

**311-321 East 62d Street, New York**


# Chicago Getting An "Earfull" on "Price-Cutting"

**Leading Light Explains, According to His Views, Evils of Underselling Other Fellow—Calling Off of Tampa Strike Brings Cheer to Windy City Dealers—Were Short of Clear Havana Stocks—Live News from a Live Section.**

CHICAGO, Dec. 3.—"The harmful practice of price cutting seems to be more prevalent here in Chicago than in any other city," quoted one of the trade's leading lights this week. "This is a practice that at the first glance appears beneficial, but in the end turns out seriously for both the manufacturer and the legitimate dealer. A few years ago a cut price usually represented the urgent need for the disposal of surplus or slow-selling merchandise. Then a cut-price sale was a bargain—a saving—an opportunity for the customer to get a known quality article at a sale price which was beneficial to him as well as to the dealer, and because of the localized and individual instances created very little harm. But today price-cutting has become an art. It represents a well-defined channel through which cheaply manufactured goods are sold at seemingly attractive cut prices. In reality, it is usually the paying of too high a price when compared with the value and quality of the merchandise. You may ask what has aided the price cutters to become so numerous? The answer to this, in my opinion, is that many manufacturers have been unable to stand the gaff of real competition, salesmanship, etc., and followed the line of least resistance, which was to build cheap imitations of articles of proven quality and demand. This was followed by drawing on the other fellow's popularity and advertising and putting through cut-price stores at cut prices, articles of similar outer appearance, but usually of very poor material and construction. To further the sale of cut-price articles of imitation it is generally the custom to have one or two articles of the original to be used as leaders for display purposes. The net result of today's price-cutting is that cheaply made articles are being sold on the strength of some other fellow's reputation. Naturally the cheap article does not stand the test of use and the result is that in the end both the customer and the dealer are sadder, wiser and money out. Price-cutting, manufacturing of imitations and the selling of cheap products tend very strongly to weaken the industry and to destroy the business and confidence of legitimate jobbers and dealers." (Note by the Editor: Many a high grade article falls victim to the rampant price-cutter.)

### Putting 'Em Out

The Nathan Elson Co. is very busy sending out Ben Bey cigars, which are now such a big seller here. Even Clarke Cutler, the sales star, is seen in the loop delivering orders to customers and "Cut" enjoys the work.

### On Way to Gotham

Ed. Elam, the Manila cigar broker, from San Francisco, is here and will leave this week for New York.

### Quick Dash to New York

E. P. Oakes is to make one of his hurry up trips to the New York office of the E. H. Gato Cigar Co. He leaves today on the Century.

### Cheered by Tampa Resumption

The news that Tampa is working again has brought cheer to the Chicago dealers. Many of the larger retailers have not as yet received their Christmas stocks of clear Havanas and were beginning to feel very uneasy when they heard Tampa had another strike.

### Has Two Favorites

Eddie Crooks is a great booster for La Palina cigars, and also the game of football. Ed. had a box party at the Staley-Buffalo game here a few days ago and entertained as guests Ed. Ackerburg, son of our well-known retailer; W. C. Foley, the Philip Morris & Co., Chicago sales manager; Jack Dougherty and Harry Sternheim. Mr. Crooks is one of the Staley team's admirers.

### Gift Packings

The General Cigar Co., Inc., is distributing to the trade a neat folder entitled "Price List on Gift Packings of General Cigar Co. National Brands."

Fred Baumstein is batting strong with his line of Perfecto Garcia clear Havana cigars.

### Getting Line on Stocks

A notice has just arrived from E. A. Coudax & Co., New York, to report to their head offices a list of stock on hand or in transit at the close of business on November 26.

### Offering Variety

Manuel Garcia, Jr., of Perfecto Garcia & Bro., Tampa, is calling on the loop dealers. Ludwig Lasker, their sales star, is also at the Chicago office for a short visit. Joe Garcia of the firm is at the factory and is expected back here very shortly. They are showing the trade four different variety packings of Perfecto Garcia cigars in solid Boite Nature.

### Think of It! The Police Interfered!

The United Stores were passed up by bandits this week. The only report came from their store at 634 South Crawford Ave., where two bandits tried to hold up the clerk, Mathew Leibovitz. The police were on the job and shot one of the hold-ups. The other escaped.

All the downtown retailers reported the usual Thanksgiving sale of cigars.

### Cause for Great Excitement

Can you imagine it—a restaurant without a curfew? "Impossible in Chicago!" you say. But you're wrong. Out at 39th street and Cottage Grove avenue is the Ritz-Carlton, full of bright lights and merry music, and it's open all night long. It's the only one in Chicago and, fellows, you ought to see the bird climb over the piano! Hear the saxophone moan and wail! Man, oh man, but it is the life! The police department can't stop it under the 1 a. m. closing law. Who says that Chicago is a 9 o'clock town?

### Welbro Arrives

Welbro, a new 8 cent, 2 for 15 cent seller, made by Welcher Bros., of New York, is being placed here. J. Pines & Son have the agency for the west side territory. The list price of Welbro is $58 less 5 and 2 per cent. discount.

H. Stolurow, of the Sonora Cigar Co., Milwaukee, called. Was sorry I missed him. He sells "Sonora," that perfect cigar.

Ryan & Raphael Cigar Co. are pushing La Flor De Ryan and Raphael Tampa made mild Havana's in 10 cent, 2 for 25 cent, and 15 cent sizes. This brand is Havana wrapped.

### More "Watchful Waiting"

All the salesmen are anxiously awaiting word from headquarters as to the date of their holiday vacations. The cigarette and tobacco salesmen who are headquartered here expect at least a two weeks' rest.

### In a Receptive Mood

Aaron White, who has represented Benito Bovira Co., of New York, is no longer with this house. Aaron is a first class cigar salesman and is open for a new connection. He can be reached at E. P. Oakes' store, 153 North Clark St.

### Has Well Stocked Grip

D. F. Keith, of Harris & Son Cigar Co., Newark, N. J., arrived here this week with a line of Jose Grande, Sumatra wrapped, and Romeo-Garcia, shade wrapped cigars.

### Makes New Connection

Ed Sutter, who for years has sold Manila cigars, has connected with the Spietz Cigar Co., of Detroit, and will sell their Robert Emmet 10 cent cigar to the loop trade here. Ed will book all his orders for Robert Emmett through Kalis-Samuels, Inc., and P. J. Rubey Co., who are the distributors.

### Has New Line

Mr. Peters, formerly on the north side for Wm. J. Seidenberg & Co., is now with Walter M. Woolfson, 220 North State St., and is placing the Garcia-Miranda cigar. Mr. Woolfson now has five men working the city trade. W. M. Woolfson takes care of the loop dealers personally.

A. Joseph, who has operated a retail cigar store at 504 East 47th St., has sold out.

### Featuring La Palina

J. Sure, 458 East 47th St., shows a neat window trim of La Palina cigars. He reports that La Palina is one of his best sellers.

### Not Dreamer, But Seller

Louis Cohn is one of the best salesmen the Western Pipe Co., 210 West Madison St., has on its selling staff. He travels the Pacific Northwest and also works the Chicago trade.

Two bandits were arrested a few days ago while looting the United Cigar Store at Wells and Monroe streets.

### To Visit Factory

Bob Ellis will pay the Sanchez & Heya factory at Tampa a visit right after January 1, at which time he will lay his plans for a heavy campaign for 1922.

The Uptown Chicago Association, composed of business men in the north side section, has been organized as the result of the recent Up-Town Chicago exposition. Loren Miller is its first president.

### The Passing of G. R. Newell

Two items of interest traveled here from Minneapolis this week that shocked the trade. The death of George R. Newell, head of the large wholesale house of George R. Newell Co., large handlers of cigars. The house of Newell has acted as the jobbers in the Northwest section for many years for the Havana-American Co.

### The Santrizos Failure

The other was the going into bankruptcy of Santrizos & Co., large handlers of fine cigars in the flour city. Charlie Santrizos, the cigar buyer, was known to the salesmen from all over the country.

### E. C. Hoe to Resign

Milwaukee also sent important news. Word reached here that on January 1 well-known Edgar C. Hoe would resign as vice-president of the Lewis-Leidersdorf Co. branch of the General Cigar Co., Inc. Mr. Hoe was in former years secretary and treasurer of Fay-Lewis & Bro. Co., who were consolidated in later years with C. B. Leidersdorf Co. by the General Cigar Co.

### El Werth

The December issue of *El Dallo Smoke-Up* has arrived. In this issue Wertheimer Bros. announce El Werth, the Sumatra wrapped, long filled 5 cent cigar.

### Making Liberal Offers

The American Tobacco Co. and R. J. Reynolds are staging a merry cigarette war. Reynolds put into effect on November 28 a special 3 per cent discount to the retailer on each 1,000 Camels, this being in addition to the 5 and 2 per cent. allowed by the jobber. On November 29 the American came out with a free offer of 100 One-Eleven cigarettes free with each 1,000 Lucky Strike cigarettes.

### Speeding on Lincoln Highway

Charles Dant has been working Lincoln Highway through Jobst-Bethard Co., of Peoria, and has this 8 cent seller made by the Rauch Cigar Co., of Indianapolis, going over big down state. He will work right up to the end of the year and will devote quite some time with the different branch houses of Hamilton-Harris Co., who are also big distributors of the Lincoln Highway cigar.

Fortunately it is not too late yet to do your Christmas shopping early.

H. L. H.

# UNIVERSAL HISTORY OF TOBACCO

*Sailors sent by Columbus to explore Cuba, found the natives smoking tobacco leaves rolled in the form of a cigar. These were about seven inches around and nearly eighteen inches long. One such cigar often served as many as five braves.*

VIEWED in the light of modern cigar-making methods, these first cigars were crudely and wastefully produced. The Model M Universal Stripping and Booking Machine, by making possible the mechanical stripping of the leaf, has saved thousands and thousands of dollars for cigar manufacturers.

## Pays For Itself By Saving "Scrap" And Labor Losses

The Model M Universal saves a large part of the scrap, lost by hand-stripping. It saves wages, because one Universal does the work of up to three hand-strippers. Within a year, these savings, alone, will pay for the machine.

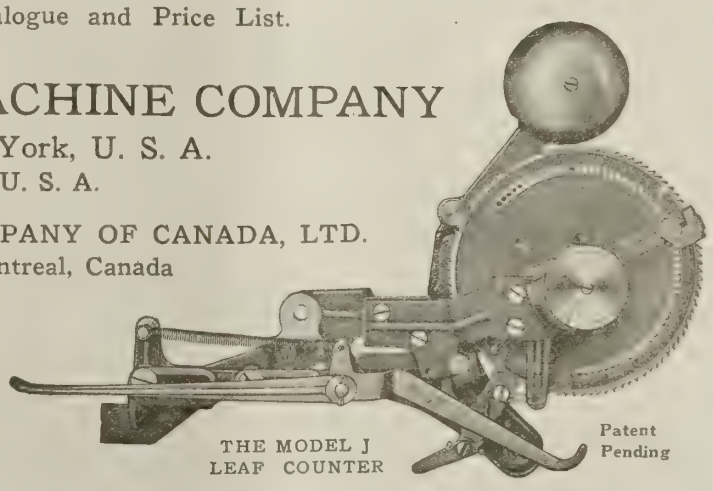
The smooth stock, ready for the cigar maker, without tears or curled tips, results in 35 to 50 cigars extra per man each day. This means increased profits. The Model M Universal Stripping and Book Machine will make money for you from the day you install it.

Over 2,000 large and small factories are already equipped with Model M Universals. Send for Catalogue and Price List.

UNIVERSAL TOBACCO MACHINE COMPANY
116 West 32nd Street, New York, U. S. A.
Factory: Newark, N. J., U. S. A.

UNIVERSAL TOBACCO MACHINE COMPANY OF CANADA, LTD.
108 St. Nicholas Building, Montreal, Canada

*Model J Universal Leaf Counter - An attachment for the Model M Universal Tobacco Stripping and Booking Machine. Counts the leaves as they are stripped in any number desired, from twenty to eighty to a pad.*



THE MODEL J LEAF COUNTER

Patent Pending

## National Cigar Leaf Men Heard on Tariff Bill

(*Continued from page 3*)

tion that war prices for cigars can no longer be maintained, and the general price tendency throughout the industry is materially downward. Even if it were practicable to maintain war prices, they would not be high enough to absorb the increase in the rates on cigar leaf proposed by the new tariff bill, but, in view of the absolute impossibility of increasing cigar prices, it would hardly seem to be necessary to argue this point further.

### Effect of Increased Duty on Wrappers

Nearly one-half the cigars manufactured in the United States are wrapped with Sumatra leaf tobacco which, although high in price and burdened with a heavy duty, is so peculiarly suited to the wrapping of cigars and can be so economically worked in the factory as to make it practicable to employ it in the production of medium as well as high-price goods. An increase of 25 cents per pound in the duty on wrapper leaf tobacco will raise the cost of the two pounds of Sumatra wrappers required to cover 1,000 cigars by 50 cents, an amount which cannot be absorbed by the manufacturer, jobber or retailer under existing conditions.

But this is not all. Under the present system of internal revenue taxation, adopted since the last tariff revision, cigars pay a tax on a sliding scale according to retail price. Thus, for example, the cigar which retails at 8 cents pays an internal revenue tax of $6 per thousand. If, however, the retail price of this cigar is raised by the smallest fraction of a cent the cigar immediately becomes subject to tax at the higher rate of $9 per thousand, an increase of $3. Thus an increase of 25 cents per pound in the duty on Sumatra leaf would raise the tax-paid production cost of the popular-priced cigar $3.50 per thousand, making it imperative that the consumer shall pay more for this cigar. It will be noted that these taxes relate solely to cigars containing no imported filler tobacco. The effect of the proposed changes upon cigars manufactured with imported fillers as well as wrappers would be much more pronounced and will be pointed out later in our discussion of the proposed rates on filler and scrap tobacco.

As it is perfectly apparent that the price of the popular cigar can not be raised under existing conditions, the cigar manufacturer, if the cost of his Sumatra wrappers is increased, would be obliged to choose between two alternatives—equally disastrous to the country at large—of reducing the wages of his employes, or cutting the price he pays to the farmers who grow his binders and fillers. It is impossible to escape this conclusion, which is based upon facts demonstrated throughout the entire cigar industry.

The proposed increase in the duty on wrapper tobacco has been urged on behalf of the producers of so-called shade-grown tobacco of Connecticut, Georgia, and Florida. While we do not pose as philanthropists, we are vitally interested in the welfare of the American farmers who grow cigar leaf tobacco in the States of Massachusetts, New York, Pennsylvania, Ohio, and Wisconsin, as well as those in Connecticut, Georgia, and Florida. Any increase in the duty on wrapper tobacco, beyond a possible 15 cents per pound, which manufacturers, jobbers, and retailers would strive together to absorb in the hope of avoiding an increase in the internal revenue tax, would have disastrous consequences not only for the cigar-making industry of the country, but for all cigar leaf growers, for, in our opinion, it would adversely affect even the producers of shade-grown tobacco in Connecticut who have been asking Congress to raise the present rate to $2.85 per pound.

While we are anxious to avoid any individious comparisons, it is an undeniable fact that the producers of shade-grown tobacco in Connecticut are today the most prosperous raisers of cigar leaf tobacco in the United States and do not need any more protection than they have enjoyed during the past two decades. Consumption of Connecticut wrappers has steadily increased in recent years, and there is undoubtedly an excellent market in this country for all of this tobacco that can be raised. Any increase in the duty, therefore, is unnecessary and would only work a serious injury to the cigar trade and to the farmers who grow filler and binder tobacco. Ultimately, the Connecticut growers themselves would be injured because of the reduced prices obtained for their fillers and binders.

The domestic growers of wrapper leaf tobacco have steadily increased their output during the past ten years in the face of the fact that the cigar industry as a whole has remained at a standstill, a fact which shows beyond a question that they do not need more protection. Will Congress destroy a large part of the cigar industry in the hope of still further increasing the profits of a comparatively small number of growers engaged in the production of wrapper leaf tobacco?

Studied effort has been made to give Congress the impression that a large number of farmers in Connecticut are in sore need of an increased duty on wrappers. As a matter of fact, the individual grower of leaf tobacco under shade in Connecticut is almost a myth. Approximately 60 per cent of the shade-grown tobacco of the State is raised by a single corporation, which is also reputed to produce more than 50 per cent of the tobacco grown under shade in southern Georgia and northern Florida, the only other shade-grown district in the country. This corporation has a capital of many millions and has been paying dividends of 10 per cent on its common stock, which was issued as a bonus with its preferred stock, which then represented every dollar of tangible assets owned by the corporation.

Between 80 and 85 per cent of the production of shade-grown tobacco in Connecticut is raised by six or eight large concerns, and the business is in no way suited to the operations of the small farmer. From $750 to $1,000 capital per acre is required to grow this tobacco, and the tendency, therefore, is to confine its production to rich corporations which, in some cases, make contracts to finance individual farmers, who are paid a fixed price so closely calculated as frequently to leave them in debt to the corporation.

The tendency of the shade-grown industry as conducted in Connecticut is toward corporation domination and absentee landlordism, and against individual enterprise and diversification of crops on the part of the farmer.

The shade-grown industry in Connecticut is less than twenty years old. In the first decade following 1900 its growth under individual initiative was slow, but since 1910, under corporate direction, the acreage has increased from 1,000 acres to 6,000 acres. During the same decade the market price of this tobacco has risen from $1.25 to as high as $5.25 per pound.

We desire especially to emphasize in this connection the testimony we have on so many occasions given before the committees of Congress. The various types of tobacco stand or fall on their own merits. Sumatra tobacco is used for wrappers because of its suitability in both quality and appearance. Connecticut wrappers have gained the position of high-priced wrappers used by our cigar manufacturers because they have demonstrated their peculiar fitness and because the consumer demands them. The manufacturer who uses Connecticut wrappers does so openly and his products are known as Connecticut-wrapped cigars. Florida wrapper tobacco remains today what it has always been—only a substitute for Sumatra. As such it has its place, and even its special value to the industry, but we believe that there is no justification for upsetting established costs and desirable conditions in a great industry in order to stimulate the production of an article which it is claimed needs a protective duty of more than 200 per cent.

An inkling of what may be expected to happen, in the event any considerable increase is made in the duty on Sumatra tobacco, may be gathered from the fact that, as a result of the increase in the price level of the latest inscriptions or auctions of this tobacco recently held in Holland, there has been a reduction in the purchases of this tobacco for shipment to the United States, from a normal quantity in excess of 33,000 bales, to approximately 18,000 bales. This shrinkage in the amount of Sumatra tobacco to be imported during the coming year, approximating 2,500,000 pounds, will represent a loss to the United States Treasury in duties of nearly $6,000,000. It is obvious that any material increase in the duty on wrapper leaf tobacco would have the same effect as an increase in the foreign price, which promises to reduce current revenues so disastrously.

We are firmly convinced that if Congress will consider, on the one hand, the present condition of the cigar industry and that of the tobacco growers of Massachusetts, New York, Pennsylvania, Ohio, and Wisconsin—who have barely held their own for the past ten years and who are facing actual disaster in 1921—and on the other hand, the corporations engaged in the production of shade-grown wrappers in Connecticut, Georgia, and Florida, it will deny the appeal for any duty on wrapper tobacco above $2 per pound, not only because it is unnecessary but because it will reduce rather than increase revenue jointly derived from customs duties and internal revenue taxes on cigars.

### Effect of Increased Duty on Filler

The proposed increase from 35 cents to 45 cents per pound in the duty on filler tobacco promises to be even more serious to the cigar industry than the increase in wrappers. Havana fillers, which constitute the great bulk of the importations of this class of cigar leaf, are used not only in the manufacture of clear Havana cigars, but constitute the most desirable filler employed in cigars wrapped with Sumatra and with practically all domestic wrappers, including the highest grades of Connecticut shade-grown. In the case of those cigars in which Havana fillers exclusively are used, an increase of 10 cents per pound in the duty will raise the cost of production approximately $2 per thousand, as twenty pounds of fillers per thousand cigars is the allowance of leaf made by the Internal Revenue Bureau. Of course, such an addition to the cost of production could not be absorbed by the manufacturer, nor could it possibly be passed on to the consumer, as it would involve a higher internal revenue tax, making a net increase of no less than $5 per thousand, which, in the case of the Sumatra-wrapped cigar or that covered with Connecticut shade-grown, would be increased by 50 cents because of the higher duty on wrappers. Any attempt to secure such an advance in the retail price would meet with disastrous failure and would heavily curtail consumption and production and therefore both internal revenue and customs collections. Thus the proposed increase in the filler rate would force the manufacturer to resort to the same expedient that would be made necessary by a higher wrapper duty, namely, to cut the wages of his employes or reduce the prices paid to the growers of domestic fillers, binders, and wrappers.

Any increase in the duty on filler tobacco would have an immediate and most injurious effect upon the domestic grower of shade-grown wrappers. The demand for a high-grade cigar has been met in recent year by the use of Havana exclusively or a large percentage of Havana blended with the best domestic fillers and wrapped with Connecticut shade-grown leaf. Should manufacturers of these cigars be forced to the expedient of reducing the amount of Havana fillers in these goods, the reputation of the Connecticut-wrapped cigar would speedily be destroyed and its consumption materially reduced. This is a consideration of overshadowing importance because of the prominent position which this cigar has come to occupy during the past ten years, owing to the liberal use of Havana tobacco in its manufacture.

So far as we are advised, there has been no suggestion that the proposed increase in the duty on filler tobacco would be of advantage to any class of domestic cigar leaf growers. It is a well-known fact that there is absolutely no competition between imported and domestic fillers because of the great difference in the two types of tobacco. On the contrary, the importation of Havana fillers has stimulated the production of domestic leaf not only for wrapper purposes but to make satisfactory blends with imported fillers.

We trust that Congress has not gathered the impression that the duty on imported fillers is a matter of less consequence to the domestic cigar trade than the rate on wrappers, because of the fact that no representations have heretofore been made concerning this item. The trade was led to believe by the action taken on the emergency tariff bill that no increase on filler tobacco was contemplated, a belief which we submit was justified in view of the serious menace to our industry obviously involved in any proposition to increase the cost of Havana fillers.

### Effect of Proposed Increase in Duty on Scrap Tobacco

The proposed increase in the duty on scrap tobacco from 35 to 55 cents per pound would also deal a serious blow to the cigar industry and particularly to those manufacturers who employ Havana fillers in the production of their goods. The great bulk of scrap tobacco is of Cuban origin and is used in combination with domestic filler leaf in the production of a cigar of excellent quality at a price within the reach of the masses. This cigar could not possibly be made under a higher rate of duty on scrap tobacco.

We would further call your attention to the fact that it is unfair and illogical to raise the duty on scrap tobacco for the reason that the rate of 50 cents per pound, fixed by the present law on stemmed filler, provides a differential of 15 cents per pound, which was specifically designed to take care of the stems and scraps. To illustrate: 100 pounds of unstemmed tobacco at a duty of 35 cents per pound would pay the Government $35, or exactly the same amount of revenue that would be derived from the importation of 70 pounds of stemmed tobacco (the net result of stemming 100 pounds of leaf) at the rate of 50 cents per pound. It will thus be seen that there is no justification for the present rate of duty on scrap tobacco of 35 cents per pound, and that in fairness to all concerned it should be lowered rather than increased. As a matter of fact, if the total revenue derived were the only consideration, it would be to the advantage of the Government to admit scrap tobacco free of duty. Of course, we do not urge this but merely state it as an economic fact.

A consideration of overshadowing importance as to this proposed increase in the duty on scrap tobacco is the incontrovertible fact that the addition of 20 cents per pound would prove prohibitory. The Ways and Means Committee appears to have overlooked the fact that prior to the passage of the Underwood-Simmons Act of 1913, the duty on scrap tobacco was 55 cents and operated to exclude this form of cigar leaf. The Act of 1913, however, reduced the scrap rate to 35 cents, with the result that substantial quantities of scrap tobacco have been imported and blended with domestic fillers in the production of a very acceptable low-priced cigar, covered with domestic binders and wrappers. Should the 55-cent rate be restored at this time, there can be no doubt whatever that it would operate merely to cut off the customs revenue now derived from scrap tobacco, reduce the quality of the moderate-priced cigar of good flavor, and substantially decrease consumption and production, thus causing a heavy shrinkage in the internal revenue from this class of goods.

### Revenue Considerations

We are fully alive to the necessities of the Government in the way of revenue, but we are confident the present customs duties on cigar leaf tobacco and the internal revenue taxes on cigars are substantially above the revenue point. No wise business man would follow the policy of unnecessarily adding to the cost of a product, the sale of which he desires to increase, and it is submitted that the Government has much more to gain from a farsighted policy of taxation that will stimulate the cigar industry and thus increase the internal revenue, while at the same time benefiting the industry and all those dependent upon it, than by adding burdens that

only mean serious depression if not absolute ruin.

The figures we have quoted showing the expansion of the cigarette industry graphically illustrate this point. The internal revenue tax on cigarettes made during the fiscal year 1900 netted but $3,969,191, or about one-fifth the amount paid on cigars. During the fiscal year 1920 the cigarette tax produced no less than $151,494,415, or nearly three times the amount derived from the tax on cigars. It is obvious that if a sounder policy had been adopted in the taxing of cigars and cigar leaf tobacco during the past twenty years, an increased production would have resulted in a much larger aggregate revenue, even though the rate of taxation were more moderate.

It is only necessary to compare the figures for cigar production for the first nine months of the current calendar year with those for the corresponding period of 1920 to show where the real interest of the Government lies with respect to revenue derivable from this industry. The loss to the Government in the internal revenue tax on cigars owing to the depression in the industry promises to exceed $16,000,000 for the current year, an amount substantially greater than the entire customs duties on the prospective importations of cigar leaf for the coming twelve months, which probably will not exceed $5,875,000 on wrappers and $6,480,000 on fillers, or a total of $12,355,000. These figures do not take into account the almost certain shrinkage due to the increased duties imposed by the so-called Farmers' Emergency Tariff Law, now in force. The addition of further burdens will unquestionably accentuate the depression now prevailing and will cause further loss of revenue. If, on the other hand, the trade is assured of favorable conditions and reasonable taxation, both customs and internal revenue, it will undoubtedly rally strongly and Congress can confidently look forward to a recovery of the lost ground and to a very substantial increase in output and revenue during the coming year.

### Amendments

We would, therefore, earnestly urge the amendment of the pending bill by the restoration of the rates of the existing law on both filler and scrap tobacco, and by the adoption of a rate not exceeding $2 per pound on wrapper tobacco. Any rates higher than those we suggest will unquestionably prove to be above the scientific revenue point, and will afford no needed protection to any class of leaf tobacco growers. They will serve only to further burden an industry now carrying much more than its full share of the tax load.

Respectfully submitted.
NATIONAL CIGAR LEAF TOBACCO ASSOCIATION,
CHARLES FOX,
Chairman Legislative Committee.

## Stamping Returned Tobacco

WASHINGTON, D. C., Dec. 6.—The Treasury Department has announced the amendment to the Customs regulations of 1915 respecting the stamping and marking of manufactured tobacco of American production exported and returned. The Department says:

"Customs inspection stamps need not be affixed to returned American manufactured tobacco, but the packages of such tobacco shall be marked or stamped, preferably over the internal revenue stamp with the inscription 'American Goods Returned.'"

## Revenue Shows Improved Cigar Business

LANCASTER, Pa., Dec. 3.—The November collections of the Lancaster Division of the First Revenue District were, stamps, $114,464.56; other taxes, $236,334.67; total, $350,799.23.

In November, 1920, the total collections were $275,000, and last October they were $258,241.

Last December was low water mark on cigars, and since then the receipts have been climbing upward slowly. Last month was not very far behind November a year ago, which indicates improvement in the local cigar industry.

## Legion Men to Own and Operate Cigar Store

FREMONT, Ohio, Dec. 3.—That the members of Edgar Thurston Post, American Legion, will own and operate an up-to-date retail cigar and tobacco store in Fremont, was fully decided upon at a meeting of the ex-service men held recently. The project has been under way for several weeks, but was not fully determined until all returns were heard and indications pointed to a brilliant success. The location of the new store will be on Croghan St., between Front and Arch Sts. The new place will be open for business about January 1, and is to be modern in every respect. In connection with the tobacco and cigars, a choice line of candies will also be kept in stock. Just who will have direct charge of the store has not yet been determined, but a regularly employed ex-service man will be on duty when the new business house opens its doors to the public.

This store will be owned entirely by ex-service men affiliated with Edgar Thurston Post, and stock is being sold to them at $5 per share, payable on receipt of the State bonus. The new business house will be incorporated for $5,000. Besides the store, a complete wireless apparatus will be equipped and installed in a specially built room that will be handy to the store. This outfit has been under operation for some time by the electrical company that occupies the future site of the new cigar stand. Via wireless the ex-service men will be able to hear returns from all big ball games, football matches and boxing bouts in all parts of the country.

Stock in the new concern is selling at a rapid rate, and the organization will be perfected before the old year leaves and the new year comes in. Those in charge of the project have figured that patronage from the ex-service men of Fremont and Sandusky County will more than make the new business house a paying one and a concern of considerable consequence.

# Baltimore Market

BALTIMORE, MD., Dec. 1.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—We have to report for the past week receipts of 548 hogsheads, while the sales totaled 414 hogsheads. Nothing of interest to report in the market.

OHIO.—Nothing doing.

### Official Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Nov. 30:

#### Receipts

| | This week | Prev. | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland | 753 | 35,515 | 36,268 | 32,739 | 23,546 |
| Ohio | ... | 264 | 264 | 264 | 2,869 |
| Total | 753 | 35,779 | 36,532 | 33,003 | 26,415 |

Reinspections this week: Maryland, 205; to date, Maryland 3,592.

#### Deliveries

| | Maryland: Coastwise and Domestic | Maryland: For. | Maryland: Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 8 | 220 | 228 | .... | 228 |
| Previously | 5,668 | 24,970 | 30,638 | 1,061 | 31,699 |
| | 5,676 | 25,190 | 30,866 | 1,061 | 31,927 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 17,379 | 4,591 | 21,970 |
| Receipts since | 32,739 | 264 | 33,003 |
| | 50,118 | 4,855 | 54,973 |
| Delivered since | 30,866 | 1,061 | 31,927 |
| Stocks today | 19,252 | 3,794 | 23,046 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 414 | .... | 414 |
| Previously | 31,993 | 2,338 | 34,331 |
| | 32,407 | 2,338 | 34,745 |

Ground leaves to date, 324 hogsheads.


# The World's Best Cigarette Making Machinery

***Simple and up-to-date design—Easy operation—***
***High capacity—Unequalled finish of the cigarettes***

**THE "EXCELSIOR RECORD" CIGARETTE MAKING MACHINE**

Produces per hour up to:

36,000 Cigarettes without tip.
30,000 " with gold, cork or paraffin tip.

**THE "EXCELSIOR" CIGARETTE MAKING MACHINE**

Produces per hour up to:

20,000 Cigarettes without tip.
18,000 " with gold, cork, straw, silk or paraffin tip.

**Cigarette Making Machinery**
for Cigarettes with CARDBOARD MOUTHPIECE.

**Cigarette Tube Making Machines**
of every description.

**Tobacco Cutting Machines**
Finest workmanship, highest capacity

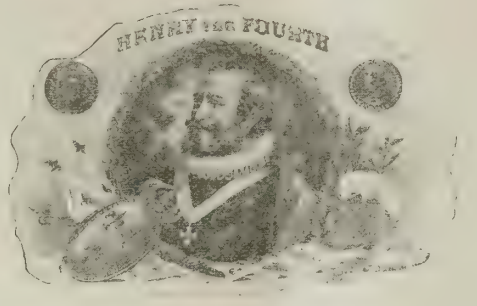
**Grinding Machines for Tobacco Cutters**
Latest construction—entirely automatic
—Enormous saving of knives and wages.

The fact that some cigarette manufacturers have bought during the last few years up to 200 of my machines is ample proof that my Cigarette Making Machinery is actually the best on the market.

One shipment of 120 Machines has been recently made by me to the Rumanian Administration of Tobacco Monopoly.

**For full particulars apply to**

**J. C. MÜLLER, Rotterdam 1, Stationsweg, 85**




# *Establish* CONFIDENCE

By giving VALUE, thus keeping the trade you already have and paving the way to build upon it. HENRY the FOURTH cigars are VALUE—the Material used and Workmanship employed cannot be excelled. They Duplicate because they're GOOD. Once placed they are their own best salesmen.

***Sizes retailing from 10c to 20c.***

## ALVAREZ MENDEZ & CO.

*Makers*

Preferred Havana Tobacco Co., Owners
New York Office, 257 4th Ave.
TAMPA, FLORIDA

## CONSOLIDATED CIGAR CORPORATION

*Head Office.* 81*st Street and East River* *New York*

## Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S **DUTCH MASTERS**

E. M. SCHWARZ & CO'S **MOZART**

T. J. DUNN & CO'S **NEW BACHELOR**

44 CIGAR CO'S **ADLON**

44 CIGAR CO'S **44**

JOSE LOVERA CO'S **LOVERA**

S. I. DAVIS & CO'S **El Sidelo**

S. I. DAVIS & CO'S **HARVESTER**

LILIES CIGAR CO'S **La Azora**


## New York Doings

(*Continued from page* 13)

just returned from Spain, where he has been enjoying a vacation.

* * *

### Rapp-Muller Men Sail

H. B. Manus, who has been spending some time with Rapp-Muller Co., 152 Water Street, has been called to Europe by urgent business. Mr. Muller has also sailed abroad, on the *Adriatic*, in order to spend Christmas with his family.

* * *

### Alvarez Sees Slow Growth

Manuel Alvarez & Co., 160 Water street, who handle Porto Rico leaf, find a slowly growing demand. The blending quality of the leaf renders it indispensable to many manufacturers, who are buying—mostly in small lots—as their stocks decrease.

* * *

### Marks Comes from Youngstown

Max A. Marks, vice-president of the Frankle Bros. Co., of Youngstown, O., has been spending a few days in New York City. The Frankle Company is an important distributor of the General Cigar Co., and Marks put in a good part of his time conferring with the executives at their headquarters.

* * *

### Halpern Settles for 25c.

The affairs of the Halpern Cigar Mfg. Co., Philadelphia, have been settled on the basis of 25 cents on the dollar. Isaac Meyer, of Isaac Meyer & Co., 160 Water street, who went to Philadelphia to represent the New York creditors, has accepted the settlement on their behalf. Payment is to be in cash.

* * *

### Loewenthals Are Scattered

P. Loewenthal & Co., 138 Water street, has its men well separated these days. Harry Loewenthal is in Albany, N. Y.; Adolph Loewenthal is in Duluth, Minn.; and William Weil is in Davenport, Ia. The intensive combing of the field that is being done is responsible for the activity around Loewenthal headquarters.

* * *

### Mayer Coming from New Orleans

Among the visitors from more distant points expected in New York City this week is Geo. C. L. Mayer, of P. D. Mayer & Son, Ltd., New Orleans, La. News recently reached Gotham that he would leave shortly, and he is expected to arrive almost any day. After a short time in New York he probably will go into Connecticut on a buying expedition.

* * *

### Philip Morris Xmas Grande

The Philip Morris & Co. Xmas Grande, is an exquisite package of 200 cigarettes which retails at $5, and it is indeed a grand gift for cigarette smokers who appreciate quality smokes put up in attractive style. The greatest difficulty the service department of the company now has, is to properly apportion shipments, inasmuch as this handsome packing has been largely oversold.

* * *

### Bachia Rushing Rush Orders

R. A. Bachia & Co., 43 West 16th street, are hustling at a great pace, shipping out last-minute orders to firms who at this late hour find the holiday trade looming up bigger than their stocks. So large is the volume of these distress orders that it seems likely that some of the urgent ones will find their fears realized, and be unable to supply the demand.

* * *

### Central Cigar Was Forehanded

The Central Cigar Mfg. Co., 511 Canal street, finds itself at the present moment with a pleasing amount of leisure on its hands. It is enjoying the fruits of its labors several months ago when its jobbers and dealers were convinced of the prospect of a good holiday season, and thereby induced to order properly in advance. Thereby they saved themselves and the factory the difficulties and uncertainties of last-minute rush orders.

* * *

### Kohlberg Leaf in Demand

Commenting on the paragraph in TOBACCO to the effect that no more letters come into the leaf district beginning, "We are in the market for——", E. L. Kohlberg & Co., 144 Water street, told a representative this week that they receive daily letters starting in precisely that manner and ending, "Please send us samples." The samples show a better shadegrown leaf than last year, and at lower prices, and buyers are much attracted by them.

* * *

### Jacoby Goes to Philly

I. M. Jacoby, treasurer of Meyer & Mendelsohn, 169 Water street, leaves today, Thursday, for a short stay in Philadelphia. Alfred Mendelsohn, president of the corporation, is in Hartford, overseeing the packing of the company's Havana seedleaf, now coming through in fine shape. Samuel Mendelsohn is assisting him. The company expects to make a fine showing next week to a group of Philadelphia manufacturers who are expecting to visit Connecticut.

* * *

### Not Enough Imported Cigars

Acker, Merrall & Condit Co., 55 West 13th street, have just completed a comparison of their books for last year and this, with the result that they have discovered that their cigar business at present is much ahead of its past record of a year ago. Some brands now cannot be given immediate delivery, due to the swelling of demand. This is particularly true of the finer imported cigars, which cannot be had in anything like the quantities desired. The Corona Corona is the outstanding example of this situation.

* * *

### Gato Prepares to Move

The E. H. Gato Cigar Co., which has been for so long at 203 West Broadway, is preparing to move to new quarters at 16 to 22 Hudson street. Though the removal will not take place until early next year, already plans are being made for accomplishing the shift with the minimum of inconvenience. The new quarters will be in a building that has just gone through a complete remodeling process, being placed in a thoroughly new and entirely up-to-date condition. An entire floor has been leased by the Gato Co., and is sufficiently spacious to accommodate—with extra room—the organization now split up in several floors at the present address.

* * *

### Rejoice Over Arango Outlook

Considerable satisfaction is being displayed in the leaf district of New York over the news from Tampa in regard to the Francisco Arango situation. The tidings that the factory has resumed operations are universally welcomed with approval. The Arango brand is nationally known, it is pointed out, and is an asset of considerable value. Even those leaf men who are not financially concerned in the affairs of the Arango company would be loath to see this asset dissipated, regarding it as of value to the entire industry. Irresponsible dispensers of rumors as to the end of the brand are being roundly berated, and the wisdom of the reconstruction process that will preserve the Arango cigar soundly praised.

* * *

### Tanamo Tobacco Hopeless

New York dealers in Porto Rico leaf, many of whom had consignments of leaf on the *S. S. Tanamo*, which arrived in port a few weeks ago in flames and had to be sunk at her dock, are not interested in the forthcoming auction of her contents. A large number of barrels of leaf, and a number of cigars, after resting for a couple of weeks on the bottom of New York harbor, are not in condition to attract the usual tobacco manufacturers. The auction will have no effect on the leaf market, which naturally deals only in smokable goods. The "drowned" tobacco, which is in the hands of the insurance companies for the most part, will bring a cent or two a pound. What it will be used for is a matter of a conjecture.

### Get the Facts First

In a letter to W. T. Pomeroy, of this city, W. L. Pelton, tobacco man of Leamington, Ont., tells of selling his 1921 crop of Virginia tobacco for 45c. Before the Wisconsin growers decide to sell out their tobacco lands to move to Canada, they had better see Mr. Pelton to get the particulars.—*Edgerton (Wis.) Reporter.*

One of a series of
newspaper advertisements

# Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

**Danville, Va., U. S. A.**

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

**Cable Address "Dibrell"—Danville**

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

# Cobb-Gwynn Tobacco Company, Inc.

**RICHMOND, VA., U. S. A.**

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead — W. P. Anderson — S. H. Anderson

# Whitehead & Anderson

# LEAF TOBACCOS

**Commission Merchants & Exporters**

*Our Tobaccos Always Open Up To Sample*

**WILSON, N. C., U. S. A.**

*The largest bright leaf tobacco market in the world*

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition; Arnolds No. 5; Western Union

# THORPE & RICKS

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

# GEO. A. LEA & CO. Leaf Tobacco Dealers

**DANVILLE, VIRGINIA, U. S. A.**

Virginia and Carolina Cigarette and Smoking Tobacco a specialty. Export and Domestic Types.

Established reputation for careful grading and packing. Our own buyers in best markets.

Correspondence invited. Cable address: "Lea," Danville, Va.

Cable Address: "Lowbell" — Established 1865

# W. O. SMITH & CO.

**Freight Brokers and Forwarding Agents**

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing — Inspecting — Coopering — Sampling

Main Office: 47 Washington St., New York City

Branch Office: 431 Munsey Bldg., Baltimore, Md


## Large Sales Continued at Henderson, N. C.

HENDERSON, N. C., Dec. 3.—Continued very heavy sales on the Henderson tobacco market during the past week tend to bear out the prediction of tobacco men here that the bulk of the 1921 crop will be sold out by the Christmas holidays. Sales of 738,363 pounds during the week that ended yesterday bring the season's total up to 6,064,305 pounds.

During the past week the five breaks brought a total of $189,828.03, or an average for the week of $25.70, while the crop thus far has brought a total of $1,610,330.24, and makes an average of $26.55.

If sales continue for the remaining three weeks until Christmas at the same rate of the past few weeks, the entire crop will be sold out, if estimates of close observers are accurate that the Henderson market will this season sell around 8,000,000 pounds of the weed. Less than 2,000,000 pounds remain to be sold before that figure is reached, and three more full weeks at the rate of the week ending yesterday will more than exceed that figure.

Prediction made before the season ever started that the Henderson market would average at least twenty-five cents a pound for what was sold here appear in a fair way to be realized. While the average for the past week was lower than the season average to date, it is believed that the remainder of the tobacco to be sold will not fall below the present levels, and if that be true then the 25 cent level can be bettered slightly.

### The Week's Averages

Last week's averages from day to day showed a gradual tendency downward, starting on Monday at $29.40, and finishing up yesterday at $23.03. The Monday figure is among the highest of the season, and is only two or three cents below the best that has been made for any one day on the market, that being $32.95 on October 17 for a break of 141,538 pounds, which sold for the gross amount of $46,659.21.

Sales by days for the past week follow:

| Pounds | Money | Average |
|---|---|---|
| 146,763 | $43,154.45 | $29.40 |
| 151,924 | 39,094.61 | 25.99 |
| 170,276 | 42,400.93 | 24.90 |
| 161,052 | 40,096.18 | 24.58 |
| 108,348 | 25,061.86 | 23.03 |
| 738,363 | $189,828.03 | $25.70 |

### Casting Eyes Toward Co-operative Panacea

While many farmers have had good crops, and have realized a good price for their yield, and have paid off most or all of their obligations, some for this year and the left-over paper of 1920, most of them will not wipe the slate clean this year, but will carry over some for another season. Some of them are looking to co-operative marketing to bridge the gap, and are casting their eyes to this expected panacea for all the ills of alleged low prices, and believe they will be able to command higher prices for the same grade of tobacco under that system than they have ever been able to get before under the warehouse auctioneering system. Of course, it remains to be seen whether or not their dreams will be realized. Everybody is hoping that the farmer will fare well in disposing of his crop, and the better the price he gets next season the better will everybody like it, especially those who are dependent upon the farm for their prosperity, and that means much more than half of the population of this section of the country. Most of the money made by the farmer through this part of North Carolina and Virginia comes from sales of tobacco, and when high prices are realized, prosperity is more general than it is in off seasons.

### May Have to Extend Credit Into 1922

One "big time" house in this city is represented as facing the likelihood of carrying over until another season considerably more than half of what they have on their books. This concern does not list all of the farmers of the county, however, by any means, and it does not mean that the country or this belt is "broke." While prices realized for this crop are considerably better than obtained a year ago, and at the same time the cost of making the crop is more than half below what it was a year ago, it is true, nevertheless, that business is not by any means back on a normal basis. So many farmers owed money and had to pay that regardless of almost everything else, that they have not had the ready cash for spending purposes that they are accustomed to, and the business element has suffered to that extent.

### Hopeful of Future

It is the general belief, however, that next year will see constantly improving conditions for all classes of business, and that normal times will return, with all things equal, possibly by the fall of 1922, or certainly the season following. If the co-operative marketing plan proves to be all that has been claimed for it, that will help not a little.

## Largest Week at Danville

DANVILLE, Va., Dec. 6.—Last week was the biggest of the present season in point of sales on the local floors. There was 2,685,506 pounds of loose leaf sold for $586,356.78, an average of $21.83 per hundred pounds—fifteen cents lower than the average of the previous week. The offerings last week showed a lack of color, but rather more body, this being due to the fact that the tobacco now being marketed was that which was still on the hill when the long drought was broken. Cigarette and pipe tobaccos showed a firmer tendency during the week.

Danville has now sold slightly more than fifteen million pounds this season—a figure far below its normal amount, due largely to the fact that the dry weather held the farmers from coming in until the late fall.

The sales for November totalled 10,601,843 pounds, at an average of $23.19, totaling $2,459,292.03.

W. Crews Wooding, president of the Danville Tobacco Association, has just returned from an extended tour of the North Carolina markets. He is not an advocate of the four sale plan and points to the accomplishments of Wilson, N. C., which, with three sales a day, as in Danville, has sold 32,000,000 pounds this season. He says that one reason why Danville is running behind is because of the growing tendency of farmers to bring in small lots of various grades of leaf in their automobiles. The tonneaus do not contain nearly as much leaf as the old fashioned wagons did and the result is that these small parcels make unusually small piles when they have been graded, whereas at Wilson the piles are very heavy.—TETLEY.

## Good Demand at Lynchburg

LYNCHBURG, Va., Dec. 2.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company, makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds. |
|---|---|
| Sold this week | 1,186,700 |
| Sold to Dec. 2, 1921 | 3,942,400 |
| Sold to Dec. 3, 1920 | 897,000 |
| Increase for 1921 | 3,045,400 |

While receipts were very heavy this week, the warehouses handled all stock easily, and the price obtained for the offerings as a rule were highly satisfactory.

The demand for all rich dark grades was splendid, everything desirable selling high.

Rich dark lugs, as well as leaf, are sought after, and selling right along at fine figures.

Thin, slazy types are not doing as well as rich dark grades, but they are selling well for quality.

All black wrappers are largely picked up at very high prices. Quotations for week:

| | |
|---|---|
| Lugs, thin, slazy | $5.00 to $7.00 |
| Lugs, common, fat | 7.00 to 11.00 |
| Lugs, good, fat | 10.00 to 18.00 |
| Leaf, short, fat | 18.00 to 25.00 |
| Leaf, good | 35.00 to 50.00 |
| Leaf, wrappers | 45.00 to 87.00 |

There will be no sales after Tuesday, Dec. 20, until Jan. 3, 1922, suspending during that period for the holidays.

## Good Sales at Richmond

RICHMOND, Va., Dec. 3.—There were good sales this week, with the quality continuing excellent for good fillers and wrappers; but a larger percentage of common tobaccos appearing, and tobacco rather "high" in order, which reduced average somewhat. The big companies, who know the value of this crop, are buying freely; and not overlooking any desirable lots. Total sales for week were 542,725 lbs. at an average of $16.74.—R. C. MORTON & Co.

## Heavy Sales at Rocky Mt.

ROCKY MOUNT, N. C., Dec. 3.—Heavy sales during the past week on the local tobacco markets are reflected in today's official report from Supervisor of Sales J. H. Cuthrell, which shows that the week's offerings amounted to 1,172,450 pounds, which sold for $314,178.14, or an average of $26.79 per hundred pounds. Sales were blocked during the first part of the week, but everything was cleaned up yesterday.

Mr. Cuthrell's figures show that the week's average price exceeded the average for the same week last year by over $8.00 per hundred pounds. Sales for the same week last year amounted to 1,334,369 pounds, which sold for $247,944.47, or an average of $18.65 in comparison with the past week's average of $26.79.

Total sales to date are still about 3,000,000 pounds below the figures up to the same date last year.

## Farmville Sales

FARMVILLE, N. C., Dec. 3.—The Farmville Tobacco Board of Trade gives out the following figures of sales on the local market:

| | Pounds | Average |
|---|---|---|
| Sold week ending Dec. 2..... | 702,000 | $32.78 |
| Sold to date..... | 8,429,554 | 32.10 |

### October Figures Misquoted

Our average for the month of Oct. was misquoted by the Agricultural Statistician, which should have read $36.44 per hundred instead of $28.45. In justice to this market we think this error should be corrected, and has been corrected in the *News and Observer*, Raleigh, N. C., the Greenville, N. C. and Farmville, N. C. papers.

## Kinston's Season Sales

KINSTON, N. C., Dec. 3.—The Kinston Tobacco Board of Trade reports the tobacco sales on the Kinston market for the month of November and previously for the season of 1921 as follows:

| | Pounds | Amount |
|---|---|---|
| Sold in Nov... | 5,682,340 | $1,433,629.86 |
| " previously. | 10,569,892 | 2,351,382.78 |
| " to Nov. 30. | 16,252,232 | $3.785,012.64 |

E. Y. SPEED, Secy.

## Season Sales at Wilson

WILSON, N. C., Dec. 3.—H. B. Johnson, secretary of the Wilson Tobacco Board of Trade, reports sales for the season to date 32,347,568 pounds, which brought $9,416,729.78, an average of $29.11 per 100. For the week ending December 1 there was sold 2,467,004 pounds for $700,090.45, an average of $28.33 per hundred.

## Durham Average, $28.27

DURHAM, N. C., Dec. 3.—Total sales for the week, 729,034 pounds; average price per 100 pounds, $28.27; sold to date of 1921 crop, 4,969,922 pounds; average price per 100 pounds, $28.01; sold to same time last year, 7,667,574 pounds; average price per 100 pounds, $25.85.—W. P. HENRY Co.

## Nearing End at New Bern

NEW BERN, N. C., Dec. 3.—Total sales for the week, 56,262 pounds; average price per 100 pounds, $15.21. Sold to date of 1921 crop, 2,305,620 pounds; average price per 100 pounds, $21.06. Sold to same time last year, 3,497,423 pounds; average price per 100 pounds, $17.76. Sales light and the offerings show that the end of the season is near at hand.—NEW BERN TOB. Co.

## Winston Average, $21.51

WINSTON-SALEM, N. C., Dec. 3.—Total sales for the week, 2,534,208 pounds; average price per 100 pounds, $21.51; sold to date of 1921 crop, 17,528,080 pounds; average price per 100 pounds, $27.87.—WINSTON LEAF TOBACCO & STORAGE Co.

## Oxford Average, $24.81

OXFORD, N. C., Dec. 3.—Total sales for the week, 810,842 pounds; average price per 100 pounds, $24.71. Sold to date of 1921 crop, 5,112,696 pounds; average price per 100 pounds, $25.55. Sold to same time last year, 7,498,365 pounds; average price per 100 pounds, $24.47.

## Virginia Protective Association Disbanded

DANVILLE, Va. Dec. 6.—The Virginia Tobacco Growers Protective Association which was formed enghteen months ago by tobacco planters of this State who felt that they were not receiving adequate compensation for their tobacco has been disbanded. This was done by resolution at the first annual meeting. Its work, however, will be perpetuated by the Virginia Co-operative Marketing Association, a subsidiary organization of the Growers Association which soon assumed great proportions with probably 20,000 Virginia growers as members of it by virtue of their signature to the five years marketing contract. The assembled members of the Growers organization felt that it had outlived its original purpose and that no good purpose could be subserved by maintaining dual organizations, both having the same ideal in view. The motion for disbandment of the parent organization was offered by Joseph M. Hurt, of Nottaway county, formerly president of the Virginia Bankers Association and now a large farmer. The action was taken after several speakers had highly lauded the work of the association and spoken in favor of the co-operative marketing plan, the purpose of which is to remove leaf tobacco from the speculative field of auction sales and providing for its grading and the fixing of a price by the farmers.

The next chapter in the self-salvation which the farmers are seeking will come next month when the Co-operative Marketing Association which at present has but a temporary organization will be put on a permament basis. Similar organizations exist in North and South Carolina. These are identical organizations with connecting links between them and making the tobacco growers of the three states a gigantic combination. Representatives of the growers of the three states will meet sometime next month in Raleigh, N. C., when stated officers and the executive committee will be elected. One delegate will be seated for every million pounds of tobacco produced in each county in the three states.—TETLEY.

## Government Crop Report

WASHINGTON, D. C., Dec. 7.—The Bureau of Markets and Crop Estimates has the following to say in reference to the tobacco crop:

"New England States: Buying is reported active at prices from about 25 to 31 cents per pound.

"North Carolina: Quality fair to average. Prices around 30 cents. Yield better than expected and probably more than half of that of last year.

"Tennessee: Damp weather has been suitable for the preparation of the weed for sale. Considerable amount ready for market. Some being sold at the barn at prices above last year.

"Virginia: From 30 to 40 per cent of crop has been sold. Price for good grade holds up. There is a considerable amount of common tobacco.

"Wisconsin: Several mild foggy days brought tobacco into condition for taking down. Growers are busy, caring for crop about a month earlier than usual."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SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

## New Burley Average Gains

LOUISVILLE, Ky., Dec. 3.—New burley continued to bring advancing prices on the Louisville market this week. There were 210 hogsheads sold at an average of $19.66 a hundred, this average comparing with $19.27 for the 320 hogsheads which had been sold previously.

The volume of sales was unusually large this week, totaling 2,542 hogsheads, as against 1,199, 2,767 and 566 in the like weeks of 1920, 1919 and 1918 respectively. Receipts during the week totaled 1,434 hogsheads, compared with the same week last year, and 1,819 the same week in 1919. Rejections for the week were 24 per cent of auction sales.

The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

### Tobacco Sales for the Week and Year to December 2

| Warehouses | Week: Auction Sales | Week: Private Sales | Week: Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 143 | ... | 143 | 5,911 |
| Kentucky | 613 | ... | 613 | 15,763 |
| Main Street | 359 | ... | 359 | 10,569 |
| Planters-Farmers | 487 | 127 | 614 | 15,169 |
| Tenth Street | 380 | 14 | 394 | 10,074 |
| Louisville | 413 | 6 | 419 | 10,401 |
| | 2,395 | 147 | 2,542 | 67,887 |
| Year 1920 | | | 1,199 | 52,815 |
| Year 1919 | | | 2,767 | 66,934 |
| Year 1918 | | | 556 | 54,819 |

### Classifications of This Week's Sales

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 9 | 2,254 | 210 | 2,473 |
| Dark | 3 | 66 | ... | 69 |
| | 12 | 2,320 | 210 | 2,542 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 7,432 | 55,595 | 320 | 63,347 |
| Dark | 3,077 | 1,460 | 3 | 4,540 |
| | 10,509 | 57,055 | 323 | 67,887 |

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 49,253 | 59,017 | 48,670 |
| Dark | 3,562 | 7,917 | 6,149 |
| | 52,815 | 66,934 | 54,819 |

### Comparisons with Previous Years

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| SALES | | | |
| Total sales of new crop to date | 58,060 | 47,327 | 65,126 |
| Sales of new crop to date. Original inspection | 47,097 | 38,752 | 56,981 |
| REJECTIONS | | | |
| Rejections this week: | | | |
| Burley | 572 | ... | ... |
| Dark | 12 | ... | ... |
| Total | 584 | 195 | 400 |
| Percentage of rejections to auction sales: | | | |
| Burley | 25 | ... | ... |
| Dark | 19 | ... | ... |
| Total | 24 | 16 | 18 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 14,353 | ... | ... |
| Dark | 523 | ... | ... |
| Total | 14,876 | 13,087 | 10,015 |
| RECEIPTS | | | |
| Receipts this week | 1,434 | 648 | 1,819 |
| Receipts, Jan. 1 to date | 53,632 | 40,845 | 57,915 |

### Monthly Report

*Tobacco Sales for the Month and Year to November 30*

| Warehouses | Month: Auction sales | Month: Private sales | Month: Total month | Year, Jan. 1, to date |
|---|---|---|---|---|
| Turner | 469 | .... | 469 | 5,879 |
| Kentucky | 1,273 | 50 | 1,323 | 15,461 |
| Main Street | 856 | 50 | 906 | 10,490 |
| Planters-Farmers | 1,670 | 221 | 1,891 | 14,967 |
| Tenth Street | 1,131 | 35 | 1,166 | 9,924 |
| Louisville | 1,102 | 114 | 1,216 | 10,217 |
| | 6,501 | 470 | 6,971 | 66,938 |
| Year 1920 | .... | .... | 4,088 | 51,791 |
| Year 1919 | .... | .... | 8,976 | 64,167 |
| Year 1918 | .... | .... | 1,435 | 54,263 |

*Classifications of This Month's Sales*

| | Old Crops | 1920 Crop | Total |
|---|---|---|---|
| Burley | 172 | 6,332 | 6,713 |
| Dark | 21 | 234 | 258 |
| | 193 | 6,566 | 6,971 |

*Classifications of Sales Jan. 1 to Date*

| | Old Crops | 1920 Crop | Total |
|---|---|---|---|
| Burley | 7,432 | 54,775 | 62,416 |
| Dark | 3,077 | 1,442 | 4,522 |
| | 10,509 | 56,217 | 66,938 |

*Classification of Sales to Same Date in*

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 48,319 | 56,532 | 48,134 |
| Dark | 3,472 | 7,635 | 6,129 |
| | 51,791 | 64,167 | 54,263 |

*Comparisons with Previous Years*

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 57,222 | 46,359 | 62,676 |
| Sales of new crop to date. Original inspection | 46,456 | 38,010 | 54,752 |
| Rejections— | | | |
| Rejections this month: | | | |
| Burley | 1,207 | .... | .... |
| Dark | 38 | .... | .... |
| Total | 1,245 | 1,047 | 917 |
| Percentage of rejections to auction sales: | | | |
| Burley | 19 | .... | .... |
| Dark | 18 | .... | .... |
| Total | 19 | 26 | 14 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 512 | .... | .... |
| Dark | 14,643 | 12,930 | 9,615 |
| Receipts | 4,492 | 2,395 | 5,830 |
| Receipts Jan. 1 to date | 53,323 | 40,359 | 56,408 |

*Receipts, Deliveries and Stocks for the Month and Year to November 30*

| Warehouses | Receipts During Month | Deliveries During Month | Receipts, Jan. 1 to date | Deliveries, Jan. 1 to Date | Stocks, this Date |
|---|---|---|---|---|---|
| Turner | 365 | 419 | 4,917 | 4,186 | 1,597 |
| Kentucky | 895 | 886 | 11,883 | 9,834 | 4,854 |
| Main Street | 856 | 703 | 8,876 | 8,419 | 1,787 |
| Planters-Farmers | 899 | 1,280 | 11,376 | 8,373 | 7,667 |
| Tenth Street | 717 | 797 | 7,570 | 6,530 | 2,510 |
| Louisville | 760 | 682 | 8,701 | 6,974 | 4,541 |
| Total | 4,492 | 4,767 | 53,323 | 44,316 | 22,956 |
| Year 1920 | 2,395 | 3,246 | 40,359 | 41,439 | 14,665 |
| Year 1919 | 5,830 | 5,085 | 56,408 | 46,315 | 14,390 |
| Year 1918 | 1,272 | 2,352 | 48,004 | 46,905 | 6,171 |

### Official Quotations at Louisville, Dec. 2, 1921

| | Old Burley: Dark Red | Old Burley: Bright Red | Old Burley: Colory | Dark Manufacturing |
|---|---|---|---|---|
| Trash (green or mixed) | 5 to 6 | to 6 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 7 to 8 | 8 to 10 | 4 to 5 |
| Common Lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good Lugs | 13 to 15 | 18 to 20 | 18 to 22 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 10 to 12 | 17 to 20 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 20 to 24 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 25 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 55 | 22 to 25 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

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## Paducah Market Active

PADUCAH, Ky., Dec. 2.—The hogshead market has been more active this week than for some time. The Planters Association has sold something over 300 hogshead of 1919 crop, which were made up of low and common grades of leaf with prices ranging from 10 to 15 cents. They also sold a few hogsheads of some better grades of 1920 crop at prices ranging from 15 to 20 cents. There have also been a few hogsheads sold privately by independent dealers and the market has in every way been more active in old stock.

The weather for the past week has been pleasant with sufficient moisture to keep tobacco in case and a large part of the new crop has been stripped and gotten ready for market. The market for loose tobacco of good and fine quality has been active in the country around Murray, Mayfield and Fulton, with quite a good deal of tobacco selling. Prices ranging from 20 to 35 cents for leaf. Of course these are the best crops in the district and are bringing more money than we expected to see. A great part of the buying is by speculators. At the same time a good part of it is being taken on orders, and farmers are very much delighted who have tobacco of the kind and quality that is being sought after. Lugs are bringing from 2 to 6 cents when sold with the leaf.

A few scattering loads of low, common and medium leaf have found their way to the street markets. These are selling relatively lower. Quite a good deal of the common nondescript leaf selling at 7 to 10 cents, and some medium leaf sold up to as high as 20 cents on the street markets, but as a rule the sales are of the low and common grades which are selling at low prices. Very few of the larger buying interests have entered the market and it is hard to say what prices will be on the common and medium grades, but we expect to see more activity and more of the buying interests interested from now on.

Buyers have had good oppportunity for inspecting the new crop and all report the percentage of good and fine leaf very much below our estimates. The crop is a showy one and most of it has been well fired, but a great deal of it is lacking in finish and body. At the same time the show and color will help to make prices better than they would be if it was dead and colorless.

We have no loose floor sales so far but they will likely open in a few days. —W. B. KENNEDY.

## Dark Tobacco Up to $35

MURRAY, Ky., Dec. 3.—Good leaf of dark tobacco has reached $35 per 100 pounds in Calloway County. Numerous sales are reported for different sections of the county at prices ranging from $18 to $30. Most of the growers are inclined to accept the prices and many sales are taking place. Sales at the chute which have been in progress for two weeks have brought as high as $24.75. Most of the offerings through the chute have been common and inferior grades and the average has not been above $10.

## Strong Market at Owensboro

OWENSBORO, Ky., Dec. 3.—The Kentucky & Virginia Leaf Tobacco Co., Inc., makes report for the week as follows:

With capacity offerings on floors the market continued strong and active at practically same prices as opening week. While good to fine pryor leaf is bringing fancy prices, the medium to common grades show greatest advance compared to last year. Only a negligible quantity of burley being offered now consisting mostly of common grades. The few piles sold show an advance of three to six dollars on common to medium grades compared to last year. At the rate growers are bringing tobacco to market it is possible half the crop will be sold by Christmas.

### Sales of Pryor Tobacco

| | Pounds | Average |
|---|---|---|
| This week..... | 3,238,355 | $16.91 |
| Previously reported. | 1,675,315 | 16.40 |
| Total sales to date. | 4,913,670 | 16.75 |

### Quotations

| | GREEN RIVER | | | | | |
|---|---|---|---|---|---|---|
| | Leaf | | Lugs | | Trash | |
| Dark .. | 7c | to 25c | 5c | to 18c | 2c | to 6c |
| Brown . | 9 | 35 | 7 | 20 | 3 | 10 |
| Red ... | 15 | 55 | 8 | 25 | 3 | 12 |

## Henderson, Ky., Market

HENDERSON, Ky., Dec. 2.—The tobacco market continues strong despite the large amount on the floors and the damp condition of much of the offerings. A total of 360,755 pounds was sold today at $17.22 average.

Unfired leaf sold up to 40 cents a pound and fired leaf up to 42 cents. Trash continues to sell from 2 to 15 cents while lugs range from 12 to 35 cents.

With today's sale a total of 2,190,585 pounds has been sold and growers have received $393,979.13.

## Cincinnati Market Report

CINCINNATI, Dec. 3.—Increased activity was noted in the Cincinnati burley leaf tobacco market yesterday, offerings for the day reaching a total of 201 hhds., of which 13 hhds. were of the new 1921 crop. The Cincinnati breaks are beginning to show signs of old-time activity, and warehousemen predict that it will not be long before regular daily sales again will be common. In fact, the success of the occasional auctions that have been held during the past month has prompted President W. H. Whiteman, of the Cincinnati Tobacco Warehouse Company, to give the proposition of more frequent sales a trial.

Notices were sent out to the members of the leaf tobacco trade yesterday, stating that beginning next Tuesday there will be four sales each week at the Globe Warehouse, the week's business being concluded Friday, according to established custom in leaf tobacco markets. The change in the scale schedule has been made to accommodate both buyer and seller. It is obvious, warehousemen state, that the seller cannot sell as much tobacco as he wishes to dispose of on one sale a week, nor can the buyer obtain his much-needed requirements with offerings so restricted. Shippers are accorded the privilege of storing their tobacco three months free of all charge. It is pointed out also that the hogshead market affords the opportunity of taking advantage of a rising market.

Yesterday's sale was the largest since the hogshead market was reopened. There were 188 hhds. of old crop tobacco, embracing practically all grades, from common smokers to select leaf. The market was topped at $38.50 per 100 pounds, which prevailed for wrappery types. Good to medium red grades sold readily at advancing quotations. Common sorts were steady around $3 and $4, and were inclined to a higher level. New crop tobacco offered was excellent in quality and condition, fancy grades bring as much as $42.50 per 100 lbs. The lowest price paid for new tobacco was $15.25 per 100 lbs., a figure that indicates the 1921 crop will command keen competition when offerings become extensive.

### New Cigar and Pool Business

ELBA, Minn.—Jos. Kieffer has started a cigar and pool business here.

**Old Hill Side Smoking Tobacco**
Booster Twist—Axton's Natural Leaf Twist Tobacco
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106 FRONT ST., NEW YORK
Cable Address: FRELEDER

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND BLACKSTONE

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND TOTEM

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.
NEWARK, NEW JERSEY

EL VERSO
HAVANA CIGARS

Seven Sizes
to Please the Most Discriminating

The Deisel-Wemmer Co.
*Makers*
LIMA, OHIO

Read Tobacco and Keep Up to Date

# Up-Staters Are Prepared for Holiday "Shoppers"

## Hot Chair Club Seats Out o'Sight 'Til New Year's Eve—Some Real Gold-Fish May Swim In—Deities Will Come From North Pole—Oneonta Reindeers Fleet o'Foot—Jack Doyle Moves on Hartford—Red Bands Go to Peters.

New York State Capitol District,
Week-of-the-Thaw, 1921.

"Git rid of 'em all, Sam—git rid of all of 'em!" insisted Jim Stubb, helping to put the finishing touches on the holiday display interior of Stubb & Ash, Inc., tobacconists to the Christmas trade. "I'd shove every single one of these here Hot Chair Club seats in the back room 'til after New Year's, anyway!"

"Yeh, yuh should clean 'em out, hey!" Sam Ash sneered, putting another stack o'decorated fortieths on top the front cigar case, where the ladies could see the red ribbons and the holly-berries glisten. "I bet yer I should already shove them there chairs in the wholesale department mebbe seven times yet, an' the very next mornin' yuh should help these here soviets to drag 'em out again, clutterin' up all the gangway for these here, now, Christmas shoppin' gold-fish, y'unnerstan'!"

### Sammy Garten Sells Cigars, Too!

"Where are they? Where are those Christmas shoppers?" asked Sammy Garten, resting his Nathan Garten cigar grip against the nearest imported cigar case, as he stood still (or still stood) with the Committee on Snow. "I haven't seen any of 'em yet. Dealers all tell me there isn't any Santy Claus—and I don't know what to believe!

"But I'm selling a few cigars, just the same! No enthusiasm from the trade doesn't really indicate a sloppy Christmas. At the very last minute, as usual, the buyers come out of their holes for smoke stuff. And lots of retailers will be caught, then, with practically no stocks at all, for the buying has been very small indeed, I find."

### Your Jobber Knows Santy Claus!

"Yes, buyers are wary," agreed R. W. Donahugh, Egyptian Deities ambassador for Mister S. Anargyros-A-Corporation, as he mixed himself up with the Standing Committee, also. "They are not taking on stock with any confidence whatsoever.

"Perhaps it's partly due to the happy jobbing situation. Most all really big retailers are buying their merchandise in other territories than New York State. They patronize Pennsylvania, Connecticut, Massachusetts wholesalers to get a price on cigarets and tobaccos. And that lets us missionary men out of the business we are really entitled to, don't you see?"

### Reindeer Transportation Good in Oneonta!

Can't be helped—we've got to live up to the rulings of the price committee of the New York State Jobbers Association," commented W. Moore Palmer, all the way from Oneonta via his A. O. Ingerham reindeer-six. "Maybe the State jobbers have made a mistake in taking such a firm stand on prices, but so it is.

"Other wholesalers come in this market from surrounding territory with split discounts, no doubt. And they do it because their own associations are not co-operating with us to maintain rates out of their fixed boundaries. I suppose we have the same rights to invade their home fields, too—and likely we will!"

### To the Governor's Foot Guards He Goes!

"Well, Jack Doyle has gone over to invade Hartford," announced P. V. Doyle, Capitol District cigaret crew manager for the Liggett & Myers Tobacco Co., as he counted his faithful-few once more and found one man missing. "And the other boys here, including Ennis, Groom, Puff, and Stevens go home next week for the Christmas holidays.

"They have all done very nicely indeed with the Fatima and Chesterfield special Xmas packings. Especially on the new Fatima dollar-box. This is a very popular price for a gift cigaret, and the boys have put it right over the plate in splendid shape."

### Fred Peters Has the Red Band!

"Just what I'm trying to do with this Red Band cigaret," spoke up Fred Peters, sub-jobber for Albany and adjacent area, as he mingled with the numerous dethroned members o'the Hot Chair Club. "It is the new brand from the John J. Bagley & Co. factory, you know, and it sells for fifteen cents.

"For the holidays, we are offering the Christmas wrapping of the $1.50 cartons. And the Red Band also has the union label, which should give it a strong shove with the labor people who can't find many union made cigarets on the market just now."

### Life Is Just One Darn Thing After Another!

"Except our products from the Patterson Brothers Tobacco Co., Richmond," added J. H. Soden, opening up his sample case to show the Life cigaret to the Committee on Labor. "For, besides the Life brand, which we now have placed thruout this territory, the factory is now marketing another fifteen cent cigaret.

"It's the Virginia-Ware, a pure Virginia tobacco product. And it seems to me there is a real demand for a corking good Virginia union-made cigaret in this field. Our Whip and Queed tobaccos are also going very well, and we ship direct into this district from the Richmond plant without jobbing assistance."

### Tom Slattery Has a Lot of 'Em!

"Looks as though we're all up against the game minus local jobbing assistance!" murmured Tom Slattery, spreading out a whole row of pretty packings from the P. Lorillard Co., Jersey City and elsewhere. "Here I am trying to sell Christmas cigarets, and the dealers tell me they can't even whisper the name of their jobber because the resident houses may hear of it and cut'em off!

"Good night! With Murads, Moguls, Helmars, Trophies, and all our other products in profusion, I can look only to the very small merchants for this class of business, eh? Well, I didn't divert the business to Penn Yan or somewheres else—it isn't my fault!"

### Someone's Smoking English Ovals!

"No you can't help it Tom," sympathized Philip Morris Dolan, he who originated that famous slogan, "Call-For-Philip-McCann." "And I can't help it either, if our English Oval brand is now selling so well that the factory tells me not to sell any dealer more than the usual thirty day supply.

"Perhaps the $1 packet of Ovals in holiday attire has had something to do with the shortage. For this neat little bundle of cigarets, at a price within the reach of every shopper, is very attractive to both old and new friends of Philip Morris & Co.

"Also, the Cambridge package in the customary Christmas box is a source of considerable business just now. They like 'em with those red ribbons and holly berries on top. It looks Xmassy—and the goods are right there when it comes to a comparison of quality, you bet you!"—The Smoker.

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general-business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

List of jobbers, importers and manufacturers on application.

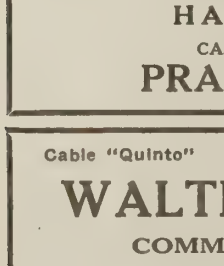
**MANILA AD. AGENCY, (C. A. Bond, Mgr.)**
**15 William Street** **New York**

**SOBRINOS DE A. GONZÁLEZ**

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 Cable ANTERO




PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy.

**Havana Tobacco Stripping Co.**

*Tobacco Strippers and Commission Merchants*

LEALTAD, 110, HAVANA, CUBA

**MENENDEZ & CO.**

Leaf Dealers, Packers and Exporters
OF
**TOBACCO**

Cable Parra 87 Amistad St., HABANA, CUBA

**ERNEST ELLINGER & CO.**

IMPORTERS OF
HAVANA LEAF

Lealtad 110, Havana, Cuba 166 Front St., New York

**LESLIE PANTIN & SON**

*Commission Merchant*

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.

**B. DIAZ & CO.**

Established 1877

PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO

CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.

PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502

**WALTER SUTTER COMPANY**

COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

**Compañia de Abraham Haas**

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS


# Cleveland Making Headway With Holiday Plans

## Yuletide Decorations Are Visible Nearly Everywhere—Dealers Preparing for Phenomenal Holiday Business—No "Kicks" From Any Source—Some Price Changes Noted—Numerous Timely Trade Topics Tersely "Touched."

CLEVELAND, Ohio, Dec. 3.—At last! The full blast of holiday rush is amidst us once more. After a late start ol' Mr. Holi Day is "hitting 'er up" in fine style. This year the "Ol Boy" bids fair to surpass any of his previous efforts. Yes, 'tis true. In spite of so-called "hard times," and apparent business and financial depression, Cleveland dealers are preparing to do an enormous holiday trade. Cleveland has always been noted as a "holiday city," in that, regardless of what kind of business it has enjoyed throughout the year, its business at this time has always been more than exceptional. In fact, there has already been reported a considerable lot of Yuletide purchases. One wanders into many stores where red tags with the magic word "sold" adorn the tops of attractive Christmas packages. Evidently Clevelanders believe in doing their Christmas shopping early. Besides cigars, cigarettes, and tobacco, dealers are wont to report big business on attractive smoking outfits such as cigarette cases, smoking stands, and other combination sets. It suffices to say that if business approaches anywhere near its expected goal, some dealers will be laid up Christmas with blistered fingers incurred from counting receipts of the holiday purchases.

### Back for Holidays

Joe Klein, of Larus Bros. & Co., is back in town for the rest of the year. Joe has just finished his last trip, which was to Michigan, and is now resting on his oars, content in the high place that Edgeworth brands hold in the public's favor. Joe has been laid up recently with a severe case of "boils," the source of which has been traced back to the inclement weather of France when Joe was a part of Uncle Sam's boys "over there."

### Sure Sign of Santa

The diminishing number of salesmen who visit town each week is a sure sign of Santa Claus. The boys are finishing up and "hiking home" to wife and the kids.

### Dual Offer

The Pyle & Allen Co. are continuing their dual offer this week in the shape of two twenty-five-cent packages of Osterloh's mixture and a fifty-cent pipe—all for fifty cents. It is getting so that tobacco "fans" look forward to Pyle & Allen's features every week and sure regret the week when none "hits" their eye.

### Holiday Attractions

The Louis Klein Cigar Co., in the Athletic Club Building, has some sure-fire holiday attractions featured for this week. The big holiday package of Charles the Great cigars is one that would make King George himself stop, look—and buy. This store also does an exceptional holiday business on Cortez cigars.

### Takes Town by Storm

The new Ejector cigarette holder, the details of which were explained in a recent issue of TOBACCO, has taken Cleveland by storm. This new idea in cigarette holders will have a lot to do with keeping the boys *"away* from cigarettes."

### Doing Good

P. G. Vincent's Euclid and 105th street store is sure doing its share of business. Located near the heart of University Circle, it caters to the college men and is henceforth rewarded by them with their patronage. Besides handling a complete line of all sorts of tobacco goods and accessories, this store handles a very exceptional line of sporting goods and apparel.

### Mr. Rowen

Jimmy Rowen, of Wallace & Schwarz Co., has just returned from Cincinnati, where he attended the last rites of his recently deceased brother. Jimmy and his brother were formerly of Indianapolis, where they conducted business under the name of Rowen Bros. Jimmy came to Cleveland and his brother migrated to the Queen City, but they were always the very closest of pals.

### Yuletide Offerings

The W. P. Southworth Co. is featuring in its windows the holiday offerings of various companies in the shape of smoking tobacco. Herbert Tareyton, Prince Albert, Velvet, Tuxedo, Serene and Edgeworth were among those in holiday dress.

### Features Detroit Hand Mades

N. Zeidman, of the Century Cigar Stores, is featuring in both of his stores the Detroit Hand Made Cigar. This cigar is made by the Mazer Cigar Co., of Detroit, who are also makers of the popular 8-cent cigar, the Humo. Both of these Mazer products enjoy a wonderful distribution in Cleveland through the Baer-Wolf Co. "Red" McDonald, local representative, is treading safely when he predicts a big holiday business for both of these Detroit products of the Mazer Co.

### New Packings

The Great Lakes Cigar Co., of Detroit, through their many outlets in Cleveland, are showing their T. R. cigar in a new, neat wooden box of ten besides the one-fortieth holiday packings.

### Around Town

Mr. Wise, sales manager for Roig & Langsdorf, of Philadelphia, was in town this week. Mr. Wise was immensely pleased with the way Clevelanders are taking to the Gerard cigar, which is distributed here by the V. G. Vincent Cigar Co.

### Rameses

The United is this week featuring Rameses at twenty cents per package of ten.

### Big Newspaper Ads

Among the cigars which have been advertised in the local papers this week the following have been the most conspicuous: El Producto, distributed by A. L. Erhbar Cigar Co.; the Mt. Sinai, distributed by Wm. Edwards Co.; the Webster, distributed through A. D. Goodman Co.; the Judge Wright, through the Weideman Co., and R. G. Dun, distributed by the Amster Co.

### Follies in Town

Ziegfeld's Follies are in town this week. Bet that Al Korn, Freddy Suss, Steve Hertz and Bennie Lett wish their work in Cleveland wasn't finished for the year as these boys are real followers of the footlights—and of those who adorn the footlights.

### Standard's Special

This week the Standard Drug Co. is featuring in its twenty-six stores the Lord Stirling cigar in boxes of twenty-five for $2.50. This box makes a very attractive Christmas purchase, and Standard has already noted a considerable amount of vacant spaces where once stood boxes of this cigar.

### Beech Nut Display

The University Cigar Store, on Euclid avenue and East 105th street, is showing a very neat window of Beech Nut cigarettes. This is one of the upper Euclid stores that always works the cash register overtime.

### Manillas

There has been reported considerable business on Manillas lately. These cigars are duty free and consequently the consumer is assured of a liberal price. The El Palacio brand at three-for-ten is exceptionally notable among the more popular Manilla brands.

### Returns Home

Val G. Keough, of the Preferred Havana Tobacco Co., is back from his last

business trip of the year. Val reports a big year for Henry the Fourth.

### Still After the College Man

The R. J. Reynolds Co. is still after the college man. A big Camel ad. still adorns the back page of the *Case Tech*, a publication of the Case School of Applied Science.

### La Preferencia

The J. B. Moos, local jobbers for the La Preferencia cigar, are reporting a considerable increase in sales since it is being Java wrapped. To meet the growing demand for cigars of a milder type, the American Cigar Co. recently announced that the La Preferencia would be Java wrapped.

### Pipe Repairing

John Bessai owns and operates one of the biggest and best pipe repair places in this section. It is a veritable "pipe hospital" and no damage is so small or so great that John cannot fix it.

### Leaves for New York

Max Mendelsohn, president of the Mendelsohn Co., makers of the Paramount and Decision cigars, has left for New York where he will spend the holidays. Grover Mendelsohn, of the same company, is at present on a business tour of the South. Mr. Mendelsohn reports some "keen" business, especially on Napoleon size of Paramounts, three for 50 cents.

### Xmas Offerings

Oliver Schroeder has some wonderful Christmas specials in his window this week. Condax cigarettes in their mahogany Christmas package and Bensen and Hedges' offering in their holiday attire do much toward brightening up the window. Mr. Schroeder is also showing the cigars carried in boxes of twenty-five for Christmas. These include the following brands: Jose Villa, Norma, Garcia Grande, Flor de Lopez, La Palina and Henry the Fourth.

### Stage Door Artist

We've been wondering lately where Jack Baer has spent his evenings—and his early mornings. It never occurred to us that the Follies were in town. The other night—we were taking a walk—we happened to see Jack up against a door with the magic words "Stage Entrance" emblazoned on it. Jack was having a hot argument with the door tender who wouldn't let him in with that cigar in his mouth. Rather than give up the cigar, Jack went away—to wait outside. Jack had a headache next morning.

* * *

## Somewhat Delayed But Still Fresh and Interesting

CLEVELAND, Ohio, Nov. 26.—One look at the calendar will convince you of the fact that Cleveland is seven days nearer to the fast-approaching holidays. As regards tobacco activities, however, the Fifth City has made more rapid progress in these past seven days toward its holiday goal than in all the rest of the year put together. One could see all over town today, with a few exceptions, displays of goods in holiday attire. Perhaps the only reason the other dealers do not line up on the side of the above mentioned is the fact that they must "dig down" and get rid of that odd stock before displaying to the public their holiday offers.

Dealers throughout the city enjoyed a phenomenal Thanksgiving business (yes, and dinner too). Those "After Thanksgiving Dinner Cigar" ads, and such, proved to be real "bell-ringers," in every sense of the word. It seems that the smoker enjoys a cigar doubly after a satisfying repast of turkey and such. Be that as it may, there were no kicks whatsoever forthcoming from anyone in regard to business at this time.

### Another Pyle & Allen Special

Tobacco "fans" are coming to look for Pyle and Allen's specials every week. Hardly a week passes that some special inducement is not presented at all Pyle and Allen stores. This week a 50c pipe is being offered free with two packages of Osterloh's mixture at 25c per package. The Osterloh mixture is being manufactured by the Falk Tobacco Co.

### Rosenblum's Headliner

Dave Rosenblum is now firmly entrenched at his new store, East 105th and Superior streets. To make himself "solid" with inhabitants of that region, Dave is this week showing La Saramitas regular 10c size for one little jitney.

### A New One

A new cigar, a Cleveland home-made product, is making its bow to Cleveland "fans." It's the Iro and is manufactured by C. S. Abrams & Co. The cigar is handled by the Consumer's Cigar Shop here in town.

### Marshall's Feature

The Marshall Drug Co., owning and operating a string of stores throughout the city, is this week featuring in its windows the Garcia Grande, a staple brand of pronounced success. The Garcia Grande is handled here through the Wallace & Schwarz Co.

### Rose-O-Cuba

The Rose-O-Cuba cigar is now being shown by many dealers at three for a quarter. The cigar costs the dealer $67 a thousand, which nets him, therefore—well, figure it out for yourself.

### Ed Keye's Own

Ed Keyes is featuring, as ever, his Keyes-Tone Mixture, a blend of his own composition, besides his special E. K. brand of Havana cigars. Between these two, his stock of other brands, and a wonderful assortment of candies, Ed is always sure of good business.

### Mrs. Arnheim Dies

It is with the deepest regret and most profound sympathy that this news of the death of Mrs. Arnheim is published. Mrs. Arnheim, mother of Walter Arnheim, of the Reynolds Cigar Co., died suddenly after a recent sickness. On this account Mr. Arnheim left Cleveland on a flying trip to Pittsburgh. Tobacco men everywhere will extend to Mr. Arnheim their utmost sympathy in this time of his bereavement.

### Holiday Attractions

Oliver Schroeder is showing this week a most interesting display of holiday offers. Condax cigarettes in their mahogany packing and Christmas packings of Bensen & Hedges' cigarettes were large factors in making the display superlatively attractive. Besides these, showings of cigars that are being carried in boxes of 25 were made. These include the following brands, among others: José Villa, Norma, Garcia Grande, Flor De Lopez, La Palina and Henry the Fourth. These boxes of 25 seem destined to be among the best sellers around Christmas time.

### The Sanches Grande

Fred Gallmar is devoting all of his Arcade store window in endeavoring to prove to the public the worth of the Sanches Grande cigar.

### Pipes!

J. Kraft, in his store at 50 Fifth street and Euclid avenue, is showing a window of nothing but pipes and more pipes. All standard and imported makes are included.

### New Packings of T. R.

The Great Lakes Cigar Co. of Detroit, through its many outlets in Cleveland, is offering its T. R. cigar in a new neat wooden box of ten for a dollar in addition to the fortieth holiday packing of this cigar.

### In-B-Tween's Cut

Harry D. Patch is presenting the two for a quarter size (Senior) of In-B-


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

HOYO de MONTERREY
*The Aristocrat of*
Imported Cigars
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

HAVANA LEAF DEALERS

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 8, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
Charles the Third Cigars, 10c. and upwards.
123 Liberty St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Jane, New York

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
165 Water St., New York

HAVANA CIGARS

*The Leader in All the World's Markets*

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

*Sweet and Aromatic*

INDEPENDENT

CIGAR FACTORY

M. L. FERNANDEZ, Proprietor

Cable: "Belinda"

96-98 GERVASIO STREET HAVANA, CUBA

N. E. NICHOLS

United States Representative

8-10 WEST 45TH STREET - - - - - NEW YORK

Telephone: Murray Hill 8427

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

Tween's at ten cents straight as a special this week.

### On Last Lap

Val G Keough of the Preferred Havana Tobacco Co. is on the last lap of his last eastern business trip of the year. Val reports considerable demand for the popular Henry the Fourth cigar.

### Leaves for New York

Max Mendelsohn, president of the Mendelsohn Co., makers of Paramount and Decision cigars, has just left Cleveland for New York, where he will spend the holidays.

### El Cruzadors Cut

M. Glucksman in his store on East Sixth, near Superior street, is offering the public the El Cruzador cigar in a 10c size that is now discontinued, at a special price of 5c straight.

### Cigar Man Opens New Dance Hall

A. P. Lang, Painesville cigar man, recently completed the construction of the Mentor Beach Dance Pavilion. This hall will be one of the largest and best in the state, and will enjoy a remarkable business, especially in the warm summer days, when Mentor Beach is overcrowded with people from all over this section of the state. Along with the dance hall, under the same roof, he will continue to sell cigars and other smoking supplies. Al is a regular fellow and the success of the yenture is completely assured because of some common-sense business methods that Al is noted for.

### R. G. Dun Attracts Spotlight

In the limelight this week is again the R. G. Dun cigar, as witnessed by its place in the show windows of the Standard Drug Co., who operate some 26 stores in the city. It is no small feat to occupy the place of honor in the Standard's windows.

### Sam Gottlob Resigns

Sam Gottlob, for many years with Antonio Roig & Langsdorf, in these parts, has resigned, his resignation to go into effect the first of January. Mr. Gottlob has been a popular resident of Cleveland and we're hoping that wherever business calls him it wouldn't be far from here.

### Big Flor de Manuel Display

In one of the best window displays ever exhibited in this region, the Flor de Manuel cigar was displayed to Clevelanders by Turner & Cornsweet at their store, Euclid avenue near East Ninth street.

### Fire in Tobacco Store

Fire caused by a leak in the drying apparatus caused $2,000 damage to the stock at the tobacco factory of E. Elkins at 4416 Woodland avenue, Friday. Elkins, in fighting the fire, got too close to the flames and as a consequence, his whiskers were singed. Outside of that, no physical damage of any kind was incurred.

### More Holiday Attractions

Dave Blum, who carries one of the best lines of smoking accessories in the city, is this week showing some attractive holiday bargains in the way of humidors, cigarette cases, smoking stands and smoking sets of all sorts.

### Featuring Palvarez

Muhlan's Pharmacy at East 105th street and Cedar avenue, is this week offering the regular 10c size of the Palvarez cigar at two for 10 cents, a bargain that is being snapped up by cigar lovers of that neighborhood.

### About Mose Wilder

The Elyria *Telegraph* is each day printing a little something about each one of its leading citizens. The other day the subject was Mose Wilder. Perhaps some of his many friends would like to read it. It went something like this:

"Mose started out in the clothing business, but he soon got onto the ropes and opened a cigar store. He sold a fellow a Rose-O-Cuba once and got pinched for violating the fireworks ordinance. He put up an 'honest crap' and won a fine cut 'decision.' He's one of Elyria's native sons, but Ross Fauver says they ain't any of the home folks bragging about it. Mose was wild about the Yankees, but when the Giants won the pennant it made Mose Wilder."

### Free Offer

H. M. Stace, at 50 Seventh street and Euclid avenue, is this week offering free, a cigarette holder, with a package of any cigarettes which sell for 15 cents or more.

### Wedding Postponed

The wedding date of Leo Schlang to Miss Ruth Newman has been postponed from December 17 to January 3, on account of the fact that Miss Newman's uncle, a cigar man of Chicago, would have been unable to attend on the former date. (We're wondering if Mr. Schlang is happy over the thought of an extra two weeks of freedom.)

### Humo Cigar Selling Big

One of the biggest sensations of the year has been the Humo cigar. This cigar, made by the Mazer Cigar Co. of Detroit, has been one of Cleveland's most consistent sellers all during the year. A wonderful holiday business is being predicted for this popular 8c cigar by the Baer-Wolf Co., local jobbers.

### Back from South

Grover Mendelsohn, of the Mendelsohn Co., returned today from a Southern business trip. Grover reports business exceptionally fine, especially on Napoleans, the three for fifty size of Paramounts.

### Anniversary Specials

Ed Polster in his new store at 50 Fifth street and Euclid avenue, is offering some very remarkable anniversary specials. A pack of dollar value playing cards is offered free with each box of 50 Natural cigarettes at 95c per box. In connection with his cigar line Ed is offering also a Vamping Kewpie doll for 59c, or a Kewpie Electric Lamp for $1.98. All three specials are being "gobbled up" fast by the bargain-lovers.

### Enterprising Stand

Charley O'Donnell is to be congratulated on having the neat little stand at the Elyria interurban station. The interurban station is always full and Charley has never yet had to complain about business.

### La Preferencia in New Java Wrapper

The J. B. Moos Co., local jobbers, have found that sales of La Preferencia cigars, made by the American Cigar Co., have increased manifold since it has become Java wrapped.

### To Open His New Store

Back to his old haunt! Morris Weis used to own a store at 50 Fifth street and Woodland. He sold out to the United. Now he's back again with a place in the New Market House at the same corners. This means that "Morrie" has two places in town, both "humdingers," too.

### Dearth of Salesmen in Town

By the way, there seems to be very very few salesmen in town lately. Most of them must be finishing up for the year, taking their holiday orders.

### Mayer and His La Munas

Izzy Mayer and his La Muna cigars are in town. La Muna enjoys wonderful success in Cleveland and is distributed through the Amster Bros. and made by Gans Bros. of New York. Izzy Mayer "made" La Muna and much of its success can be traced directly or indirectly to his efforts. By the way, Izzy is rumored to surpass even Willis Andrews of La Palina fame in wealth, owning two apartment houses and a big touring car in New York. We hate to mention the particular machine because the Buick people dislike publicity. It is said that Izzy hasn't raised the rent of his houses for the last four years. Welcome to Cleveland—you prince of landlords! By the way, Izzy is sponsoring the new size in this brand, labeled Jockey Club, which sells at two for a quarter.

### Tobacco Men at Big Football Game

At the Case-Reserve football game, Thanksgiving morning, which is Cleveland's rival of the Harvard-Yale and Army-Navy games, one could see many notable figures in local tobacco circles. This game is somewhat of a society feature and some would not think of sitting down to their Thanksgiving dinner without first witnessing this game. This "some" evidently includes most of Cleveland's tobacco men.—HERB.

# Tampa Putting Great "Tax" on Express Companies

## Giving Carriers Vast Numbers of Cigars for Rush Delivery—Few, If Any, Customers to Be Neglected on Holiday Orders—Some Cutting May Be Necessary—Francisco Arango & Co. Factory Working Full Force—Outlook Encouraging.

TAMPA, Fla., Dec. 3.—Express companies are much abused at times but they are sure serving the industry for once—and Tampa manufacturers are shooting cigars out by express by the thousand. And with the fast service available, and increased speed and more production from the workers who returned last Wednesday to their benches, manufacturers are promising there will be few, if any, of their customers left out in the cold on holiday orders.

### Workers Speeding Up

Manufacturers report some spirit among the workers and the need for filling their own Christmas stockings after depleting their purses with their foolish ten day loafing spree, probably is spurring the cigarmakers to greater efforts. Meanwhile cancellations are almost nil.

### Some Reductions Necessary

With this state of affairs there will be some trimming, though many of the factories were practically up when the strike came, and these will be able to deliver every cigar wanted and almost on time. What trimming is to be done will be well scattered and there will hardly be any appreciable effect anywhere along the line.

### A Few Agitators Rejected

The strike came to an end Tuesday with the issuance of a manifesto by the equalization committee, saying it was useless to continue the strike. Workers started pouring into the factories the same afternoon asking for their jobs. Some were taken back, and some few agitators were refused, but practically every factory had full force working Wednesday morning and by Saturday some factories had more men than before the strike, some arrivals from the north being reported.

### Hope for Best in Arango Situation

Francisco Arango & Co. seem but little affected by their recent trouble and Secretary Cabarrouy is busy seeing that orders are sent out as fast as the 400 men can turn out the cigars. The same management is operating the company. with good prospects for pulling through and Receiver John Sutton standing by and advising when asked. Meanwhile Francisco Arango, Sr., is confined at home with the gout.

### To Rebuild at Once

E. Henriquez of the Henriquez Cigar Co., recently burned out, reports that they will rebuild at once. They lost four days only, in resuming work in temporary quarters at 913 Spruce street. They are working to full capacity of house and are filling all their holiday orders promptly.

Meyer Abraham, the Henriquez Cigar Co.'s representative, who returned here after the fire, leaves today to resume his trip through the west.

### Full Speed Ahead

A. L. Cuesta, Jr., of Cuesta, Rey & Co., reports working full force again, and have shipped practically all holiday orders. Few, if any of their orders, will be trimmed.

A. L. Cuesta, Sr., leaves tomorrow, the 4th., for Havana to look over his interests in Cuba.

Robert Utley, of Bustillo factory of the Preferred Havana Tobacco Co., says they are working about 450 cigarmakers, and have already shipped over 75 per cent of their holiday orders.

### Back to Normal

Ben Cosio of the Consolidated Cigar Co., reports they are back to normal conditions, and have over 75 per cent of their orders shipped, and are receiving and filling new orders daily.

### Doing Their Best

Pancho Gonzalez, of Garcia & Vega, says that they could use more makers of high grade and special size cigars. For this reason they may have to trim some of their orders. They are booking, and can take care of orders for January delivery.

Jose Arango, of Jose Arango & Co., reports they are back to pre-strike conditions, and will complete all holiday shipments.

### Still Sending in Orders

Frank Fernandez, of F. Garcia & Bros., reports that their salesmen are still sending in orders which are receiving prompt attention. Previous holiday orders are practically all shipped.

Andres Diaz reports a scarcity of workers of high grade and special sizes. This may compel him to trim some few of his orders. Otherwise he is back to pre-strike conditions, and anticipates no further difficulties.

Wm. Webb, of J. M. Martinez & Co., says that while they are back to normal conditions, they have all holiday orders they can hope to fill. Their orders for January delivery will keep them busy until their salesmen go out again.

### Reports Big Increase

Gus Sechach of A. Santaella & Co., reports an increase of over 100,000 for holiday delivery, and can handle more within time shipping limit.

E. Berger, of Tampa-Cuba Cigar Co., reports over 50 per cent of pre-strike orders shipped. They are daily receiving generous orders, and as they ship direct to the retail trade, they still have time to fill holiday orders. They are busy and expect to be kept so.

Celestino Vega, of Celestino Vega & Co., reports all of their old men back at their tables. Over 85 per cent of holiday orders are out and they are candidates for more. They anticipate continued liberal orders and a flying new year start.

### Making Prompt Shipments

The Grommes Cigar Co. reports a full force at work, and prompt and complete shipments. They can take care of more and will soon be busy on January deliveries.

### Well Satisfied

Jerome Kohlberg, of E. L. Kohlberg & Son, New York leaf dealers, have been in Tampa looking over the situation of the Arango concern. They are one of the principal creditors of that concern, and he returns to New York well satisfied that the management is capable of making the best out of the situation. Holiday orders are being handled with dispatch.

The new, well appointed steamer *Cuba* goes on its run from Tampa to Havana next week. They offer two trips a week, and quicker service.

### "Not Guilty" as Charged

DeWitt Adams and Philip Licata, are "not guilty." They, with Arthur Gill, were charged with attempting to rob the pay car of the E. Regensburg & Sons, West Tampa factory. Gill, who was wounded, turned states evidence, and is expected to plead guilty.

### Still Busy

Frank Diaz, of the V. Guerra Diaz & Co. factory is still busy getting out their holiday orders. He needs more men for the higher class goods, but will fill all orders for the famous La Megas.

### Recharged with Vigor

Salvador Rodriguez has returned from Pass-a-Grille where he has rusticated since the strike. He comes back recharged with vigor, and will make things hum in his big plant. He anticipates some big January business.

### Will Score 100 Per Cent.

Joe Perez of Marcelino Perez & Co., reports a full force of cigar makers. He will score 100 per cent on Tuval holiday orders.

### Just Rusticating, That's All

G. W. Stocking, sales manager for Marcelina Perez & Co., has returned to Monticello, Fla., to rusticate on his farm, and rest under the shade of his Pecans, during the holidays before returning north again.

*(Continued on page 30)*

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

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# Connecticut Growers Going Into "Winter Quarters"

## Assorting and Putting on Finishing Touches for Delivery when Sales Are Consummated—The Crop Retains Its Repeatedly Proclaimed Merits—Prices to Be Paid for the 1921 Product Remain Secrets for the Future to Divulge.

HARTFORD, Dec. 3.—The tobacco growers of the Valley have been much favored the past few weeks with "damps," and now the tobacco is all down, stripped off and in the bundle, consequently the growers are now ready to go into "winter quarters," to assort and put on the final touches for delivery as soon as sales are made. A few have already been assorting and find that the tobacco is very satisfactory both in color, quality, and exceptionally free from pole sweat or canker. The crop also shows an increased weight over last year and a much higher percentage of excellent grades.

The crop on the average has "pep" in it and has every indication that it will sweat out fine, as it is full of gum and is "stretchey" and has a fine grain.

### No One Has Key to Prices

Buyers still stay in the "shade" and are not out among the growers yet, and it is not possible to get a line on what they are talking as to prices, and likewise the growers are not talking prices very loud, but they do claim that they have got to get a good price as the cost of production was way above pre-war prices, and those who are holding both the 1920 and the 1921 crops are inclined to sacrifice on the 1920 and to hold the new crop for good prices.

At the present time the business is slow and no great activity is looked for until after the beginning of the new year.

Some 1920 was resampled this week and shows to be improving in the cases and looks much better than when sampled in September.

### Call to Old Goods

There has been some call for 1920 and quite some 1919 has been sold at high prices, which shows that the manufacturers are getting low on stocks and are replacing at the best advantage possible.

Samples of 1920 have been shipped to Chicago and the inspection for the trade there and it is expected that some good sized orders will be sent back within the next few weeks.

### Good Demand for Shade

The demand for shade is still good, but the manufacturers do not like the prices that the local packers have to get for it.

Local cigar business is at least holding its own, and various "nickel" cigars have made their appearance in retail stores.

### New Cigar Factory Progressing

Owens & Zimmerman recently opened a cigar factory in this city and are doing a good business. They are using the best stock that they can find on the market and their cigars are becoming very popular among local smokers.

### Could Not Have Both Cigarettes and Child

Women in general do not like to admit that they smoke cigarettes, but in New London, Conn., a few days ago, in a case wherein a Mrs. Lee sued her husband for a divorce, the court ruled that she must give up the smoking of cigarettes if she was to retain the custody of her six-year-old daughter. It was brought out that she smoked between 400 and 500 cigarettes per week. The judge did not attempt to dwell upon the ethics of cigarette smoking by women, but said: "Whatever may be the correct standard for the individual as to the use of cigarettes, expert testimony in this hearing has demonstrated what common sense affirms, that a child the age of this one will fare better if brought up in an atmosphere uncontaminated by smoke from cigarettes." The mother volunteered to give up the use of cigarettes for the sake of the child, therefore the judge entrusted the child to the mother as he considered that the child would not be imperilled.

The suit of the American Sumatra Tobacco Corporation against the Windsor Tobacco Growers' Corporation and Alfred W. Olds was again argued before the Superior Court on the plaintiff's motion that certain matter of the defendant's answer be stricken out on the ground that it is impertinent, improper and frivolous. The question involved concerns the right of the plaintiff to certain tobacco lands in Windsor, in which the defendants now have possession. The suit was originally brought in the names of Edward Eggert and William Eggert, but after a decision the present plaintiff was substituted as plaintiff for the Eggerts.

### A 1919 Crop Case in Court

One of those valuable 1919 crops of tobacco when prices went up to over $1 per pound was a basis of a suit by Steane, Hartman & Co., of this city, against Harry and Max Joseph, of Rockville, Conn., was before the Superior Court this week. The case is an unusual one as it is one which resulted from what the lawyers call an undisclosed principal. The Joseph Brothers did not have direct dealings with Steane, Hartman & Co., but acting as tobacco jobbers bought up crops and sold them to Liebman Brothers, of Ellington, Conn. A certain seven acres of tobacco was bought by Joseph Brothers and sold to Liebman Brothers and it appears that other sections of the crop was sold to Steane, Hartman & Co., who claim that the Liebman Brothers were buying for them; allege that the Joseph Brothers have failed to deliver $2,900 worth of tobacco to them as the principals of the Liebmans. The Josephs contend there was no agency disclosed between the Liebmans and Steane, Hartman & Co., and the latter have no cause to bring suit for non-delivery.

### Havana Seed Sales in Suffield Section

This week tobacco buyers were hustling around the Suffield section and a large number of crops were sold and at the rate the buying has been going on by another week the Havana seed will be practically cleaned up.

Prices range from 27 to 32 cents per pound.

It is expected that the buying of Broadleaf will start soon.

### Gum Prices Are Lower

Lower prices are the order of the day in most things, and gum Tragacanth is no exception, according to F. E. Richardson & Co., 114 John Street, New York City. The Richardson Perfect gum is growing in popularity, due to its high quality, and the policy of marketing it under a guarantee that it will work right, stick tight and leave the wrapper clean. Repeat orders for Perfect gum are coming in unsolicited, which is a sure indication of an appreciative clientele. Business in the other Richardson gums also is reported as excellent, with new customers being placed on the books continually.

### Cigar Man Commits Suicide

ANSONIA, Conn., Dec. 2.—Charles Martinez, manager of a cigar store on Main street and a highly respected resident, ended his life by hanging this morning in a rear room at the store. Life was extinct when the body was discovered. Suicide was due to despondency owing to ill health. He is survived by a widow, two sons and daughter.

### To Remain in Business

PITTSFIELD, Mass., Dec. 3.—The Arcade Cigar Store in the Miller Building, which it was stated recently was to go out of business, will continue in business, but will seek a new location. The management has two places now under consideration. It will continue in its present location until January 1.

**C. F. BRUCKER**, of 499 Main St., Glastonbury, Conn., wishes to announce that he has a fully equipped tobacco warehouse, with two sweat rooms connected. Can store 1,000 cases. Manufacturers or buyers looking for same please write for particulars.

# Indiana Tobacco Shows Better Grade Than 1920

## Production About 60 Per Cent of Normal—Shelbyville Cigar Factory Moved to New Quarters—Hamilton-Harris & Co., Jobbers, to Erect Branch Buildings—M. Heuser and P. Gall With Indiana Cigar Co.

INDIANAPOLIS, Dec. 3.—According to a survey of Indiana, the 1921 tobacco crop is reported to be of a much better quality than last year, with a very fair yield, in spite of dry weather, which made it impossible to prepare any ground except what was plowed early. The production this year is about 60 per cent of normal.

### To Boost Chamber of Commerce

Wm. J. Mooney, of the Mooney-Mueller-Ward Co. of this city, tobacco distributors, has been named as one of the majors who will be in charge of the membership campaign of the Indianapolis Chamber of Commerce. Mr. Mooney has been an active worker of the Chamber of Commerce for many years, having held various official positions.

### Moves Cigar Factory

Edward Fleming, well known cigar manufacturer of Shelbyville, and originator of the Fleming Special, has moved his factory equipment from 15½ East Broadway to the suite of rooms above the Mutual Building & Loan Association, where there is considerable more room and opportunity for the expansion of his business. He had been located on East Broadway for the last two years.

### Madison Market to Open Dec. 5

December 5 will mark the beginning of the opening sales of burley tobacco on the Madison loose leaf market for the 1921-1922 season.

### To Build Business Block

The construction of a new $40,000 business block, to be occupied by Hamilton-Harris & Co., jobbers in cigars, cigarettes and tobaccos, is assured as the result of a real estate transaction completed recently at Kokomo. The Davis lot at the southeast corner of Union and Taylor street was sold to Hamilton-Harris & Co., who will begin the erection of a two-story business block, which they will occupy. Oscar H. Dailey acted for the company. Hamilton-Harris & Co. are the successors to O. H. Dailey & Co., who at present occupy the business room at the southwest corner of Main and Taylor streets.

### Clarence Rose Deceased

Word was received from the Lakeside hospital in Cleveland, O., of the death of Clarence Rose, 38 years old, of Terre Haute, a retail dealer. Rose went to the Lakeside hospital about a week before, where he underwent an operation for a goitre. The telegram came as a shock to his friends, as the last news preceding the telegram said that he was improving.

C. L. Smith, of Toledo, well known among tobacco dealers in Fort Wayne, is dead at Toledo at the age of 72 years, according to word received here by his brother, C. V. Smith, Ft. Wayne. Besides the widow, he leaves a son and several brothers and sisters.

### To Enlarge Facilities at Terre Haute

The Terre Haute branch of the Hamilton-Harris & Co., wholesaler dealers in tobacco, cigarettes and candies, has completed negotiations for the purchase of a piece of property on North Ninth street, near Eagle street, and at some time in the future plan to erect a modern building. D. W. Eggleston is manager of the Terre Haute branch of the Hamilton-Harris concern, which absorbed the Vigo Tobacco Co. The former has had a remarkable career during the short period since its organization. The present quarters of the concern are in the Prox building at Ninth and Eagle streets, the lease on which still has about two years to run. In 1920 the Vigo company established a branch at Vincennes. The first of the present year it was merged into Hamilton-Harris & Co., with the main office at Indianapolis and branches in South Bend, Terre Haute, Evansville, Muncie, Vincennes and Kokomo. Ninety-five per cent of the business of the local branch is the handling of cigars, cigarettes and tobacco, the other 5 per cent being candy, soda fountain syrups, etc., which are carried largely as an accommodation to dealers in smaller places. The average monthly business reaches more than 1,000,000 cigars sold, with other products in proportion. The cash business of Hamilton-Harris & Co. for the first six months of the present year reached more than $8,000,000.

### Interested Co-operative Marketing

Clark county (Indiana) tobacco growers will join with the Kentucky pool if plans to organize are successful. R. M. Brooke, who came to this county from Kentucky two or three years ago, when the tobacco boom was at its height, has accepted the position of chairman for this county for the Burley Co-operative Marketing Association. The Clark county crop, it is estimated, will be about 1,500,000 to 2,000,000 pounds this year. It ran considerably higher two years ago when it was worth $2,000,000, but last year prices fell and growers planted less this year. Many Kentuckians bought land here in 1919 and raised fine crops, finding the land well suited. Clark county growers have never before been associated with any Kentucky organization. Prior to 1919 the acreage devoted to the crop never exceeded 500 or 600.

### With Indiana Cigar Co.

Martin Huser, formerly owner of the Lima Cigar and Tobacco Co., at Lima, O., has been named office manager, and Paul Gall, formerly in charge of the tobacco department of the Indianapolis Fancy Grocery Co., has been named sales manager of the Indiana Cigar Co., which recently opened for business at 344 South Pennsylvania street. The company will handle such widely known brands of cigars as Girard, LaPalina, Bankable, Odin, Courtollo, LaSiesta and El Cruzadore. The company primarily is a cigar jobbing center but also carries a full line of cigarettes and tobacco.

The cigar stand at the Citizens National bank building, at Kokomo, formerly owned by Paul Wadleigh, has been sold to Walter Goff, the latter taking immediate possession. Mr. Wadleigh has owned the stand for some time and has enjoyed a good business.

The Schatz Cigar Co. at Indianapolis has filed a final certificate of dissolution with the secretary of state.

### "A Cigar Is a Smoke"

In Springtime, it is said, that a man's fancy turns towards love, but with the approach of Winter it is the old adage of "a woman is a woman, but a good cigar is a smoke," slightly revised to include a pipe and a bag of smoking tobacco. The above statement is vouched for by Terre Haute manufacturers of cigars and smoking tobacco, who say that teh one sure sign of coming blizzards and zero weather is a man leaning over a cigar-store counter selecting a box of his favorite Havanas. Or, in some instances, with more time and study than milady selects her brands of toilet articles, the man will be selecting some style of his "jimmy" and a can of smoking mixture.

### Cigarettes Hold Popularity

Cigarettes do not by any means lose their popularity, but continue to be one of the leading sellers in the tobacco world. Local dealers, however, state that there is no great demand for the "fags" by the fair sex, as far as they can ascertain.

### Winter Months Mean Increased Sales

Although the Winter months mean increased sales of all forms of tobacco, including cigars, cigarettes, plug tobacco, scrap tobacco, smoking mixtures and pipes, there is something decidedly comfy and warm about a pipe, and it, therefore,

(*Continued on page 36*)

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LA TURKA

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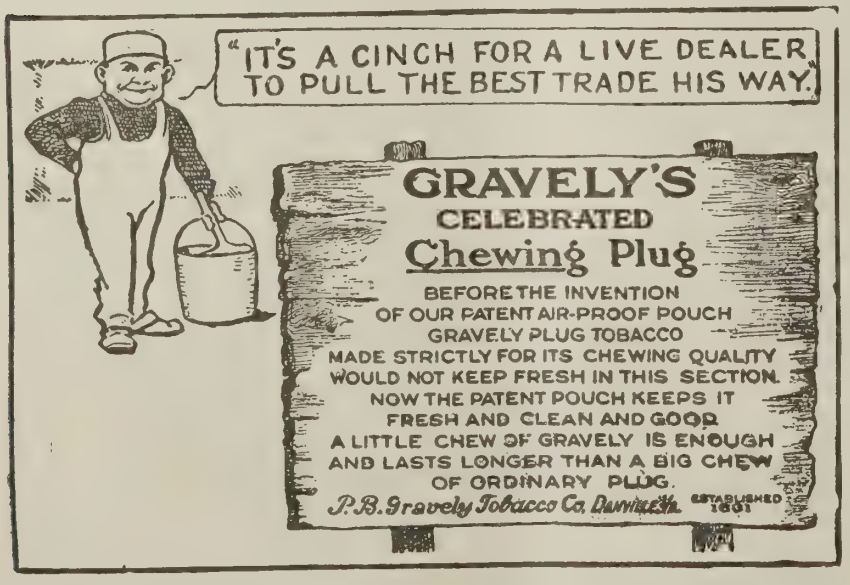



# Philadelphia "Shopping Early" Starts With Rush

## Snow Adds to the Festive Spirit With Which Holiday Buying Goes Forward to the Delight of Dealers—American Cigar Co. Sells Interest in Dusel-Goodloe Co.—G. H. P. Co. Opens Two New Factories—Various Trade Activities Noted.

PHILADELPHIA, Dec. 6.—With the streets covered with snow for the first time this winter, Xmas buying started this week with a rush and the trade, a little doubtful up to this time, is now quite confident that the season will be entirely satisfactory. The balmy weather made the great gift-giving celebration seem afar off to the consumer; the trade, of course, realized its proximity and, the jobbers report, had generally made quite liberal preparations, many firms buying largely in excess of a year ago because, at that time, the future seemed uncertain and the buying power declining, whereas, this year the future is bright and the purchasing power steadily is increasing. All the manufacturers who advertise, and thus have national distribution, are working to capacity, and many are oversold and are resorting to every expediency in order to get the special holiday packings off in time. They report particularly good business from South and West with city trade very much improved over what it was in early November.

### Dusel-Goodloe Co. Deal Concluded

The outstanding development of the week, foreshadowed in these columns, is the announcement by Paul P. Brogam, head of the Dusel-Goodloe Co., Inc., that a deal has been closed for the purchase of the interests in the corporation hitherto held by the American Cigar Co., the capital stock aggregating $75,000. The new stockholders are: President Brogan, Harry M. Shetzline, a new associate; Robert E. Fielitz, salesman; John E. Dealy, secretary and for thirteen years employed by the house; John H. Matchett, employed for the last four years. The corporation will continue to distribute Chancellors and Antonio and Cleopatras, and after the end of the month will largely increase the sales force. Other brands are to be taken on for distribution through Philadelphia, eastern Pennsylvania, south Jersey and Delaware. The Dusel-Goodloe business was incorporated Sept. 5, 1905, by E. J. Dusel, Frank Lecompte and Speed S. Goodloe. Mr. Brogan, who originally was with Luckett, Luchs & Lipscomb, came with the house ten years ago as secretary, and on January 6, 1917, became president. The business originally was located at 718 Chestnut street, but 13 years ago removed to the present location at Seventh and Arch streets. During the last eight years only cigars have been handled. The American Cigar Co. took an interest in the corporation in 1905. J. B. Pace, 1634 Wyoming avenue, Wilkes-Barre, who recently took charge of the eastern Pennsylvania territory, will continue in that capacity.

### Two New G. H. P. Factories

The G. H. P. Cigar Co. has just opened two additional factories, hopeful of being able to keep pace with demand for El Productos, on which the house is heavily oversold. They are located at Riemstown and at Adamstown, Pa. The supply of El Productos in 40ths for the holiday trade is limited and soon will be exhausted. All the El Producto salesmen are making preparations to come to the Philadelphia headquarters at the close of the month for the annual sales conference and celebration. It will be the first opportunity some of them have enjoyed to inspect the immense new factory at Third and Brown streets.

### La Palinas Moving Swiftly

The Congress Cigar Co., 21 North Second street, is shipping out goods just as fast as they can be produced and is still behind. All the La Palinas in 40ths are being shipped by express. The firm is experimenting in this market with special 10-cent sizes, and reports very lively interest by the trade in the departure. All four of the factories are at capacity production. Hill & Waite, Rochester, N. Y., distributors for La Palinas, are making a special drive through central New York.

Leo F. Weiss, of A. Roig & Langsdorf, returned during the week from a trip through the middle west, well supplied with business.

The Cuba Junction Cigar Co. is about to return to its old location at Eighth and Chestnut streets, but under a new name. The corporation has been dissolved, and Ramon Azogue, who headed it, will conduct a stand at 929 Chestnut street, trading under his own name, and will sell private brands.

### Portuondo Activities

Harold J. Bedard, secretary of the Portuondo Co., 1110 Sansom street, was married recently to Miss Helen K. Gibbons. They have just returned to the city from their honeymoon. The corporation is sending direct from the factory to all parts of the United States its new five-cent proposition, the Ace, which has met with popular success. R. D. Dingman, general salesman in the West, is making a record on introductions of the new brand. The Portuondo Directors at 10 cents are now being packed in cans of 20s.

William Waschler is laying in at his store, 827 Chestnut street, the largest holiday line which he ever displayed in his several years in the business.

A new cut price store, ownership not yet revealed, is to be opened shortly on Market street, below Fifth.

### Largest Cressman Sales

Allen R. Cressman's Sons report sales on its special packings for the holiday trade to be the largest up to date in its entire history. The firm is sold out on most of the special goods. There visited the headquarters on Thursday and Friday of last week, Lewis L. Solon, of the Solon Hunting Cigar Co., Wichita, Kansas, a large distributor of Counsellor cigars.

### Back from Pacific Coast

Samuel Bayuk, of Bayuk Brothers, returned recently from a trip as far as the Pacific Coast. He found conditions throughout the West generally to be excellent, and for the Bayuk brands, particularly gratifying. The firm is turning out capacity production on its five-cent cigar, the Charles Thomson, which is now being packed in fortieths as well as in twentieths.

Samuel A. Sligaloff, whose bright neighborhood cigar store at 19th street and Susquehanna avenue, recently was burned out, has completely restocked it, and has added additional brands.

The trade understands that on April 1 the United Cigar Stores Co. will vacate the corner stand at Delaware avenue and Market street, which it has occupied for many years; the lease expires at that time. The United will remove a few doors above, to the corner of Water and Market streets, in the store formerly occupied by the Tuck Cigar Co., now located on Water street diagonally opposite the old stand. The United some months ago took a long time lease on the Water street property.

Reports are in general circulation that a leading manufacturer who now distributes his product in this market through an important jobbing house, will after January 1 inaugurate a service system of his own, employing a score of autos. Definite announcement is expected this week.

At least two of the larger manufacturers are billing all goods irrespective of purchase date on December 20. One of the larger firms is giving a special five per cent discount on his ten-cent goods and three per cent on the lower priced.

Representative Head of Benson & Hedges visited the trade during the week showing many attractive goods.

The death is reported of W. W. Stewart, owner of a chain of cigar factories in the Reading, Pa., district at his home in Newmanstown at the age of 74 years. His main plant in Reading, es-

(*Continued on page* 36)

# Pennsylvania Tobacco Buying Shows Real Life

**The 1920 Product Being Bought Up at Rapid Rate—Supply May Not Last More Than Two Months—Some Important Purchases of Recent Date Noted—Some Ohio Packing Disposed of—Florida Men Still Seeking Buyers.**

LANCASTER, Pa., Dec. 4.—Tobacco market was again lively here the past week and packings of 1920 are being bought up rapidly by the large interests and before two months have slipped by the packers shall have disposed of 1920 holdings.

### Bought Several Packings

Willie Spitzner of G. H. Spitzner & Son, New York, accompanied by his local representative Geo. Whallan made a hurried visit here. He stopped on his way home from the West and bought the packing of Peter Diller at New Holland, upward of 550 cases at a reported price of 28 cents running sizes. This was a very fancy packing and contained a big percentage of "heads" tobacco eagerly sought after by the manufacturers for binder purposes. This concern also bought several other packings and have under advisement a packing of upward of 1,000 cases.

A. K. Mann, a large local packer disposed of his entire holdings of 1920 tobacco this week.

### Secured 1920 "Heads"

Chas. R. Goldsmith of Goldsmith & Block, 193 Front St., New York, was here this week and secured quite a quantity of 1920 "heads" for his trade.

Phares Baker of Londisville sold to Louis Kramer of Eayuk Bros. of Philadelphia, 550 cases 1919 Wrapper B's at a reported high price. Mr. Kramer is also looking for desirable packings of 1920 tobacco with the idea of purchasing.

### Bought About 2,600 Cases

E. H. Martin, accompanied by C. H. Einerbrink of Otto Eisenlohr Bros. with main offices at Philadelphia, was in the market this week and bought about 2,600 cases 1920 tobacco. P. R. Nissly of Florin, Pa., sold them 500 cases; A. L. Schreiner of this city sold them 1,000 cases; John Shenk, of Lititz, Pa., disposed of his packing of about 500 cases to the same buyers; and H. H. Loudis, East Petersburg, sold his entire packing of about 600 cases to the same concern. The reported price is 26 to 27 cents running sizes.

At the rate 1920 tobacco is being bought up it will soon be a thing of the past as far as original holders are concerned.

### Sold Ohio Weed

J. S. Putzman & Son of Millersville, sold to a New York concern 100 cases 1919 Ohio fillers, and they also disposed of 50 cases of Gebhard to a York county manufacturer.

### New Crop Not Yet Started to Move

The buying of the new crop has not started yet. Neither will buying be general before January or February, 1922.

M. Levy & Sons, local representatives and buyers for the General Cigar Co., stated to the writer they don't intend to buy new crop until after the first of the year. A representative of Otto Eisenlohr Bros. expressed the same opinion, and added that no tobacco has been bought up to the present time. The offices of Long & Taylor at Landisville, Pa., local packers for George Burger of Cincinnati, Ohio, said no general buying will be done until January and possibly not until February.

It is generally believed that the natural depression of business throughout the country is having its effect on the tobacco business and our lines of business are feeling their way cautiously, same as capitalists and merchants in other lines of trade.

### A Veteran Gives Views

Morris Levy, one of the real veterans of the tobacco industry in this city, expresses the opinion that late buying will insure sounder crop. Mr. Levy says that growers who use water will lower the value of their crops; that water helps to rot the tobacco, and that cellars at this time of year are sufficiently damp to put tobacco in proper condition for stripping. In order to stress his point he told of a crop of ten acres he bought some years ago. When the deal was made 90 acres had been stripped without the use of water. The tenth acre was put in condition by the use of water "and that acre," Mr. Levy said, "rotted in the cases."

There is a general effort by the packers to "taboo" early stripped tobacco. In order to avoid the use of water in stripping a number of the local packers have a clause inserted in their contracts which prohibits it in preparing the crop which the buyer has agreed to purchase.

As an aftermath of the collapse of the Lancaster County Tobacco Auction Sales Co., the receiver Isaac R. Herr, sold at public auction all the tobacco left that the defunct company had packed. The auction took place on Friday, Dec. 2, at auction rooms of J. C. Nissly, 35 N. Duke St., Lancaster. The company was declared bankrupt following the crash of the Agricultural Trust Co., several months ago. The stock sold included 34 cases of 1917 wrappers; 7 cases of damaged 1917; 2 cases of Black Rot, 1917; 49 cases of frozen 1917; 4 cases of Havana seed fillers; 3 cases of Havana seed wrappers; 35 cases of 1918 wrappers; 22 cases of 1918 York State "brokes" which the company had traded in for Pennsylvania tobacco; 27 cases of 1919 wrappers; 9 cases of 1919 damaged fillers. The sale was made by samples drawn by the Lancaster County Tobacco Board of Trade Inspection Co. The tobacco was all bought by John F. Reichard of York, Pa., with the exception of one lot of 1918 wrappers consisting of 35 cases; this was bought by A. K. Mann, a local packer. The tobacco brought very low prices, as there were a great many damaged cases in the different lots, and they were sold at same price as the sound goods. Each lot was sold intact.

### Died Aborning

This sounds the death-knell of a sales-floor in Lancaster County. Farmers are content to stick to the old way of selling their crops on their farms to the highest bidders. The old method of buying each crop on its intrinsic merits will be the vogue this year and buyers have awakened to the fact it's too big a gamble to buy tobacco until it is stripped and ready in the bales for inspection.

### For Experimental Purposes

A small crop of Havana seed, 2 acres, was bought by John F. Richards, a York packer. He wants to force-sweat it and see if the finished product will answer for stogie wrappers. Outside of this small crop and a crop of seed bought by Otto Eisenlohr & Bros., in the Druck Valley, York County, no tobacco has been bought in either York or Lancaster Counties.

The Florida concerns are still represented here and in York County and they are making every effort to dispose of their holdings of 1921 tobacco.

### Factories Busy on Five-Centers

The cigar business is in good shape and there seems absolutely no lack of demand for 5c goods, in fact the orders are coming faster than the manufacturers can fill them.

### Some Demand for Export Fillers

There seems to be a little demand for low grade fillers for export purposes and if the rate of foreign exchange would move up we would be swamped with orders. As it is Lancaster County has no complaint to make.

### Cigar and Tobacco Business Active

Both the cigar and tobacco business are more than active and every indication is for a bright and prosperous New Year. Return to normal times is not far distant and we have a whole lot to be thankful for.—DICKIE.

### Smoke and Play

LAONA, Wis.—Rudolph Larson has opened a cigar and billiard hall in the Gordon Hotel.


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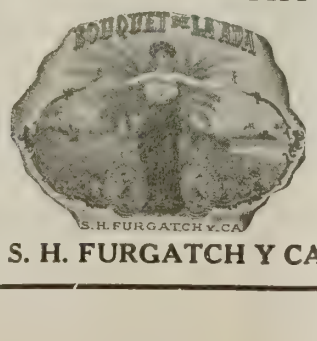
Harlem Branch.....179-185 East 116th St., N. Y. C.
Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch.....Hudson & Clinton Sts., Yonkers, N. Y.
Staten Island Branch.....1180 Castleton Avenue, West New Brighton, N. Y.
Jamaica Branch.....22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch.....114-116 Ocean Avenue, Patchogue, N. Y.
Bronx Branch.....4581 Park Avenue, New York City
Newburgh Branch.....Cor. First & Chambers Sts., Newburgh, N. Y.

*BRANDS THAT BUILD UP BUSINESS*


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# Chicago Leaf Houses Are Having "Regular Run"

## Buying Being Done on a Little Easier Plan—High Grade Goods Still Feature of Market—Regular Business Compares Favorably—Merchants Have More Confidence in Future.

CHICAGO, Dec. 3.—The local leaf market reports a continuance of fair business. Buyers, it is said, are in the market purchasing on a little easier plan, but still following the dictates of immediate requirements, which while it makes their buying more often continues to keep orders for small lots in a prominent position.

High grade leaf still continues to feature the market. The leaf merchants here say that they are getting a fairly good demand for this grade now, and have been getting a good demand for the better quality leaf for some time.

While there is a fairly good demand evident for lower gradings, it is said here that the cigar makers, having found the market for better goods affords the best outlet right now, are concentrating slightly on these brands and this has brought about a fairly good demand for high grade leaf.

One thing very evident in the local market is the easier feeling among the leaf merchants on "Tobacco Row." They have more confidence in the future than they have had for some time, and feel certain that, while they are not doing a record business, and do not expect a record business for some time to come, that a gradual improvement will show itself and from now on the entire industry will recognize signs of improvement and betterment.

### Steady Progress Indicated

November proved a fairly good month for the leaf men of the Windy City. And now orders for leaf, while they are not heavy are coming into the city regularly and indicate steady progress on the part of the cigar manufacturers who do their buying here.

In some circles of the trade business is found to be a little spasmodic. But even these members of the trade say that they are doing a fairly good business, and while they do not continually and consecutively, day after day, receive the same number of orders, they are getting sufficient business to make them feel more optimistic right along.

### Watch the Man Who "Goes After It"

Better business is ahead, according to the leaf trade here and the man who looks for it will find it. Selling leaf tobacco is like selling anything else. If a leaf salesman goes out and hunts and works for business he can find it, but if he enters his territory feeling that business is poor he probably will not bother looking for it.

Progressive leaf salesmen representing Chicago houses are sending in fairly good reports of business in the outlying territory right along. They say that quality goods are finding a market and that cigar manufacturers they call on report a little easier movement of this grade.

### Hopeful Straws

Recent reports of bettering conditions in other industries have strengthened the confidence in the future of many of the Chicago leaf men. Advances in cotton and some leather goods have been noted and the trade points to these as indications of an improved situation.

For the past several months the trend of prices has been downward and only a stronger market can stand firmer prices. Firmer prices then, to the leaf trade, means but one thing, and that is, that buying is better and easier in those lines which reflect higher prices and show more activity. While the cotton, steel and leather trade has no direct bearing upon the leaf tobacco industry, many members of the Chicago leaf trade feel that they must watch the rise of other markets and commercial conditions if they are to get any advance information concerning their own business. The leaf business, which finds its ultimate outlet in the form of a cigar, depends to a great extent on the buying power of the smoking public and its feeling toward general conditions. That this feeling of the smoking public is growing better and better steadily is given evidence in the better demand recently found among the cigar manufacturers.

### The Outgoing Movement Better

The movement of leaf tobacco out of Chicago houses last week showed a little improvement. While this movement was not heavy compared to what business was done during the war, the leaf trade here, having long since decided that the period of the war gave vent to abnormal commerce, feel gratified at the advancement which they are making toward more normal buying. Normalcy is not expected for some time, in the trade here. By normalcy the trade has reference to the kind of business they did during prewar times. A steady flow of business which fluctuates with supply and demand under normal conditions. Both the war-time business and that of the past year were abnormal. The first saw a rapid fire of orders and long lists of credits from buyers anticipating higher markets and the latter saw just the opposite condition when buying was carried on as though in an effort to break the market and bring it down at the buyers' feet.

### Better Relations Anticipated

Prices are not showing any stiffening in the leaf trade here just now, but the market is gradually getting away from the domination of the buying element. Just as soon as the buyer's business picks up and he is put in the market to buy to supply that demand, he loses his domination of the market to a certain extent. That does not necessarily mean that prices are immediately going to stiffen and grow firmer, but it means that the market is going to grow steadier and a better feeling all around in the leaf trade felt.

The Chicago leaf market is still a buyers' market, however, and how long it will be before this condition is changed can not be guessed very easily.

### Collections Easier

The trade here says that it has been enjoying a fairly good business right along. Collections are not as good as they could be, of course, and while purchases are not excessively heavy just now, accounts are being carried on the leaf house books for some time in many cases. Collections are said to be easier now than they have been for some time, however.

The reported demand for light wrappers in other sections is said to be noticeable here.

The mail order leaf houses here have been doing a fairly good business during the past two weeks it is said. This good business, while it is made up of small orders, is steady. Here, too, there is a noticeable demand for high grade leaf.

## Busy Corner Cigar Store

UTICA, N. Y., Dec. 3.—The Busy Corner Cigar Store, formerly conducted by P. J. Wald, is to be reopened under the management of George Wald, for many years the proprietor of a stand in the lobby of the Utica City National Bank Building, according to a report emanating from Michael Wald, of Wald & Sinnott, who purchased the stock and fixtures of the bankrupt establishment at public auction for $3,650.

The appraisal value of the stock and fixtures was $7,461, but bidders at the sale, at which Charles D. Phillips, attorney for the trustee, George F. Murray, officiated as auctioneer, were few and far between. Fred. S. Hone appeared as a bidder instead of in his usual role of auctioneer, and offered bids on the property in behalf of the purchaser, Mr. Wald.

Following the sale, a meeting of creditors was held in the offices of Referee in Bankruptcy F. J. DeLaFleur and the transaction was confirmed.

# MELACHRINO

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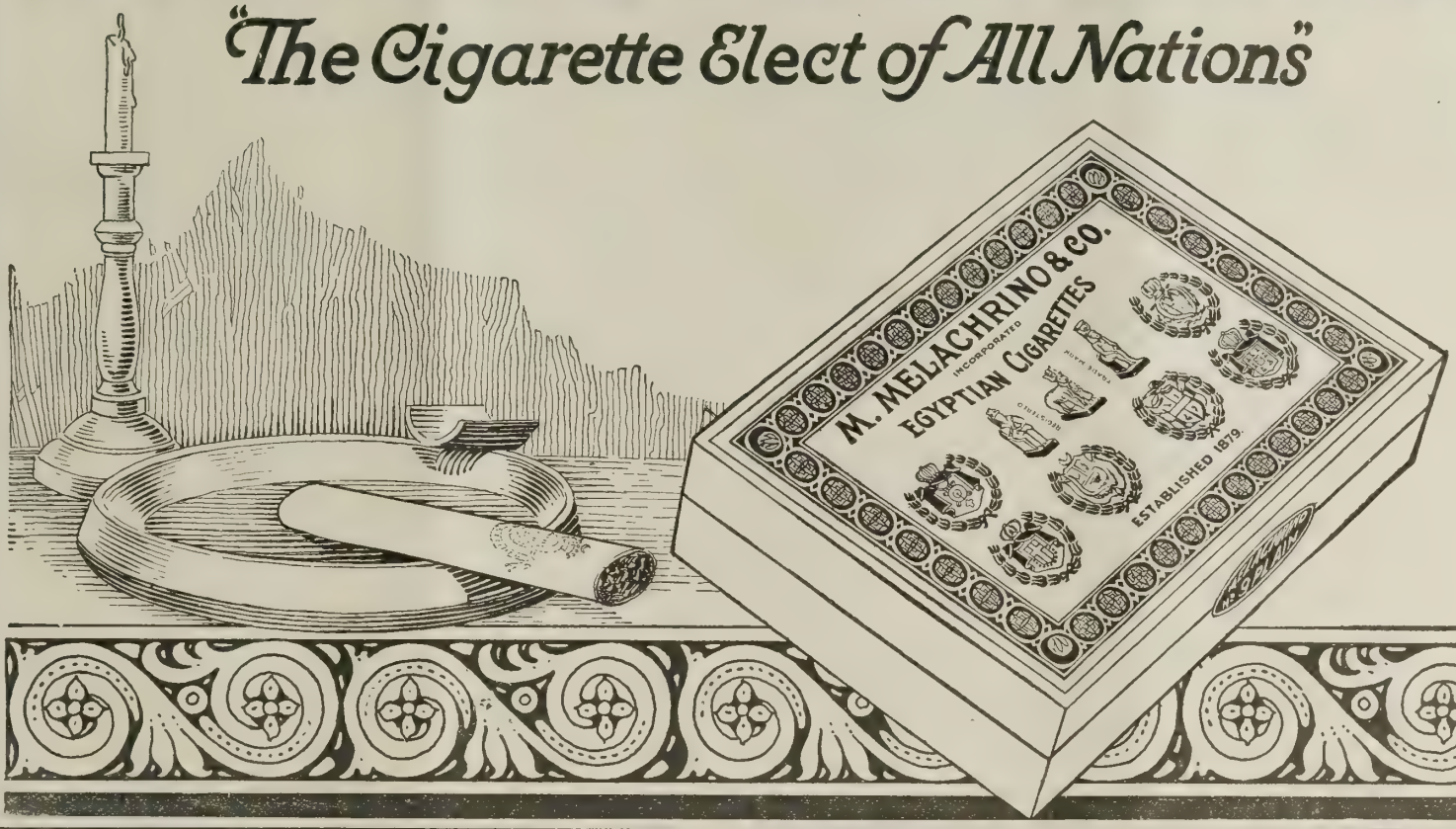

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## PERFECT CIGARS

# UNITED STATES TOBACCO EXPORTS FOR OCTOBER

Figures compiled by the Department of Commerce. Values stated in dollars.

| ARTICLES, AND COUNTRIES TO WHICH EXPORTED. | OCTOBER— 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. | TEN MONTHS ENDING OCTOBER— 1919 Quantity. | 1919 Value. | 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. |
|---|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | | |
| Unmanufactured— | | | | | | | | | | |
| Leaf.....lbs.. | 39,393,929 | 18,855,063 | 43,465,078 | 14,367,875 | 640,201,261 | 206,713,845 | 395,644,480 | 211,128,665 | 447,345,081 | 182,097,668 |
| *Exported to—* | | | | | | | | | | |
| Belgium | 2,098,997 | 402,716 | 4,487,543 | 585,015 | 35,905,201 | 8,903,288 | 22,689,810 | 5,961,415 | 20,867,158 | 3,017,512 |
| Denmark | 1,462,672 | 463,088 | 451,223 | 116,247 | 16,557,064 | 4,083,862 | 5,905,699 | 2,226,144 | 2,992,395 | 637,311 |
| France | 5,266,496 | 1,675,580 | 818,113 | 84,006 | 76,864,280 | 12,309,959 | 53,608,088 | 16,088,812 | 46,824,171 | 7,493,639 |
| Germany [1] | | | 3,212,715 | 560,142 | | | | | 23,342,198 | 4,634,313 |
| Italy | 6,397,950 | 1,846,006 | 3,204,270 | 705,115 | 38,493,217 | 7,252,779 | 34,377,058 | 10,088,186 | 45,227,815 | 10,561,179 |
| Netherlands | 2,897,478 | 664,149 | 3,200,645 | 615,463 | 40,599,177 | 9,330,839 | 21,336,586 | 6,258,619 | 20,462,903 | 4,522,435 |
| Norway | 254,160 | 83,006 | 1,007,113 | 268,527 | 8,473,693 | 2,682,165 | 4,345,757 | 1,588,698 | 3,255,938 | 1,089,908 |
| Portugal | 288,035 | 78,680 | 99,905 | 15,571 | 6,678,932 | 1,513,935 | 1,743,985 | 522,565 | 3,534,172 | 788,221 |
| Spain | | | 2,578,230 | 195,400 | 22,609,885 | 3,805,313 | 2,441,495 | 382,610 | 10,902,627 | 1,463,103 |
| Sweden | 40,000 | 14,000 | 2,092,215 | 412,351 | 12,536,992 | 4,709,523 | 9,495,845 | 3,236,106 | 3,646,063 | 948,946 |
| Switzerland | 400,235 | 141,140 | 1,133,915 | 308,390 | 13,624,779 | 3,149,282 | 3,258,732 | 1,080,865 | 2,639,852 | 774,542 |
| United Kingdom | 11,810,326 | 9,423,814 | 15,950,543 | 8,782,537 | 283,897,140 | 116,502,600 | 138,333,234 | 110,263,819 | 190,768,783 | 118,881,369 |
| Canada | 515,646 | 342,887 | 863,143 | 273,731 | 15,502,696 | 6,826,756 | 14,632,030 | 8,718,994 | 13,872,315 | 5,193,995 |
| Mexico | 31,376 | 11,453 | 94,592 | 27,477 | 1,768,576 | 423,603 | 1,428,115 | 323,626 | 1,399,179 | 321,742 |
| Argentina | 263,890 | 102,796 | | | 4,355,121 | 1,314,484 | 2,439,642 | 836,130 | 3,207,880 | 947,416 |
| China | 1,243,368 | 539,654 | 862,222 | 312,468 | 12,822,201 | 5,328,917 | 17,037,849 | 12,234,923 | 16,541,681 | 7,243,108 |
| Hongkong | | | | | 5,063,085 | 1,942,670 | 2,007,485 | 952,927 | 1,006,939 | 308,469 |
| Japan | 325,454 | 356,823 | 433,088 | 165,161 | 3,578,548 | 2,077,712 | 6,463,436 | 4,372,464 | 1,460,481 | 652,770 |
| Australia | 1,158,049 | 761,454 | 1,444,505 | 555,994 | 11,562,461 | 5,901,173 | 16,357,391 | 12,383,143 | 20,604,110 | 7,910,540 |
| British West Africa | 1,394,697 | 520,802 | 832,949 | 96,471 | 11,200,291 | 3,553,765 | 10,961,354 | 4,167,097 | 3,187,905 | 1,120,975 |
| French Africa | 423,210 | 114,675 | 166,665 | 45,335 | 7,724,798 | 2,106,683 | 3,563,809 | 1,117,064 | 1,745,046 | 377,854 |
| Other countries | 3,121,890 | 1,312,340 | 1,022,484 | 242,474 | 10,383,124 | 3,003,537 | 23,217,080 | 8,394,459 | 9,855,470 | 3,208,321 |
| Stems and trimmings.....lbs.. | 498,717 | 36,156 | 1,033,827 | 46,558 | 5,404,933 | 279,956 | 10,236,077 | 541,474 | 5,746,877 | 260,231 |
| Manufactures of— | | | | | | | | | | |
| Cigarettes.....M.. | 1,061,759 | 2,391,126 | 590,472 | 1,229,981 | 11,612,271 | 26,101,800 | 13,556,749 | 31,153,302 | 6,890,254 | 13,300,818 |
| *Exported to—* | | | | | | | | | | |
| Belgium | 500 | 2,450 | | | 1,784,416 | 5,039,952 | 942,146 | 3,136,980 | 6,492 | 23,622 |
| Denmark [2] | 700 | 2,825 | 856 | 1,156 | | | 62,117 | 210,334 | 2,384 | 10,421 |
| France | 1,300 | 5,055 | 1,000 | 9,240 | 530,392 | 1,723,223 | 41,299 | 134,336 | 6,078 | 50,157 |
| Italy | 123,775 | 467,749 | | | 535,249 | 1,343,536 | 2,044,828 | 5,407,142 | 13,334 | 22,300 |
| Netherlands | 5,004 | 19,045 | | | 318,696 | 972,832 | 214,845 | 650,504 | 51,192 | 120,386 |
| United Kingdom | 14,947 | 32,512 | 236 | 2,233 | 1,661,772 | 4,889,943 | 205,290 | 618,386 | 14,540 | 56,669 |
| Panama | 7,366 | 24,603 | 6,481 | 27,241 | 84,651 | 286,597 | 123,137 | 413,992 | 130,336 | 540,938 |
| China | 708,840 | 1,394,353 | 456,630 | 891,452 | 5,120,009 | 8,339,227 | 6,641,855 | 12,295,539 | 5,191,249 | 9,116,486 |
| British India | 30,115 | 90,617 | 8,560 | 23,320 | 172,980 | 569,414 | 1,166,975 | 3,195,748 | 232,393 | 682,281 |
| Straits Settlements | 43,850 | 70,792 | 40,500 | 63,695 | 635,368 | 829,147 | 932,889 | 1,598,658 | 626,650 | 849,570 |
| Siam | 65,000 | 82,215 | 16,500 | 20,760 | 206,306 | 272,250 | 237,750 | 306,173 | 95,500 | 120,300 |
| Philippine Islands | 14,500 | 59,989 | 11,550 | 48,563 | 58,263 | 262,946 | 223,971 | 931,706 | 140,293 | 607,840 |
| Other countries | 45,862 | 138,921 | 48,159 | 142,321 | 504,169 | 1,572,733 | 719,647 | 2,253,804 | 379,813 | 1,099,848 |
| Cigars and cheroots.....M.. | 1,124 | $27,931 | 17 | $1,026 | 41,940 | $901,890 | 47,652 | $1,044,530 | 4,035 | $120,237 |
| Plug.....lbs.. | 514,996 | 329,871 | 194,138 | 100,616 | 4,852,877 | 2,312,271 | 4,437,408 | 2,436,317 | 2,153,163 | 1,174,464 |
| Smoking.....lbs.. | 492,530 | 168,755 | 384,612 | 81,984 | 5,648,266 | 2,878,651 | 3,416,317 | 1,695,679 | 7,262,273 | 1,929,400 |
| All other | | 29,920 | | 58,035 | | 1,579,925 | | 885,980 | | 511,655 |
| Total manufactures of | | 2,947,603 | | 1,471,642 | | 33,774,537 | | 37,215,808 | | 17,036,574 |

# UNITED STATES TOBACCO IMPORTS FOR OCTOBER

| ARTICLES, AND COUNTRIES FROM WHICH IMPORTED. | OCTOBER— 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. | TEN MONTHS ENDING OCTOBER— 1919 Quantity. | 1919 Value. | 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. |
|---|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | | |
| Leaf, product of the Philippine Islands.....lbs..free.. | 159,051 | 46,362 | 41,446 | 2,725 | 612,858 | 137,389 | 1,330,682 | 282,625 | 632,099 | 177,990 |
| Leaf, suitable for cigar wrappers .....lbs..dut.. | 1,347,421 | 2,209,136 | 396,402 | 825,739 | 6,742,266 | 9,602,433 | 8,339,747 | 15,118,154 | 4,310,962 | 8,707,436 |
| *Imported from—* | | | | | | | | | | |
| Netherlands | 980,837 | 1,615,823 | 388,749 | 804,097 | 35,042 | 55,262 | 6,559,775 | 12,538,744 | 3,607,566 | 7,350,839 |
| Canada | 5 | 1 | 996 | 1,899 | 372,059 | 428,989 | 17,230 | 33,591 | 4,862 | 16,807 |
| Cuba | 4,667 | 18,129 | 6,657 | 19,743 | 28,847 | 77,240 | 29,486 | 105,858 | 96,319 | 212,701 |
| Dutch East Indies | 361,912 | 575,183 | | | 6,195,316 | 8,843,153 | 1,685,279 | 2,382,838 | 601,492 | 1,125,668 |
| Other countries | | | | | 111,002 | 197,789 | 47,977 | 57,123 | 723 | 1,421 |
| All other leaf.....lbs..dut.. | 2,379,016 | 2,519,382 | 4,701,058 | 3,944,984 | 60,897,553 | 54,517,744 | 63,709,445 | 57,049,821 | 37,109,426 | 36,608,681 |
| *Imported from—* | | | | | | | | | | |
| Greece | 44,154 | 59,271 | 419,074 | 323,552 | 19,101,030 | 21,424,602 | 8,743,959 | 8,561,985 | 11,480,068 | 12,093,937 |
| Turkey in Europe | 112,283 | 160,043 | 712,705 | 815,986 | 2,638,930 | 4,087,842 | 2,739,517 | 2,283,371 | 1,349,381 | 1,401,418 |
| United Kingdom | 27,166 | 15,649 | 54,906 | 30,995 | 128,508 | 136,578 | 688,736 | 572,340 | 471,777 | 485,802 |
| Mexico | | | | | 10,563 | 9,567 | 2,826 | 3,516 | 2,963 | 3,066 |
| Cuba | 1,506,386 | 1,873,153 | 1,669,949 | 1,749,256 | 17,515,984 | 16,828,150 | 20,350,624 | 22,672,882 | 14,544,686 | 16,687,501 |
| Dominican Republic | 149,721 | 50,317 | | | 6,201,583 | 1,090,147 | 3,945,961 | 717,512 | 398,612 | 50,014 |
| Turkey in Asia | 479,051 | 327,715 | | | 9,011,571 | 8,592,078 | 16,345,059 | 15,384,771 | 5,016,794 | 3,603,045 |
| Other countries | 60,255 | 33,234 | 1,844,424 | 1,025,195 | 6,289,384 | 2,348,780 | 10,892,763 | 6,853,444 | 3,845,145 | 2,283,898 |
| Total leaf.....lbs... | 3,885,488 | 4,774,880 | 5,138,906 | 4,773,448 | 68,252,677 | 64,257,566 | 73,379,874 | 72,450,600 | 42,052,487 | 45,494,107 |
| Manufactures of— | | | | | | | | | | |
| Cigars, cheroots, and cigarettes— | | | | | | | | | | |
| Products of the Philippine Islands— | | | | | | | | | | |
| Cigars and cheroots.lbs..free.. | 537,853 | 1,074,491 | 126,794 | 219,295 | 3,296,449 | 5,585,493 | 4,359,117 | 8,654,836 | 1,328,768 | 2,568,347 |
| Cigarettes.....lbs..free.. | 375 | 558 | 720 | 404 | 5,478 | 7,074 | 9,345 | 12,996 | 2,674 | 4,237 |
| All other— | | | | | | | | | | |
| Cigars and cheroots.lbs..dut.. | 65,417 | 642,596 | 32,199 | 274,793 | 374,232 | 2,935,159 | 561,571 | 4,598,934 | 219,995 | 1,919,520 |
| Cigarettes.....lbs..dut.. | 856 | 3,396 | 303 | 1,383 | 49,499 | 62,167 | 12,206 | 64,926 | 6,458 | 26,418 |
| Total cigars, etc.....lbs. | 604,501 | 1,721,041 | 160,016 | 495,875 | 3,725,658 | 8,589,893 | 4,942,239 | 13,331,692 | 1,557,895 | 4,518,522 |
| All other.....lbs..dut.. | 24,061 | 14,882 | 34,485 | 18,657 | 163,892 | 103,708 | 217,995 | 183,504 | 216,940 | 146,766 |
| Total manufactures of | | 1,735,923 | | 514,532 | | 8,693,601 | | 13,515,196 | | 4,665,288 |

## Tampa Expresses Cigars

(*Continued from page 29*)

Hi Hammer, of the Corral-Wodiska factory, whom the strike brought in, is elated to find a full force at work and shipments moving promptly.

### "Made-in-Tampa"

The South Florida Fair Grounds will be graced with a fine new and commodious Manufacturers' building to house "Made-In-Tampa" products. Manufacturers of cigars and other products will give special attention to this, and promise enthusiastic support.

C. A. Stroud, of Berrimen Bros., is tickled at receiving reports from the retail trade that they are cleaning up, and looking for big business in January.

### Harmonious Sounds

At the Tampa Regensburg plant is a sound of much "noise" of moving holiday shipments. To this is added "Joy", for Mrs. Jerome Regensburg has joined "Jerry" here.

### Express Lines May Show Sympathy

Francisco Torre, of Sanchez & Haya, is much imposed upon. His customers insist on duplicating some of their orders for popular sizes and packs. If the Express can stand the strain, he promises to meet the demand.

Claud Turner, sales manager for Salvador Rodriguez, is returning to New York. He is satisfied with the outlook.

## Philadelphia Shops Early

(*Continued from page 32*)

tablished twenty-one years ago, is one of the largest in that section.

William Combs has sold his cigar store at 5916 Torresdale avenue, to David W. Keichline, Sr.

Jesse Groves, partner in the Tuck Cigar Store, Water and Market streets, has taken over the management of the retail store of his deceased brother on 42nd street, West Philadelphia.

November 30 was the largest sales day in the history of the cigar department of Reeves, Parvin & Co. Manager John Van Miller spent a few days last week in New York state deer hunting.

At the Scarlet Store a special offer of a Henrietta cigar free with the purchase of two at regular rates was made last week. The store is featuring the recently added Admiral, made by E. Regensburg & Co., and retailing at two for twenty-five cents. Large sales are reported of La Palinas for the sale of which the Scarlett Store recently was designated as a special retail distributor. The store's Xmas offering will be a collection of cigars including Cincos, Poppers, Cora Tanners and Tampa Sports and two gas lighters, figured at having a regular value of $13.40, offered at $6.

The Dreka social stationery store, 1121 Chestnut street, is featuring "the favorite pipe of the Prince of Wales," purchased in London from the makers and offered at $5, and also a collection of imported tobacco pouches at $3 to $15.

Purchases of Velvet smoking tobacco have been made by a prominent Philadelphian at 2½ cents a packet—but not in a Philadelphia cut-price establishment. The buyer was Norbert A. Considine, president of the Paper House of Pennsylvania, just returned from a trip to Germany and the Scandinavian Peninsula. The extreme low price was explained because of the rate of exchange.

Sig. C. Mayer & Co. are very busy on the production of Rey Omas, and the new brands, the Stetson. The two new factories recently opened are at capacity production.

### Azoca Cigar Co. (?)

President Steward, of the John Steigerwald Cigar Co., denied during the week that a receiver for the embarrassed company is to be appointed. A financial statement was promised, together with details of a reorganization which is contemplated. During the week, however, a sign painter eliminated the name of the Steigerwald Co., and painted over it the name Azoca Cigar Co.

### Enlarging Capacity

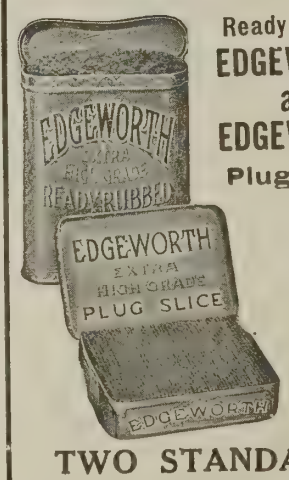
El Silbo Cigar Co. is increasing its space in the factory building at 1015 Diamond street, and now occupies some 15,000 square feet of space in the production of its leaders, the Holland Society, and the new five-cent brand, the Ram's Horn, in londres size, packed 100 in a box. The proprietors are Abraham and Benjamin Feifer.

Samuel Olster, head of the Ruyera Lopez Co., 137 North Third street, has returned from a trip through the middle and far West, during which he placed a large amount of business for the Ruyera Blunts in cans. The business in the West of this company is very rapidly increasing.

### Light Attendance at Association Meeting

Though there are now enrolled in the Retail Cigar and Tobacco Dealers' Association, eighty-nine members in good standing, Xmas business interfered with a large attendance at the meeting on Thursday night of last week, in the Japanese room of the Hotel Walton, even though the added attraction of a buffet luncheon was an inducement. Because of small attendance the election of officers was postponed until the December meeting. Virtually all the cut-price dealers who organized the association, have let membership lapse, and it is proposed to elect only representative and legitimate dealers. It was decided to invite the manufacturers and jobbers to send a representative as guest of the association at the next meeting, and through them a broader membership campaign, it is hoped, can be conducted.


EDGEWORTH




Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

TWO STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Mexico* —Nov. 30

| | Cases |
|---|---|
| Calixto Lopez & Co | 6 |
| Park & Tilford | 30 |
| British-American Tobacco Co | 3 |
| Acker, Merrall & Condit Co | 22 |
| United Cigar Stores Co | 11 |
| B. Wasserman & Co | 14 |
| G. W. Faber & Co | 28 |
| C. J. Gundlach | 1 |
| Stearn Co | 3 |
| G. S. Nicholas & Co | 2 |
| Lasker & Bernstein | 2 |
| J. W. Surbrug, Inc | 2 |
| New York & Cuba Mail S. S. Co. | 26 |

### Cigars and Cigarettes from Cuba

*S. S. Mexico* —Nov. 30

G. W. Faber, Inc ..... 1 Case

### Tobacco from Cuba

*S. S. Morro Castle* —Nov. 24

Bernard, Judae & Co ..... 60 Bales

*S. S. Mexico* —Nov. 30

| | |
|---|---|
| Bernard, Judae & Co | 54 Packs |
| S. Rossin & Sons | 30 |
| John H. Goetze & Co | 20 |
| Friend & Co | 36 |
| Selgas & Co | 26 |
| S. L. Goldberg's Son | 5 |
| S. Ruppin, Inc | 82 |
| S. Rosenbluth, Inc | 5 |
| | Barrels |
| Leo Hirsch | 10 |
| Hinsdale, Smith & Co | 72 |
| John H. Goetze & Co | 25 |
| Selgas & Co | 26 |
| F. Da Rosa & Co | 10 |
| M. Rosenberg & Co | 25 |
| S. L. Goldberg's Son | 2 |
| Consolidated Cigar Corp | 38 |
| S. Ruppin, Inc | 192 |
| E. Rosenwald & Bro | 35 |
| | Packs |
| American Cigar Co | 32 |
| Yocum Bros. | 21 |
| Pennsylvania Warehouse & Safe Deposit Co. | 16 |
| J. Bernheim & Son | 157 |
| Bernard Judae & Co | 54 |
| S. L. Goldberg's Son | 16 |
| G. M. Beyea | 37 |
| Consolidated Cigar Corp | 83 |
| E. Rosenwald & Bro | 15 |
| New York & Cuba Mail S. S. Co. | 822 |

### Cigars from Porto Rico

*S. S. Porto Rico* —Nov. 28

| | Cases |
|---|---|
| Porto Rican American Tob. Co | 69 |
| United Cigar Stores Co | 39 |
| Infanzon & Rodriguez | 19 |
| Jose Pastrana & Co | 3 |
| Porto Rican Express Co | 4 |
| El Acoro Export & Import Co | 2 |

*S. S. Cananova* —Dec. 4

| | Cases |
|---|---|
| United Cigar Stores Co | 86 |
| Porto Rican-American Tob. Co | 52 |

*S. S. San Lorenzo* —Dec. 5

| | Cases |
|---|---|
| Porto Rican-American Tob. Co | 230 |
| United Cigar Stores Co | 135 |
| F. Bonilla | 5 |
| Porto Rican Express Co | 5 |

### Tobacco from Porto Rico

*S. S. Edith* —Dec. 2

H. A. Pettit ..... 10 Bales
F. Eckerson Co ..... 2 Barrels

*S. S. Cananova* —Dec. 4

| | Bales |
|---|---|
| American Cigar Co | 500 |
| Rosenstadt & Waller | 30 |
| I. Lewis Cigar Mfg. Co | 65 |
| Wm. Schall & Co | 8 |
| R. A. Eschevarria | 8 |
| E. Rosenwald & Bro | 50 |
| | Barrels |
| A. M. Leon | 14 |
| R. A. Eschevarria | 67 |
| E. Rosenwald & Bro | 150 |
| Salusiano Fernandez | 25 |
| Leo Hirsch | 35 |
| Selgas & Co | 47 |
| Wm. Schall & Co | 142 |
| Porto Rican Express Co | 5 |

*S. S. San Lorenzo* —Dec. 5

| | Bales |
|---|---|
| Hamburger Bros. & Co | 112 |
| Rosenstadt & Waller | 61 |
| Wm. Schall & Co | 21 |
| Julius Marqusee & Son, Inc | 14 |
| Porto Rican-American Tob. Co | 30 |
| P. Lorillard & Co | 355 |
| Stern, Mendelsohn & Co., Inc | 113 |
| J. B. Lichtenstein & Co | 70 |
| J. B. Greenberger & Co | 20 |
| Palmer & Co | 24 |
| Leo Hirsch | 14 |
| Pedro Costa | 4 |
| | Barrels |
| J. Havia | 25 |
| National City Bank | 105 |
| Hamburger Bros. & Co | 25 |
| Rosenstadt & Waller | 74 |
| Wm. Quanjer, Inc | 3 |
| Wm. Schall & Co | 16 |
| Julius Marqusee & Son, Inc | 159 |
| Portocuba Corp | 10 |
| Durlach Bros., Inc | 73 |
| Leo Hirsch | 34 |
| Pedro Costa | 18 |

*S. S. Porto Rico* —Nov. 28

| | Bales |
|---|---|
| J. B. Lichtenstein & Co | 43 |
| Durlach Bros., Inc | 78 |
| Hamburger Bros. & Co | 102 |
| Wm. Schall & Co | 6 |
| Villar Lanza & Co | 99 |
| Leo Hirsch | 8 |
| Julius Marqusee Son | 38 |
| Universal Leaf Tob. Co | 10 |
| Portocuba Corp. | 3 |
| Eduardo Lopez | 8 |
| Robert Gans | 44 |
| | Barrels |
| Durlach Bros., Inc | 277 |
| Pedro Costa | 32 |
| Rosenstadt & Waller | 138 |
| Villar Lanza & Co | 6 |
| Leo Hirsch | 92 |
| Julius Marqusee Son | 128 |
| Universal Leaf Tob. Co | 110 |
| Portocuba Corp. | 114 |
| | Cases |
| Villar Lanza & Co | 4 |

### Cigarettes from Porto Rico

*S. S. Cananova* —Dec. 4

United Cigar Stores Co ..... 2 Cases

### Cigarette Paper from Bordeaux

*S. S. Texas* —Nov. 25

American Tob. Co ..... 1,000 Cases

### Cigarette Paper from Havre

*S. S. La Touraine* —Nov. 29

American Tob. Co ..... 75 Cases

### Smoking Requisites from Hamburg

*S. S. Württemberg* —Nov. 29

United States Forwarding Co ..... 1 Case

*(Continued on next page)*


# Eduardo H. Gato's

1871 GATO 1871

## Mild Clear Havana Cigars

For

## Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

***Write for open Territory***

**E. H. GATO CIGAR COMPANY**

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Exclusive Selling Agents For

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**CIGARETTE FACTORY SUPPLIES**

**Cigarette machines for sale or for rent.**
**Machine operators furnished by the day or week.**
**Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.**

***Write or phone for quick service.***

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NEW YORK

# Directory *of* TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill. New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

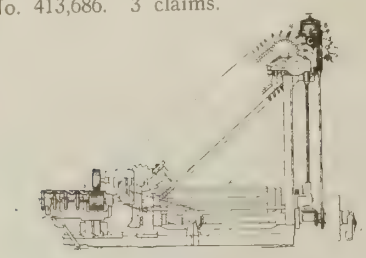
**Tobacco Association of the United States**

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

## Patents Recently Granted

By U. S. Patent Office

No. 1,397,551. TOBACCO-STEMMING MACHINE. Joseph W. Slaughter, Brooklyn, N. Y., assignor to Standard Tobacco Stemmer Company, a corporation of Virginia. Filed Sept. 30, 1920. Serial No. 413,686. 3 claims.

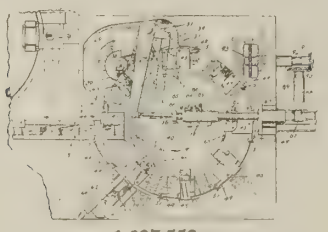


1,397,551

In a tobacco stemming machine, the combination with a series of traveling stem butt grippers, of a source of solvent supply, and a felt wheel intermittently in contact with and operated by said grippers and receiving solvent from said source and applying it to said grippers.

* * *

No. 1,397,552. CIGARETTE-PACKAGING MACHINE. Elberon D. Smith, Brooklyn, N. Y., assignor to American Machine & Foundry Company, a corporation of New Jersey. Filed Sept. 25, 1920. Serial No. 412,792. 23 claims.



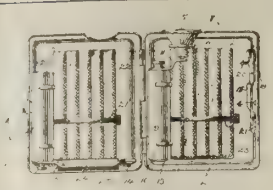
1,397,552

In a cigarette-packaging machine, the combination with means for supporting a package, of means engaging and opening said package for inspection in said supporting means.

* * *

No. 1,397,610. COMBINED CIGARETTE OR LIKE CASE AND ELECTRIC TORCH. Samuel A. Appell, New Haven, Conn. Filed Feb. 25, 1920. Serial No. 361,146. 3 claims.

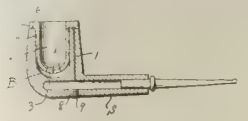
A combined cigarette or like case and electric torch having a pair of hinged sections; a battery cell secured in each section on opposite sides thereof when in a closed position; an electric lamp secured in one section; a fixed connection between said lamp and the cell secured in the same section; another connection between said battery cells, which latter connection is made and broken respectively when said sections are in the closed and open positions; and a switch for making and breaking an electric circuit from said battery cells to said lamp.



1,397,610

* * *

No. 1,397,632. SMOKING-PIPE. George A. Highfield, Scranton, Pa. Filed Mar. 27, 1920. Serial No. 369,260. 1 Claim.



1,397,632

In combination with a tobacco pipe having a restricted port disposed through the wall of the bowl and in communication with the bore of the stem, a sleeve snugly fitting within the chamber of the bowl and provided at its inserted end with a perforate head, the opposite end of the sleeve being defined by a flange for contact with the outer edge of the bowl, the contacting face of the flange being provided with an annular groove registering with the restricted port, the groove of the flange being in communication with a channel in the periphery of the sleeve open at the bottom of the sleeve.

* * *

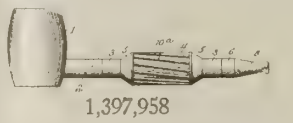
No. 1,397,946. TOBACCO-PIPE. Charles G. Dossin, Meriden, Conn. Filed June 12, 1920. Serial No. 388,464. 1 claim.

1,397,946

The combination with a tobacco-pipe including the bowl and mouth-piece, said bowl formed with an opening and said mouth-piece formed with a longitudinal channel and with an opening intersecting the said channel, of a two-part passage member telescopically connected together, one member adapted to be turned into engagement with the bowl, and the other into engagement with the mouth-piece, and intersecting said channel.

* * *

No. 1,397,958. SMOKING-PIPE. Carl Franklin Hanable, Negley, Ohio, assignor of one-half to Joseph K. Bishop, Beaver Falls, Pa. Filed July 20, 1920. Serial No. 397,715. 2 claims.

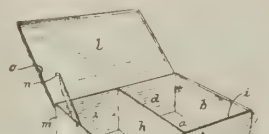


1,397,958

A tobacco pipe comprising a bowl having a stem composed of spaced sections arranged in longitudinal alinement, a substantially cylindrical casing forming a chamber fitted to the opposed ends of the stem sections, said casing being provided with corrugations to increase its exterior surface and form interior channels, and longitudinal tubes fitted into the bores of the opposed stem sections and having their inner ends bent laterally in opposite directions, and a bit carried by one of the stem sections.

* * *

No. 1,398,059. METAL CIGAR-BOX. Meyer Bayuk, Philadelphia, Pa. Filed Mar. 26, 1920. Serial No. 368,821. 1 claim.



1,398,059

A package comprising an outer thin sheet metal box having a bottom, a front wall, a rear wall, end walls and a lid, a removable transverse sheet metal partition and a straight reinforcing member extending from front to back of the box, substantially parallel to the ends of the box, said partition having a flange at each end, and one flange extending along the front of the box, while the other extends along the back of the box, said flanges maintaining the partition in an upright position, and cigars in the box on both sides of the partition, said cigars extending parallel to the partition and maintaining the partition normal to the front and back of the box, so that said partition will be maintained in a position to exert its maximum resistance against the front and back of the box to prevent inward bending of the front and back of the box, and thereby protect the cigars against longitudinal crushing.

## Imports

(*Continued from preceding page*)

**Tobacco from Hamburg**

*S. S. Bradford City* —Nov. 29
Universal Leaf Tob. Co.....4,467 Bales
*S. S. Minnekahda* —Dec. 5
Equitable Trust Company..1426 Bales
*S. S. Schoharie* —Dec. 6
G. Gennert .....400 Bales

**Tobacco from London**

*S. S. Vennonia* —Dec. 1
National City Bank.....88 Bales

**Tobacco from Glasgow**

*S. S. Assyria* —Nov. 29
Cases
G. Nicholas & Co..... 5
Irving National Bank..... 11
*S. S. Columbia* —Dec. 4
Irving National Bank.....2 Cases

**Tobacco from Las Palmas**

*S. S. Cabo Espartel* —Dec. 2
G. O. Truce & Co.....1 Bale

**Tobacco from Puerto Plata**

*S. S. Mary* —Dec. 1
International Planters' Assn..300 Bales

**Tobacco from Piraeus**

*S. S. Megali Helas* —Dec. 2
Bales
National City Bank..... 300
Universal Leaf Tobacco Co..... 152
A. Reggio ..... 101

**Tobacco from Smyrna**

*S. S. Braga* —Dec. 2
Bales
Liggett & Myers Tobacco Co....2894
Universal Leaf Tobacco Co.....1003

**Chinese Tobacco from Hongkong**

*S. S. Tuscan Prince* —Dec. 4
Cases
Ying Chong ..... 21
Won Hing ..... 5
*S. S. City of Canton* —Dec. 5
Cases
Shing Lee Long..... 5
Kwong Yuen Shing..... 52
Sun Quong Jan & Co..... 7
Quong Hing Chong..... 30
Sun Lee Chong..... 10

**Tobacco from Canton**

*S. S. Dakar Maru* —Nov. 29
Irving National Bank.....100 Bales

**Cigarettes from Piraeus**

*S. S. Megali Helas* —Dec. 2
N. A. Galanos & Co.....1 Case

**Cigarettes from Glasgow**

*S. S. Assyria* —Nov. 29
Irving National Bank.....1 Case

**Cigar Nailing Machine from Porto Rico**

*S. S. Zulia* —Dec. 5
Infanzon & Rodriguez.....1 Case

**Cigarette Paper from Marseilles**

*S. S. Canada* —Dec. 3
P. J. Schweitzer.....50 Cases

**Cigarette Paper from Havre**

*S. S. La Touraine* —Dec. 5
American Tobacco Co.....75 Cases

### Berlin Tobacco Fair

The Greater Berlin Tobacco Fair was held Oct. 4 to 7. More than 200 exhibitors had taken space at the New World. The Fair was open only to members of the trade, that is, cigar dealers who could prove they were actually in the cigar business. The general public was excluded.

## Indiana Tobacco

(*Continued from page* 31)

is the standby for the majority of men in their homes, offices and clubs during the time the mercury hovers around the lower portion of the thermometer. Plug tobacco, according to dealers, is about the only form of tobacco that is gradually, but surely, being passed up by the male addicts. This is accounted for by the increased popularity of the fine cut tobacco, which is replacing the cut plugs.

### Look for Better Business

F. J. Biel Tobacco Co., manufacturers of smoking tobacco and wholesale dealers in all other forms of tobacco, say that at present the demand for cigars was not so good, but think that the coming of cooler weather will stimulate the trade and that the holiday season will bring the usual demand for a "box of cigars with attractive bands" from friend wife. Pipes are being purchased in large numbers and the various brands of smoking tobacco are experiencing a heavy trade.

John A. Miller, local manufacturer of a number of popular brands of cigars, states, while business is not at its normal stage at the present time, that the cooler weather was expected to stimulate an increased demand and increased business. This manufacturer is experiencing a good sale in his cigars, more so than other brands, in view of the early return of two of the most popular brands to the retail price of five cents.

### May Not Operate Market

Everett E. McClure was named as president, and Frederick W. Schulte as secretary, of the newly organized Dearborn County Burley Tobacco Growers' Co-operative Association at Lawrenceburg, Ind. Most of the tobacco growers of the county have signed to pool this year's crop of tobacco. According to Filmore Wingate, president and general manager of the Aurora Loose Leaf Tobacco Warehouse Co., the company will probably not operate a loose-leaf market this year.


## CLASSIFIED ADVERTISEMENTS

**OPPORTUNITY**

EXPERIENCED TOBACCO MAN conversant with SUMATRA, having bought at Inscriptions, likewise familiar with ALL CIGAR LEAF tobacco, thoroughly familiar with EXPORT BUSINESS, having bought both HAVANA and DOMESTIC tobaccos as well as CIGARETTE and other HOGSHEAD tobaccos—open to consider a change on or soon after January 1st, 1922.

"ARTAMUS," care of TOBACCO.

SALESMAN WANTED for Middle West and West, covering the jobbing trade, for a good reliable firm. Write to Alonzo, c/o Tobacco, 10 East 39th Street, New York City.

**FOR SALE**

| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP.... | 45c |
| CONN. CIGAR SCRAP..... | 15c |
| PICADURA SCRAP..... | 12c |

SAMPLES SENT ON REQUEST

J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

# TOBACCO

ESTABLISHED 1886

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## Burley Growers Co-Operative Body Organized

### Largest Mutual Marketing Organization in World Now Full-Fledged Institution—Board of Twenty-two Directors Named—Final Reports Show Membership of More Than Fifty-five Thousand.

LEXINGTON, Ky., Dec. 14.—The Burley Tobacco Growers' Co-operative Association, largest co-operative marketing organization in the world, became an actuality today with the organization of the Board of Directors from the twenty-two districts into which the burley territory of Ohio, Indiana and Kentucky was divided several weeks ago by the elections committee. The directors who organized and began business today were elected at conventions held yesterday, following primary elections for the selection of delegates which were held Monday in every one of the 61 counties in the burley district.

Final reports show slightly more than 55,000 tobacco growers have joined the association and that almost 200,000,000 pounds of tobacco have been signed up to its marketing plan for the next six years. Some idea of the magnitude of this big association of farmers may be gathered from the fact that their product, which will be marketed through the co-operative association and not by the old auction system, will be worth from $60,000,000 to $100,000,000 annually, depending on the size of the crop and the price the manufacturers will pay.

Of the 130 warehouses in the burley district not over half a dozen will open for the sale of tobacco, almost every warehouseman having been a booster for the new association, and it is the purpose of the organization to take over these warehouses or to lease them, if the owner does not desire to sell.

The directors elected yesterday, who formed the permanent organization of the association here today, were:

District No. 1—Fayette County, Ky., James C. Stone, Lexington, Ky.

District No. 2—Bourbon County, Ky., Samuel Clay, Paris, Ky.

District No. 3—Shelby County, Ky., Clifford L. Walkers, Shelbyville, Ky.

District No. 4—Mason County, Ky., James N. Kehoe, Maysville, Ky.

District No. 5—Scott County, Ky., Frank V. Nennelley, Georgetown, Ky.

District No. 6—State of Ohio, excluding Hamilton County, O. C. Ellis, Ripley, Ohio.

District No. 7—State of Indiana and Hamilton County, Ohio, Everett McClure, Aurora, Ind.

District No. 8—Woodford and Franklin Counties, Ky., John B. Winn, Versailles, Ky.

District No. 9—Owen and Carroll Counties, Ky., P. B. Gaines, Carrollton, Tenn.

District No. 10—Henry and Trimble Counties, Ky., H. K. Bourne, Newcastle, Ky.

District No. 11—Grant, Gallatin, Boone, Kenton and Campbell Counties, Ky., Dawson Chambers, Walton, RDD 1, Ky.

District No. 12—Harrison and Pendleton Counties, Ky., Revd. J. R. Jones.

District No. 13—Bracken, Robertson and Nicholas Counties, Ky., Charles D. Asberry, Augusta, Ky.

District No. 14—Bath and Montgomery Counties, Ky., Deadlock between C. B. Patterson, Mt. Sterling, Ky., and John R. Crockett, Sharpsburg, Ky.

District No. 15—Fleming, Lewis, Carter and Greenup Counties, Ky., J. H. Sousley, Flemingsburg, Ky.

District No. 16—Garrard, Lincoln, Casey and Adair Counties, Ky., W. H. Shanks, Stanford, Ky.

District No. 17—Boyle and Mercer Counties, Ky., Bush W. Allin, Harrodsburg, Ky.

District No. 18—Anderson, Washington, Marion, Taylor and Green Counties, Ky., Judge I. H. Thurman, Springfield, Ky.

District No. 19—Jessamine, Madison, Rockcastle, Jackson and Laurel Counties, Ky., Thompson S. Burnam, Richmond, Ky.

District No. 20—Spencer, Jefferson, Bullitt, Nelson and Oldham Counties, Ky., E. T. Holloway, Taylorsville, Ky.

District No. 21—Hardin, Hart, Meade, Breckenridge, Grayson, Barren, Cumberland, Metcalfe and Larue Counties, Ky., J. D. Craddock, Munfordville, Ky.

District No. 22—Clark, Powell, Menifee and Estill Counties, Ky., R. Penn Taylor, Winchester, Ky.

The board is composed of some of the ablest men in the burley district, including farmers, expert tobacco growers, warehousemen, lawyers, bankers and one minister of the gospel. R. H. Ellison of Manchester, Ohio, was endorsed for delegate at large by the district convention in that state. It is expected that Harry Snooks of Madison or Martin L. Harris, of Rising Sun will be the Indiana director at large.

The number of delegates allowed each county, under the apportionment of one delegate for each million pounds or more than half million signed up to the association, follows:

Anderson, 2; Barren, 1; Bath, 5; Boone, 2; Bourbon, 10; Boyle, 3; Bracken, 5; Bullitt, 1; Carroll, 3; Carter, 1; Casey, 1; Clark, 5; Cumberland, 1; Fayette, 11; Fleming, 4; Franklin, 4; Gallatin, 2; Garrard, 4; Grant, 4; Grayson, 1; Green, 1; Hardin, 1; Harrison, 6; Hart, 2; Henry, 7; Jefferson, 1; Jessamine, 3; Kenton, 1; Larue, 1; Lewis, 1; Lincoln, 3; Madison, 4; Marion, 2; Mason, 7; Meade, 1; Mercer, 4; Metcalfe, 1; Montgomery, 5; Nelson, 3; Nicholas, 4; Oldham, 2; Owen, 5; Pendleton, 3; Powell, 1; Robertson, 2; Scott, 7; Shelby, 10; Spencer, 4; Trimble, 3; Washington, 4; Woodford, 6; Clark, Indiana, 1; Dearborn, Ind., 1; Franklin, Ind., 1; Jefferson, Ind., 1; Ohio, Ind., 1; Switzerland, Ind., 1; Brown, Ohio, 3; Adams, Ohio, 3; Clermont, Ohio, 1.

The elections in each of the counties was conducted by an elections committee composed of three members selected by the local organization and two chosen by the organization committee of the main association.

In several of the counties which have one delegate the man chosen was allowed only half a vote, inasmuch as less than 500,000 pounds were signed, but it was thought by the elections committee that every county, regardless of the amount it signed, should be represented in the district conventions, so those with less than half a million pounds were given half a vote each.

## Boston Branch Officers

BOSTON, Dec. 10.—S. A. Frank of Boston was elected president of the Boston branch of the Tobacco Salesmen's Association of America at the meeting at the Boston City Club last night.

Retiring President E. J. Mulligan presided. Plans were arranged for the National convention to be held in the United States Hotel, Dec. 29.

Other officers elected were: S. Kitse and Irving Frischberg, vice presidents; J. A. Doucet, recording secretary; C. A. Mycue, treasurer; M. Kirschbaum, financial secretary; A. Shadoff, warden; George Steeres, E. J. Mulligan, F. J. Shevlin, H. L. Whipple and John Frischberg, board of directors.

## Conflicting Views Marked Hearing on Tobacco

### Representatives of Various Interests Presented Divergent Arguments for and Against Tobacco Schedule in Tariff Bill—Senator Fletcher, of Florida, and Joseph Cullman, Jr., of New York, Opposed Increases.

WASHINGTON, D. C., Dec. 12.—The hearing before the Senate Finance Committee on the tobacco schedule in the tariff bill, not being completed last Wednesday, when TOBACCO went to press, an additional summary of what took place, is hereto appended:

Conflicting views as to any increases in the duties on tobacco were expressed by spokesmen for manufacturers and growers. Senator Fletcher of Florida, speaking for the Cigar Manufacturers' Association of Tampa, and Joseph Cullman, Jr., of New York City, representing cigar manufacturers and the leaf tobacco trade generally, opposed increases in existing rates. M. L. Floyd of Hartford, Conn., representing the New England Tobacco Growers' Association, urged an advance in the import duty on wrappers from the present $1.85 a pound to $2.50.

Pointing to a decreasing production of cigars in this country, Mr. Cullman said that the manufacturers could stand no increases in burdens, but on the other hand should have some relief. He urged the retention of the present rate on wrappers and the existing rates on fillers and scrap. If the rates were advanced, as proposed in the House bill, he said, the Federal revenues would be decreased through decreased importations and the growers would not be benefited, as the manufacturers, unable to increase their prices to the public, would either have to pay domestic growers less or decrease wages. The latter course, he added, was not deemed feasible.

Mr. Floyd argued that an increase in the rate on wrappers to $2.50 a pound could be absorbed by the manufacturers without increasing the price, as it would represent an increase of only one-fifth of a cent on each cigar.

**Tells of Domestic "Turkish Type"**

A protest against any increase in the duty on Turkish tobacco was made to the committee by Junius Parker of New York City, representing a number of large cigarette manufacturers. The advance from 35 cents to $1 a pound proposed in the House measure would amount to an average additional tax of 50 cents a thousand on all cigarettes produced in this country and $2 a thousand on all pure Turkish cigarettes, he said, adding that the business was falling off and that there ought not to be any addition in the tariff.

Mr. Parker told the committee that it was his understanding that the increase had been put in the Fordney bill on the theory of protecting tobacco of the Turkish type grown in California. While this tobacco has some similarity to the Turkish, he added, it did not take the place of the Turkish product in the manufacture of cigarettes.

The California crop in 1920 totaled 200,000 pounds, he continued, while imports of Turkish tobacco amounted to 40,000,000 pounds a year. Much of this Turkish tobacco is blended with some of the 96,000,000 pounds of domestic tobacco used in the making of the 50,000,000,000 cigarettes produced yearly in the United States.

Questioned by Senator Simmons of North Carolina, Mr. Parker said that aside from the California tobacco the proposed increase in duty was purely a revenue-producing proposal. Senator Simmons remarked that Secretary Mellon had told the committee during consideration of the tax revision bill that cigarettes were being taxed at about the limit now.

Mr. Parker insisted that California, because of the difference in climate, soil and moisture, would not grow Turkish tobacco. Extensive experiments had been made, he said, but proved unsuccessful.

**Shortridge Speaks for Growers**

Senator Shortridge of California told

(*Continued on page 8*)

# Cigar Manufacturers' Brief Against Increased Duties on Wrappers, Fillers and Scrap Tobacco

Presented Before U. S. Senate Finance Committee, Dec. 7.

Upon the demand of probably less than 100 tobacco growers, raising what is commonly but erroneously known as American Sumatra, and what is in fact, *shade-grown wrapper tobacco*, the House raised the duties on imported wrappers from $1.85 per pound to $2.10 for the unstemmed, and from $2.50 per pound to $2.75 for stemmed wrappers.

At the same time, and, apparently, upon no demand or suggestion from any tobacco grower, the House increased the duties on unstemmed filler tobacco from 35 cents per pound to 45 cents, and on stemmed filler from 50 cents to 60 cents per pound; also on scrap tobacco from 35 cents to 55 cents per pound. The present rates on fillers having been in force since 1882 and on scrap since 1913.

It is to be noted that the duty on wrapper tobacco was recently raised by the Emergency Tariff Act without any previous notice or intimation to the cigar manufacturing trade, and without an opportunity to be heard. But as that Act is merely of temporary nature, we are referring in this memorandum to the rates in force prior to its enactment and since 1898.

These increases in duties were passed by the House in spite of the facts.

That the whole cigar trade is in the throes of serious depression.

That its business since last December has declined over 20 per cent.

That 5,846 cigar manufacturers have gone out of business since 1914.

That the taxes on cigars have been raised since the war from a fixed rate of $3.00 per thousand to a graduated scale from $4.00 to $15.00 per thousand.

That at no time during the prosperous war days, while leaf tobacco increased from 64.08% on Ohio tobacco, 196% on Wisconsin, to 200% on Shadegrown, and while the cost of labor, overhead, packing material and all other items that go into the finished cigars, similarly climbed up to war time prices, did the maximum increase in retail prices of cigars exceed 60% of the pre-war prices.

*That the Cigar Industry has not only failed to keep pace with the growth of all other industries in this country, but that as a matter of fact our withdrawals for consumption in the fiscal year ending June* 30, 1907, *exactly fifteen years ago, amounted to a little more than our withdrawals for consumption during the last fiscal year, as will be seen from the following figures.*

| | |
|---|---|
| *Withdrawals for Consumption during the Fiscal Year ending June* 30, 1907 ..... | 7,490,144,793 |
| *Withdrawals for Consumption during the Fiscal Year ending June* 30, 1921 ..... | 7,480,929,380 |
| *DECREASE* ..... | 9,215,413 |

*Thus in the last fifteen years the Cigar Industry shows a loss of* 9,000,000 *cigars.*

*And moreover not only did the number of cigars consumed in the last fiscal year fall below the consumption of fifteen years ago, but the volume of business in dollars and cents has been alarmingly decreasing since last year.*

*The business on the higher priced cigars, that is cigars retailing above* 5 *cents each, has been steadily going down, while those retailing at* 5 *cents or less, designated as Class A, have been going up, taking the place of the more expensive types.*

*A comparison of the withdrawals in October,* 1921 (*which is the last official report that we have*), *with the withdrawals in October,* 1920, *will be sufficient to demonstrate this point.*

*In October,* 1920, *Class C cigars, retailing at between* 8 *and* 15 *cents, amounted to almost* 46% *of the entire cigar business. In October,* 1921, *the same class of cigars went down to* 39% *Class B, the cigar that sells at between* 5 *and* 8 *cents each, constituted* 28% *of the aggregate volume of business in October,* 1920, *and in the same month of this year it was down to* 25%; *while Class A cigars, which sell to the consumer at* 5 *cents and less, climbed up from* 23% *in October,* 1920, *to* 33% *in October last.*

*Thus cigars selling at* 5 *cents or less have gained* 10% *of the whole cigar business taking the place of the loss of business on grades of cigars that sell between* 5 *and* 15 *cents.*

Surely these outstanding facts should be sufficiently convincing that the cigar industry cannot stand the slightest increase in taxes, whether in the form of tariff duties or internal revenue.

The whole story of the Cigar Industry is told in the accompanying chart.*

### Duties on Wrappers

As against the plea on behalf of 11,496 cigar manufacturers, there was a demand of the Connecticut, Florida and Georgia farmers raising shade-grown tobacco, all told not more than about 100 in number, for an increased duty on imported Sumatra in order, as they claimed, to protect their shade-grown wrappers, which are sometimes erroneously referred to as "American Sumatra."

Do they really need additional protection because Imported Sumatra is competing with their product? We emphatically say, "No."

They have raised their tobacco from $1.75 per pound in 1914 to $5.25 per pound in 1920 (House Tariff Hearings, page 1580), in spite of the steady importation of Sumatra. (The present price being about $4 per lb.) They have increased production of Connecticut shade-grown wrappers from 1,200,000 pounds in 1910 to 7,467,000 pounds in 1918, the continued use of Imported Sumatra notwithstanding (House Tariff Hearings, page 1556). Subsequent figures which are not yet available will undoubtedly show a still further increase.

Do these facts show that they need additional protection? Certainly not.

What then is their motive for demanding additional protection?

The answer is found in their own testimony.

Thus, at the House Tariff Hearing, Mr. W. E. Smith, one of the Tobacco Growers' Spokesmen, testified. Questioned by Congressman Garner:

"Q. Mr. Garner: Mr. Smith, really what you want is $2.85 a pound levied as a tax at the customhouse on foreign importations in order that—

A. Mr. Smith: On wrappers.

Q. Mr. Garner: That you may get a better price for your tobacco?

A. Mr. Smith: Yes, sir."

The cigar manufacturers have raised the prices of their products since the pre-war times to a maximum of 60%, while the growers have advanced their shade-grown wrappers during the same period from $1.75 in 1914 to $5.25, or 200%, in 1920, the price is still maintained at $4 per lb. which is an increase of 129%, and they ask for increased duties for the conceded purpose of getting still higher prices for their wrappers.

Indeed, this is not the first time that the very same tobacco growers' association demanded increased duties on wrapper tobacco, nor is their present argument in support of their demand altogether new. In 1913 they appeared before the Ways and Means Committee and submitted a similar demand, based upon the same reasoning, as may be seen from the following quotations of their arguments on both occasions.

*See chart page 5.

### Excerpts from the Brief of the New England Tobacco Growers' Assn. for Increased Duties on Wrappers.

1913
(House Tariff Hearings, page 2531.)

These expensive methods, worked out by the Government at an enormous expenditure of the people's money, have been, under the present customs tariff on wrapper tobacco, adopted to a large extent by many of the agriculturists in the several tobacco producing States who have invested millions of dollars in proper lands for its growth, buildings and equipment for its production, that a cigar wrapper leaf tobacco that would represent the most advanced type of wrapper might be produced that would acceptably take the place of the leaf now so largely imported. And we respectfully submit that such a leaf has been developed in this country and is being produced in increasing quantities from year to year and without the rate of customs duty now collected from such imported leaf it would be no longer possible for us to produce this high grade, expensive cigar leaf, without which the labor and expenditures of this Government for years and the millions already invested by the American people in this industry would be forever lost, and the lands and property used in its production practically valueless.

1921
(House Tariff Hearings, page 1598.)

These expensive methods worked out by the Government at an enormous expenditure of the people's money have been under the present customs tariff on wrapper tobacco adapted to a large extent by many of the agriculturists in the several tobacco producing States. The New England and Florida agriculturists have developed a cigar wrapper leaf of the most advanced type and have invested their money in land, buildings, and equipment for the purpose of growing and marketing the product. Unless sufficient protection is maintained, the millions already invested by the American people in this industry will be forever lost, and the lands and property developed for the growth of tobacco will become practically worthless.

### The Unjustness of Their Contentions

Thus they argued in 1913, as they now contend, that unless the duty on wrapper be raised, the shade-grown industry would be destroyed. The duty was *not* raised in 1913 or since then, and yet the production of shade-grown wrapper in Connecticut alone has grown from approximately 2,000,000 pounds in 1913 to over 7,000,000 pounds the present yield, while the prices have, during the same period, advanced from $1.75 per pound to $5.25 per pound. It may be noted here that the price has since been reduced to $4. per lb.

The fact is, as is clearly demonstrated in our Brief (House Tariff Hearings, page 1555), that Imported Sumatra does *not* compete with shade-grown wrappers, which are sometimes called American Sumatra. The former is used for one type of cigars, while the latter is used for an entirely different type of cigars. Neither is used as a substitute for the other.

These growers raising largely the shade-grown type of wrappers, which as already stated, are commonly, but erroneously known as "American" Sumatra, still contend as they contended years ago when the development of shade-grown tobacco in this country was first entered upon—that they must have higher tariff duties on Sumatra Wrapper in order to protect the shadegrown industry. But their contentions are clearly refuted by the very growth of the shade-grown industry within the last ten years or so, the importations of Sumatra notwithstanding.

Thus, as will be seen from the following tables covering a period of ten years, from 1910 to 1920, that while we have continued to import Sumatra at the rate of between six and seven million pounds per annum—which is sufficient to cover between three and three and one-half billions of cigars, or between 40% and 47% of our entire consumption of cigars—the shade-grown industry, in the Connecticut district alone, which includes Massachusetts, has grown from 1,000 acres under cultivation in 1910 to 6,150 acres in 1918, and undoubtedly a still larger acreage in 1920 (the figures for 1919 and 1920 not being available),

(*Continued on page* 8)

### Hitch Your Window to a Star

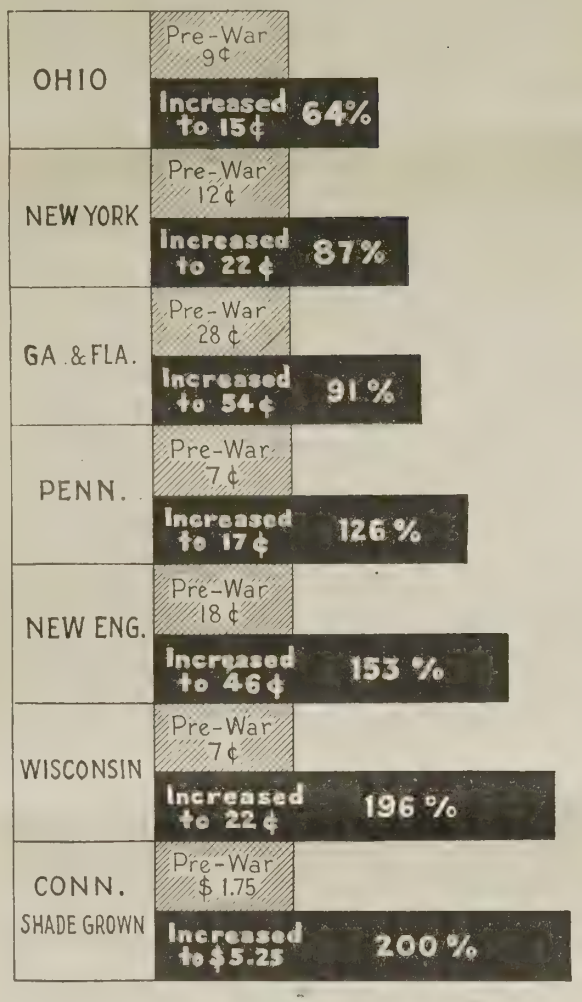
The Star Display Advertising Co., of 50 E. 125th street, is going in strong for holiday window displays this year. Jack Edelstein, of the firm, states that they are putting out the best that has been displayed in the line for years. This company is known for its artistic work in window displays and window dressing.

5th INTERNATIONAL TOBACCO TRADE
EXHIBITION
To be held in
LONDON, ENGLAND
MAY 8, 9, 10, 11, 12 & 13, 1922
ORGANIZED BY
The Leading Organ of The British and Colonial Tobacco Trade
TOBACCO
(ESTABLISHED 1881)
Your opportunity to show and sell
MACHINERY (working exhibits)
NOVELTIES (Pipes, cigarette holders, leather goods, etc.)
TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS
Write now for full particulars to
TOBACCO
Monument Station Bldgs. LONDON, E. C. 4. ENGLAND

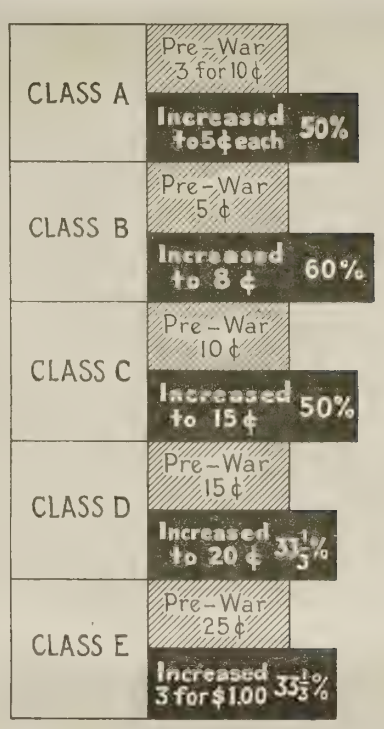
# A Chart that Tells the Story of the Cigar Manufacturing Industry

## THE CAUSE

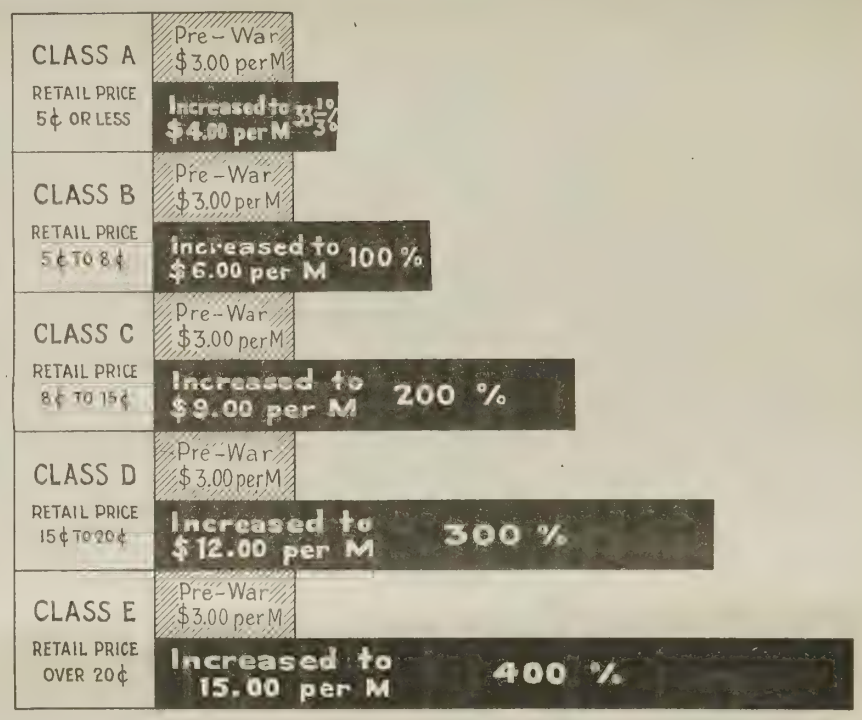
### Pre-War and Increased Prices of Leaf Tobacco.



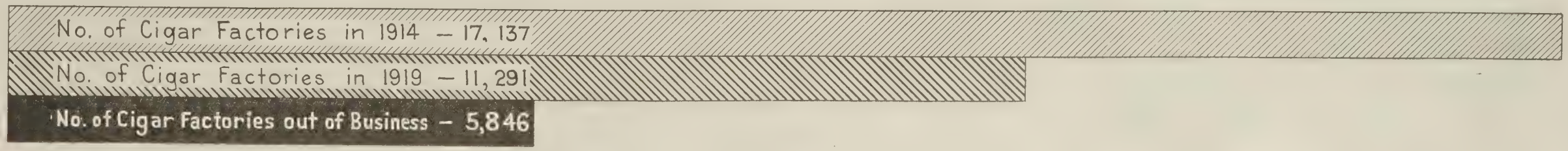

### Pre-War and Increased Retail Prices of Cigars.




### Pre-War and Increased Rates of Internal Revenue Taxes.




## THE EFFECT



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NEW YORK, THURSDAY, DECEMBER 15, 1921

## TOBACCO PRICES

The following news item is going the rounds of the daily press:

In spite of the fact that chain stores in the larger cities are engaged in a ruthless price-cutting war in the retailing of popular-priced cigarettes, leading manufacturers are not yet ready to predict a permanent revision of prices.

As long as the leaf tobacco market continues to hold to the present top figures and revenue taxes continue at the present schedule, it is declared, it will be impossible to reduce manufacturing costs to a point where lower prices can be announced.

This opinion is based on the prevailing prices of leaf tobacco traded in since August, when the local warehouses of the famous Southern tobacco districts opened their doors for the 1921-22 season. Curtailed tobacco acreage and an unfavorable season are said to be responsible for the present high market.

As is well known, the processes of cigarette manufacture involve from two to three years of aging or seasoning, so that prevailing factory costs must be based on the purchase price of tobaccos bought in the high markets of 1918-19-20. Latest quotations, moreover, indicate a rising tendency in the 1921 market, with averages that will come close to equaling the best prices of the preceding three years.

For example, in the leading markets of Virginia and North Carolina, which include Danville, Wilson, Winston-Salem, Durham and other prominent trading centers, the average opening price on September 20 for leaf tobacco was close to $25 per hundred pounds. With the exception of a slight slump during the first week, average prices have steadily climbed to levels ranging between $35 and $50. Many "piles" of fine grade tobacco have been sold for 80 to 90 cents a pound, while a number of farmers have averaged 70 cents for their entire crop of tobacco. Keen competition is reported in the bidding for the better grades.

Prevailing averages for 1921 bid fair to equal those for September of 1919, when prices were thought to be unusually high, notwithstanding the better quality of the 1919 crop. Some idea of the trend can be gained by the fact that in December of that year a top average figure of 53 cents per pound was reached in North Carolina. This compares with a low average of 10.6 cents in 1910, according to crop reports of the United States Department of Agriculture.

Present price cuts in retail stores are thought to be the result of keen competition among chain stores and independent retailers in a merry scramble for increased volume and quick turnover with little or no profit.

## USE OF CIGARETTES INCREASING

According to figures issued by the Government, the current production of cigarettes is at the annual rate of 51,600,000,000, a new high record and an increase of more than 200 per cent in seven years. During that seven years the population of the United States has increased approximately 10 per cent; the consumption of cigarettes has increaesd 200 per cent.

It was approximately seven years ago the manufacturers of cigarettes began to use the columns of the newspapers to advertise the merits of their brands, and during that seven years the cigarette manufacturers have been among the largest users of newspaper space.

There was marked result from the very inauguration of that campaign of advertising. The increase in the use of the various brands kept pace with the amount of space used to advertise those brands.

The use of cigarettes also greatly increased during the war, when millions and millions of cigarettes were purchased by citizens who could not get in the army or in the navy, and given to the men so fortunate as to be able to serve in the fighting forces.

It was thought that with the cessation of the war, the disbanding of the armies, the use of cigarettes would decrease. One of the reasons for the low prices of tobacco last year was the apprehension on the part of the manufacturers that, due to the return to civil life of the millions of men who had been under arms, and the widespread nonemployment, there would be a material decrease in the use of tobacco in every form.

That apprehension has proven to be unfounded. Instead of a decrease, there has been a steady increase in the use of cigarettes, smoking tobacco and chewing tobacco during the past year. According to the latest figures we have seen the only decrease has been in the use of cigars.

At present the production of cigarettes is at the high point—a new high record has been set with an apparently steady though gradually increasing demand.

These facts are of prime importance to the growers of burley tobacco. They reveal clearly the kind of tobacco which should be produced and demonstrate the advantage of producing a small crop of the very highest quality rather than a large crop of tobacco badly handled.

There seems no reason to doubt that so long as the use of cigarettes continues at anything like the present figures, there will be a steady demand for burley tobacco fit to be used in their manufacture. With the organization of the Burley Cooperative Association, making possible intelligent negotiations between the sellers and the buyers, it seems certain that the future holds far greater and more stable prosperity for all engaged in the tobacco business than they have ever enjoyed in the past.—*Lexington Herald.*

## GERMAN TOBACCO IMPORTS

During the month of July German imports of raw leaf tobacco amounted to 124,929 double cwt., compared with 117,317 double cwt. in June and an annual average of 774,000 for 1910-13. Imports of ribs and stems amounted to 4,394 double cwt., compared with 3,826 in June, and an annual average of 13,595 for 1910-13. Dutch East India shipped 48,928 double cwt. of raw tobacco to Germany in July, while 8,961 came from Brazil, 47,028 from the Balkans, Asia Minor and China. The rest of 20,012 came from the Americas. Ribs and stems came mostly from North America.

The Dresden *Review* says that under present conditions only those German importers who have guilder and dollar accounts established some months ago in foreign countries are still in a position to buy foreign tobacco. And even in their case the business is purely speculative. The paper claims the German government is now deriving a higher per capita tax from the consumers of tobacco than the French government is deriving from its monopoly.

## WHOM WILL YOU SERVE, NICOTONIANS?

Religious revivalists in their arduous labors have no more powerful appeal to sinners than the old, old query of: "What doth it profit a man to gain the whole world and lose his own soul?"

Keeping this before the eye and mind, it is found that the Ohio Anti-Tobacco League has created a serious difficulty for those who hope for salvation when their earthly careers end. In the campaign for the extirpation of the tobacco habit the assertion constantly is used that the use of the weed engenders moral degeneration, which, as all should be aware, leads to eternal damnation.

At this point enter the scientists of the Pasteur Institute of Paris, to deride this doctrine. Tobacco, far from being injurious, as recited by the reformers, is in reality a valuable medicament. In a few minutes tobacco smoke will destroy the microbe emissions of cholera, diphtheria or cerebro-spinal meningitis, mild tobacco being as effective as the stronger varieties. The smoker is armed, as it were, against disease.

What, then, is the evangelized Ohioan to do? What way shall he turn? If he continues using the baneful weed he will become a moral monster and at his death will be cast into the Pit with Abaddon. If he gives over its use then he will be seized upon by hostile germs, poisoned and hurried to the grave before his time, says the Cincinnati *Enquirer*. Alas! on the one hand the promise of a microbe-free existence, with pleasant hours in the courts of Lady Nicotine, and on the other the white robe of martyrdom for morality's sake!

## TOBACCO

Cigarette manufacturers are predicting that total sales of cigarettes to Americans will be nearly 52,000,000,000 this year. If so, they will break all records.

That is why cigarette prices haven't come down, though the average tobacco grower practically had to give his crop away.

Supply and demand make the price.

Cigars and pipe tobaccos are gradually losing out. But more than three and a half times as many cigarettes are being sold as in 1913.

Four hundred and seventy-two cigarettes sold yearly for every man, woman and child. No wonder there's so much coughing.—*Sandusky (O.) Journal.*

Read this "sad" *word*-picture again, and then—just "cough"—that's all!

## PUT BLAME ON AN AMERICAN

At Coblentz, headquarters of American occupation, two railroad men were tried for stealing a carload of American cigarettes. It appears that a freight car filled with American cigarettes arrived at Coblentz. Instead of reaching the American dough boys, the cigarettes were transferred to another freight car and shipped to Weisbaden, where the French hold away. At Weisbaden the American cigarettes evaporated into thin air—or blue smoke. It was charged that the accused railroaders had received 80,000 marks for accommodating the thieves. At their trial they blamed all on an American who seemingly was in authority and gave orders as if he were General Allen himself. The defendants said they were only obeying the orders of their master, an American, and were acquitted.

## Cigar M'f'r's Brief Against Increased Duties

(*Continued from page 4*)

with an increased yield of wrappers from approximately 1,200,000 pounds in 1910 to 7,467,000 pounds in 1918.

We have no official figures showing the production of shade-grown tobacco in Georgia and Florida, for the same period, as no official statistics in that respect have been published. But according to the report of the Department of Agriculture of Florida, it appears that in 1917-18, Florida produced 2,123,427 pounds of shade-grown tobacco.

The Federal Department of Agriculture also reports a total production of cigar tobacco in Florida and Georgia in the year 1919, amounting to 5,890,000 pounds, the great bulk of which, as we know, was wrappers; so that, adding the production of wrappers in Georgia and Florida to the 7,000,000 pounds of wrappers produced in Connecticut, it would show a total production of wrappers amounting to over 12,000,000 pounds. And all of that enormous production of a type of wrapper, which it is claimed competes with the imported Sumatra, has developed within the last ten years, while our importations of Sumatra were kept up almost at a uniform rate of between 6,000,000 and 7,000,000 pounds per annum.

It is thus clearly shown that the importation of Sumatra wrappers has in no way interfered with the development of shade-grown wrappers in this country.

AGREAGE OF SHADE-GROWN TOBACCO IN THE CONNECTICUT VALLEY.

| Year | Acres Grown |
|---|---|
| 1900 | ⅓ |
| 1901 | 41 |
| 1902 | 720 |
| 1903 | 645 |
| 1904 | 33 |
| 1905 | 40 |
| 1906 | 40 |
| 1907 | 70 |
| 1908 | 200 |
| 1909 | 400 |
| 1910 | 1000 |
| 1911 | 1995 |
| 1912 | 1906 |
| 1913 | 1840 |
| 1914 | 2574 |
| 1915 | 3609 |
| 1916 | 4939 |
| 1917 | 5854 |
| 1918 | 6150 |

NOTE:—If it is desired to ascertain the quantity of shade-grown tobacco produced, the desired result can be secured by multiplying the acreage given by about 1200, which is the average yield per acre.

### The Differential under the old Duty is amply sufficient to protect Home Grown Wrappers.

A great deal has been said about the difference in the cost of producing domestic shade-grown wrappers and imported Sumatra wrappers. It seems to us, however, that the important question to be considered is not what it costs to produce shade-grown wrappers as against the cost of imported Sumatra, but the difference in the cost of covering a thousand cigars with either of the two types of wrappers, for manifestly the cost of the wrapper on a cigar like the cost of all other material must ultimately be reflected in the price of the finished cigar.

At the present prices of both shade-grown and Sumatra a thousand 10 per cent. or higher priced cigars can be readily covered with shade-grown wrappers, at a cost of between $8 and $9, while to cover the same grades of cigar selling at the same prices with imported Sumatra dutiable at $11.85 per lb. costs between $10 and $12 per thousand.

It is entirely immaterial, what it costs to produce shade-grown wrappers, for the fact is that manufacturers desiring to use the imported Sumatra on their 10 cent or higher priced cigars must pay between $2 and $3 more to cover a thousand cigars than what it would cost them to cover the same cigars with the domestic wrappers.

Here then is a differential of between $2 and $3 in the cost of wrappers for a thousand cigars under the old tariff of $1.85 per lb. which I believe is more than sufficient to protect the shade-grown industry.

In regard to the lower priced cigars, that is, cigars retailing at between 5 and 10 cents shade-grown wrappers are in no way an important factor, for most of these grades of cigars are and necessarily must be covered with imported Sumatra because shade-grown wrapper does not mix well with filler tobacco grown in the United States. No manufacturer is known to have ever succeeded in making a combination of shade-grown wrappers with domestic fillers and producing a satisfactory cigar.

Most shade-grown wrappers are used on cigars containing Havana fillers, Porto Rico fillers or a blend of the two—on cigars which cannot be sold at less than 10 cents, shade-grown tobacco therefore does not come into serious competition with the imported Sumatra that is used on cigars that are selling below 10 cents.

Surely, as between the comparatively few wrapper growers producing about 10,000,000 pounds of tobacco per annum, out of a total of about 1,500,000,000 pounds raised in this country, and cultivating about 10,000 acres out of a total of 1,900,000 acres of tobacco land under cultivation, on one side, and the 11,496 cigar manufacturers, employing 200,000 laborers and using approximately 154,000,000 pounds of tobacco per annum on the other side, the interest of the latter are of far greater importance to the country's commerce and industry than that of the former.

### Duties on Fillers

What we have said in regard to the increased duties on wrappers applies with equal if not more force to the increased duties on filler tobacco, whether in *leaves* or in *scrap*.

The increases in duties of 10 cents per pound on the leaf fillers, and 20 cents per pound on scrap fillers would add to the cost of production from $2.00 to $2.50 per thousand on cigars containing 100% Havana filler, and a proportionately smaller amount on blended cigars mixed with Havana fillers.

We believe that we have already demonstrated that the Cigar Industry cannot possibly absorb these added items to the cost of production.

Surely, in face of the loss of over 20% of cigar business since last December, bringing the Cigar Industry back to where it was about fifteen years ago, there cannot be added one cent to the selling prices of cigars without bringing disaster to the industry.

These additional duties would only force manufacturers to reduce the quantity of Havana fillers used in their cigars, thus changing the quality of their merchandise and ruining if not altogether destroying established brands or trademarks of immense value.

The Government will surely receive no additional revenue from these increased duties, while the industry would suffer incalculable injury, not speaking of the fact that millions of cigar consumers would necessarily be deprived of the enjoyment of the smokes of the quality that they have been accustomed to.

As far as the records show, no American tobacco grower has asked for any additional protection on filler tobacco. No American farmer has complained that the imported cigar fillers are hurting American tobacco growers.

### Scrap Tobacco

WHAT IT IS, WHAT IT IS USED FOR, AND THE DUTY THEREON

The word "scrap" as applied to tobacco is by no means used as an arbitrary or fanciful designation, it is used in its true literary sense to describe the offal, the shorts, the fragments, the scrap, or the left-overs from the tobacco leaves placed in cigars.

Manifestly, the "scrap" of tobacco, like the "scrap" of all other substances, cannot possibly have the value of the original material that it comes from, nor can an article made up of scrap have as much value as an article made up of the material in its original form. And so in the tobacco industry, imported scrap is used for the cheaper grades of cigars and in little cheroots that sell at about 30 to 35 cents per package of 10.

The pending Tariff Bill provides for an increase in the duty on scrap tobacco from 35 cents per pound to 55 cents per pound. Using about twelve pounds of scrap in a thousand cigars, the increased duty would add about $2.40 per thousand to the cost of production of cigars made of imported scraps.

SCRAP is also a *manufactured* tobacco put up in small packages for sale to the consumer for chewing or pipe-smoking. But the quantity of imported scraps used for that purpose is indeed insignificant. However, had this provision for increased duty on scrap tobacco been framed to apply only to manufactured tobacco put up in packages ready to be sold to the consumer in competition with domestic manufactured scrap tobacco there would, of course, be no objection. But, according to the language of the paragraph, the increased duty applies to both "Manufactured or unmanufactured tobacco." Thus scrap tobacco imported into this country by cigar manufacturers purely as filler tobacco to be used in the manufacture of cigars would be subject to the additional duty of 20 cents per pound.

No American tobacco grower has asked for additional protection on filler tobacco imported from Cuba, for it is indeed well recognized that the importation of Cuban tobacco is a benefit rather than a detriment to American tobacco, because it is the Cuban tobacco when used as a blend with domestic tobacco that gives the cigar a flavor or aroma that cannot be obtained in any other way.

Indeed, we can hardly understand the attitude of the Ways and Means Committee in raising the duty on *Sumatra* wrapper and on *scrap* fillers, both of which are used in the poor man's smokes. The great bulk of Sumatra wrapper is used on cigars selling at 8 cents or less, while most of the imported *scrap* tobacco is used in cheroots or little cigars selling at less than 5 cents each (10 for 35 cents). It is needless to say that the margin of profit on these cheap articles must necessarily be exceedingly small, and that neither the manufacturer nor the jobber or retailer can absorb the least increase in cost or taxes.

Why then impose these additional burdens on the Cigar Industry when, as it must be clearly apparent, the manufacturer cannot possibly absorb them. And to shift them on the consumer would mean a still further decline of business, which must not only result in disaster to the industry, but in minimized revenue to the Government, as well.

### The Small Manufacturer

There is another phase of the situation to be considered, that is, the condition of the small manufacturer. The big manufacturer who makes several hundred million cigars a year may be able to get along with a small profit—although operating on a small margin of profit in the tobacco business, where any change in atmospheric conditions or any slight mistake in the treatment of tobacco may cause sufficient deterioration of the material to wipe out the entire profit and produce a substantial loss, is like skating on thin ice. But, can the little fellow who makes ten thousand cigars a week, or half a million cigars a year, exist unless he makes a reasonable profit?

It will be seen from the records of the Internal Revenue Department, that while there were 17,137 cigar manufacturers in business in 1914, there were only 11,291 manufacturers in business in 1919. Thus, 5,846 manufacturers have gone out of business since the war. What was the cause of it? The explanation is indeed simple. While the big manufacturers were able to withstand the increased cost of production, and the higher rates of taxes, with the increased capital necessarily required in the carrying of high priced material, because of their large outputs, the small man could not stand it, and hence his enforced retirement from business.

Any increase in duties on wrappers, fillers or scraps would impose a further hardship upon the small man, not only because of the curtailment of his already minimized profit, but because of the additional cash investment required in the payment of the increased duties.

This phase of the situation is respectfully brought to your attention not merely as a plea for the small man, but for the purpose of demonstrating the closeness of the margin of profit under which we have been operating since the war. For, with a reasonable profit on the business the small man can readily thrive, prosper and succeed in spite of the competition of the large concern, but with the profits minimized as they have been minimized since the war, the difficulties of the small man were indeed more than he could stand as is evidenced by the fact that over 33% of the small manufacturers have withdrawn from the business since 1914.

### The Additional Duties Should Be Eliminated

In view of the facts and circumstances thus presented, we respectfully urge that any increase in the tariff duties on tobacco would cause disaster to the industry, as well as loss of revenue to the Government, and would in no way benefit the American tobacco growers, whose interests are more than sufficiently protected under the present tariff rates, for the imported tobacco not only does not compete with the domestic tobacco, but is indeed essential in order to keep up our present rate of consumption.

All of which is respectfully submitted by,

Cigar Manufacturers' Committee of the Tobacco Merchants Association of the U. S.,
By CHAS. J. EISENLOHR, Chairman.

CHARLES DUSHKIND, Counsel.

### Committee

Charles Eisenlohr, Pres., Otto Eisenlohr & Bros., Inc., Philadelphia, Pa., Chairman.
R. J. Plate, Secy., The Deisel-Wemmer Co., Lima, Ohio.
W. H. Kraus, Secy., Kraus & Co., Inc., Baltimore, Md.
Fred Hirschorn, Pres., General Cigar Co., New York, N. Y.
Abraham I. Lewis, I. Lewis Cigar Mfg. Co., Newark, N. J.
Harvey L. Hirst, Secy., Bayuk Bros., Inc., Philadelphia, Pa.
Leonard Wertheimer, Wertheimer Bros., Baltimore, Md.
A. L. Sylvester, Pres., American Cigar Co., New York, N. Y.
Jacob Mazer, Secy., Mazer Cigar Mfg. Co., Detroit, Mich.
Jacob Loeb Langsdorf, Pres., Antonio Roig & Langsdorf, Philadelphia.
Joseph Muer, Swift Cigar Co., Detroit, Mich.
George H. Hummell, Vice-Pres., P. Lorillard Co., New York, N. Y.
John H. Fendrich, H. Fendrich, Inc., Evansville, Ind.
Julius Klorfein, Julius Klorfein, New York, N. Y.
G. W. Van Slyke, Pres., G. W. Van Slyke & Horton, Albany, N. Y.
Moritz Haas, Haas Bros., Cincinnati, Ohio.
D. Emil Klein, Pres., Consolidated Cigar Corp., New York, N. Y.
Milton S. Heineman, Heineman Bros., Baltimore, Md.
Morris D. Neumann of Morris D. Neumann & Co., Philadelphia, Pa.
Mortimer Regensburg, E. Regensburg & Sons, New York, N. Y.

IMPORTS OF LEAF SUITABLE FOR CIGAR WRAPPERS — NO. OF CIGARS MFGD.

| Year (Fiscal) | Sumatra From the Netherlands and Dutch East Indies | From Cuba | All Other | Total No. of Pounds Imported | (Calendar Year) Total |
|---|---|---|---|---|---|
| 1910 | 6,383,926 | 58,798 | 196,002 | 6,639,766 | 6,810,098,416 |
| 1911 | 5,721,447 | 44,391 | 190,938 | 5,956,776 | 7,048,505,033 |
| 1912 | 6,290,499 | 69,003 | 110,510 | 6,470,012 | 7,044,257,235 |
| 1913 | 6,193,042 | 93,914 | 111,826 | 6,398,782 | 7,571,507,834 |
| 1914 | 5,846,504 | 155,139 | 91,144 | 6,092,787 | 7,174,191,944 |
| 1915 | 7,061,943 | 79,706 | 99,529 | 7,241,178 | 6,599,188,078 |
| 1916 | 4,963,761 | 68,644 | 37,903 | 5,070,308 | 7,042,127,491 |
| 1917 | 3,617,882 | 135,751 | 188,303 | 3,941,936 | 7,559,890,349 |
| 1918 | 4,243,408 | 180,739 | 91,197 | 4,515,344 | 7,053,549,402 |
| 1919 | 7,553,946 | 44,254 | 409,522 | 8,007,722 | 7,072,357,021 |
| 1920 | 7,044,766 | 34,301 | 249,652 | 7,328,719 | *8,304,618,762 |

*Figures of production not yet available. This represents the number of cigars withdrawn for consumption during the fiscal years ending June 30. All other figures of production are for the calendar year.

# Cleveland's Tobacco Trade Agog Over "Big Suit"

**Everybody Much Interested in the Possible Outcome—Meantime Dealers Are Doing an Increasing Amount of Holiday Business as the Festive Yuletide Approaches—Some Special Price Offerings Noted.**

CLEVELAND, Ohio, Dec. 10.—The whole tobacco colony of Cleveland was agog this week with the sensation caused by the serious charges made by the Weideman-Fries Co. charging four national manufacturers, thirteen Cleveland jobbers and one Akron jobber with forming a huge combine to keep up the prices of tobacco in Cleveland. The Weideman-Fries Co. brought suit in Common Pleas Court here, asking $400,000 damages. The suit is brought under the Valentine anti-trust law prohibiting combines in restraint of trade.

Much of the evidence which is to be offered by the Weideman-Fries Co. was obtained by dictaphones concealed in offices where the jobbers held their weekly conferences. The job of concealing these dictaphones and procuring this evidence was given to the Burns Detective Agency. In this case the dictaphones were hidden behind pictures and under carpets.

It was learned, besides, that agents of the Federal Trade Commission have been in Cleveland investigating the price situation, as they probably have been doing in other cities. Most of the jobbers affected by the charge have already been examined by Simon Hishman, examiner for the Trade Commission. Besides this, another investigation is being led by County Prosecutor Stanton. Stanton says his findings will be put before the grand jury for action should the charges be found true.

### Charges of the Weideman-Fries Co.

The chief charge made in the Weideman-Fries petition is that the tobacco manufacturers combined in refusing to sell the company when the thirteen Cleveland jobbers complained that it was selling to retailers at prices less than those charged by the other jobbers. The other charges contained in the petition are:

That the four manufacturers named in the suit control all the nationally advertised brands of tobacco products. That as a result of the refusal of these manufacturers to sell it, the Weideman-Fries Co. is being forced out of business.

That these manufacturers unlawfully agreed to prevent competition in the supply and price of tobacco and that this was in restraint of trade.

That tobacco jobbers in Cleveland formed an association to control competition and fix prices.

That the jobbers named in the suit threatened to refuse to sell tobacco to retailers who buy from the Weideman-Fries Co.

That as a result of these threats it lost old customers and could not acquire new ones.

That Cleveland jobbers refused to sell to retailers who cut prices, and that jobbers who cut prices found their wholesale supplies cut off.

That the manufacturers entered into a combination with local jobbers to control the fixing of prices by refusing to ship tobacco to concerns cuting prices.

That jobbers met from time to time to fix wholesale and retail prices.

The four manufacturers named by the Weideman-Fries Co. in its suit are the American Tobacco Co., Lorillard Co., the Liggett & Meyers Tobacco Co. and the John J. Bagley Co.

The thirteen Cleveluand jobbers named in the suit are:

Anter Bros. Co., Amster, Co., H. C. Christy Co., William Edwards Co., A. D. Goodman, Higgins-Babcock-Hird Co., J. B. Moos Co., S. Mechalovitz Co., Pyle & Allen Co., H. H. Serrer & Son, G. B. Scrambling Co., The Weideman Co. and A. D. Gittleson Co. The Akron concern is the Summit Wholesale Grocery Co., largest wholesaler in Akron.

Officials of the above companies when interviewed have made general denials of the charges. George Anter, of Anter Bros. Co., has been reported as saying that "there's no sense to the suit." A. D. Goodman says, "It's all bunk." Other answers all led to the same thing—absolute denial of the charges made by the Weideman-Fries Co. It remains for the next few days to witness further developments in this case, a case which is assuming national importance as well as Cleveland importance. The tobacco trade throughout the country as well as throughout the city may be thoroughly affected by the results of this suit.

### Clark's Specials

The Clark Restaurant Co., which owns a string of stores throughout the city and which does an extensive business on "after the meal" cigars, are this week offering to cigar lovers any 10 cent straight cigar at three for a quarter.

### Features Hazel Kirkes

Hazel Kirke, the ever-popular eight-cent cigar, is being put over big this week with D. O. Haas on the Public Square. An extremely attractive window display did much toward making the week's sales of Hazel Kirkes extremely big.

### Going Great

The Colonial Hotel Cigar Stand is one which does not have to doff its cap to anyone when it comes to good, steady business. This week the one big thing is the Chancellor cigar distributed here by J. B. Moos Co.

### Pyle and Allen's Offer

The Pyle & Allen Co. is not too busy answering Weideman-Fries' charges, to offer this week a very attractive aluminum cigarette case free with every purchase of a Christmas box of 100 Chesterfields or Piedmonts for $1.00.

### Christmas Packings

Around town this week one is agreeably impressed with the quantity and quality of goods, all dressed up in holiday attire. Lucius, that clear Havana cigar, looks mighty well in an attractive leather cigar case. Serene, Tuxedo, Prince Albert and Buckingham please the eye in their glass humidors with Xmas trappings. All the popular brands of cigarettes with their respective holiday fixin's are especially inviting.

### A Visitor

E. Kleiner, of the firm of Lubetsky Bros. & Kleiner, was in town to confer with his local distributor, the William Edwards Co.—HERB.

## Conflicting Views on Tariff

(*Continued from page 3*)

the committee that the tobacco grown in California was a Turkish tobacco, that it came into competition with the imported Turkish and should be protected. He said the idea that there was only one Turkish tobacco was a fallacy, that there were twenty types of it.

Increased cost of production and higher freight rates were among reasons given by Senator Shortridge for the request for additional protection for the California industry, which he said had increased in production from 500 pounds in 1906 to 700,000 pounds in 1920.

Charges that manufacturers do not want to encourage the growth of "Turkish type tobacco" in California because they feel that the crop cannot be controlled as can the imported product were made before the committee by Alfred Aram of New York, representing the Associated Tobacco Growers of California. This was denied by Mr. Parker, who said that the manufacturers were interested only in getting the kind of tobacco they needed as cheaply as possible.


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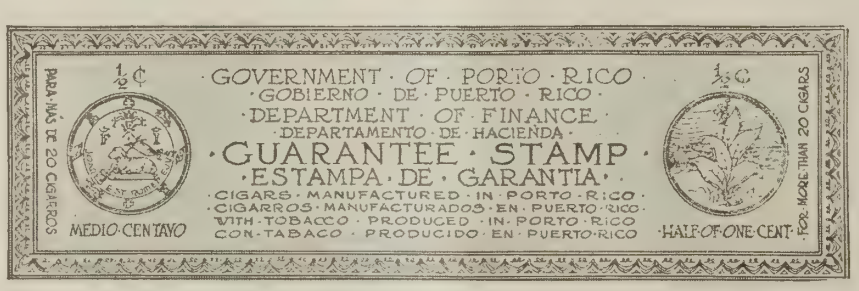



### CIGARS

*WHITE—Manufactured in P. R. with tobacco produced in P. R.*

*BLUE—Manufactured in P. R. with Porto Rican and other tobacco.*

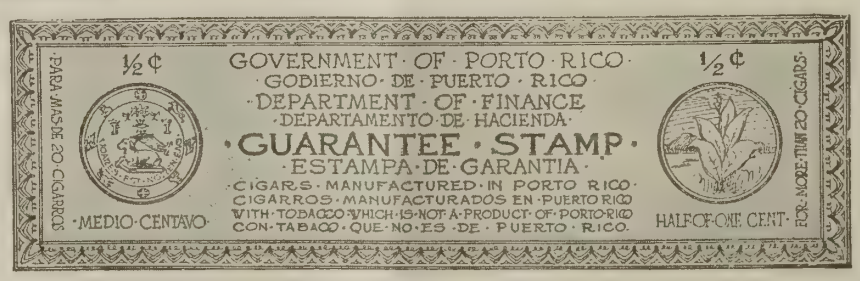
*PINK—Manufactured in P. R. with tobacco not a product of P. R.*

### TOBACCO:

*WHITE—Genuine Porto Rican growth.*

*BLUE—Mixture of tobacco grown in P. R. and other countries.*

*PINK—Tobacco of foreign growth.*

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## American Tobacco Company


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Dec. 12.—While the general market marked time and showed no particular trend, tobacco stocks with one exception maintained most of the gains recorded the previous week and in some cases some further advance was made. Figures reached and net changes for the more active of the listed tobaccos are as follows:

| | | |
|---|---|---|
| American Snuff | 119¼ | — ¼ |
| American Sumatra | 30½ | —1¾ |
| American Tobacco | 134⅞ | +1⅞ |
| American Tobacco B | 129 | — |
| Consolidated Cigar | 13½ | —7⅞ |
| General Cigar | 68½ | — ⅜ |
| Liggett & Myers | 160 | |
| Liggett & Myers B | 158¾ | +3⅞ |
| P. Lorillard | 153 | —1⅞ |
| Tobacco Products | 58½ | —1¼ |
| United Retail Stores | 52⅞ | + ¼ |

Consolidated Cigar off almost eight points is selling at the low in its history even at its present level shows no signs of rallying power.

The announcement by Schulte of a 15 per cent stock dividend payable Dec. 30 to holders of record the 20th makes the third stock dividend in the history of the company all within the last two years; what these dividends mean it is hard to say; probably when enough stock has been distributed to the bargain hunters who are drawn in by the illusion of getting something for nothing there will be a more active market for the stock. Whether stock dividends with people who might be interested in Schulte have become a cry of "wolf" will be told by the action of the stock in the next week.

The issuance of $4,000,000 ten-year 7% gold notes by the Tobacco Products Corporation marks the fruition of one of the many rumors concerning what this company was and was not going to do; as was told in this column the new issue will be used to take up the various issues of scrip now outstanding. Whether the scrip is taken up before maturity or not will probably depend on the scrip holders for as the certificates read according to the writer's interpretation they are not callable.

Considerable Mengel stock has come into the market mostly in odd lots but in the aggregate making a large block; with little buying in evidence the stock was forced to a new low of 28 from which figure it recovered somewhat to present quotations.

### American Cigar Co. Pfd. Dividend

American Cigar Co. declared regular quarterly dividend of 1½% on preferred stock, payable January 3 to stock of record December 15.

### American Can Company

A quarterly dividend of one and three-quarters per cent. has been declared on the preferred stock of the American Can Co., payable Jan. 2, 1922, to stockholders of record at the close of business Dec. 15. Transfer books will remain open. Checks mailed.

### Tobacco Products Corporation

Tobacco Products Corporation has announced it will redeem at par and accrued interest outstanding dividend scrip of all series upon its deposit endorsed in blank at the Guaranty Trust Co. on or before Dec. 28.

### General Cigar Co. Dividend

A quarterly dividend of $1.75 per share has been declared on the Debenture Preferred Stock of the General Cigar Co., Inc., payable on Jan. 3, 1922, to stockholders of record on Dec. 24, at 12:00 noon.

### National Licorice Co. Pfd. Dividend

The regular quarterly dividend of 1½ per cent. on the Preferred Stock of National Licorice Co. has been declared payable on Dec. 31 next, to all preferred stockholders of record, Dec. 26.

### National Licorice Co. Com. Dividend

A dividend of 2½ per cent. on the Common Stock of the National Licorice Co. has been declared, payable Jan. 7 next, to all common stockholders of record, Dec. 26.

### American Snuff Co. Dividend

MEMPHIS, Tenn., Dec. 10.—Dividends of 1½% on the preferred and 3% on the common stock of the American Snuff Co. have been declared, payable Jan. 2, 1922, to stockholders of record at the close of business Dec. 16. Transfer books are to remain open.

### Dolce Far Niente Booms

A. Reichert, of Carl Upmann, 406 East 59th street, New York, is happy over the demand for the Dolce far Niente, which is going faster and faster. The cigar is bringing in new customers and new inquiries and also good repeat orders. Business is far ahead of that in 1920, there being 40 per cent more in New York City alone. The house is oversold on variety boxes. It is also sold out on 40ths in spite of the inevitable "penalty." The new Dolce far Niente cigarros, made with the same clean Havana filler as the regular brand, have been going well.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 110½ | 113 |
| American Snuff pfd | 85 | 100 |
| American Sumatra | 29¾ | 30¾ |
| American Sumatra pfd | 65 | 68 |
| American Tobacco | 134¼ | 134½ |
| American Tobacco "B" | 128½ | 129½ |
| American Tobacco pfd | 95½ | 97 |
| Consolidated Cigar | 15 | 18½ |
| Consolidated Cigar pfd | 55 | 59 |
| General Cigar | 68½ | 69 |
| General Cigar deb | 94 | 98½ |
| General Cigar pfd | 100 | 101⅞ |
| Liggett & Myers | 162 | 167 |
| Liggett & Myers "B" | 160 | 170 |
| Liggett & Myers pfd | 106 | 110 |
| Lorillard, P. | 152⅝ | 153 |
| Lorillard, P. pfd | 102 | 114 |
| Tobacco Products | 59 | 59⅛ |
| Tobacco Products pfd | 89½ | 90 |
| United Cigar pfd | 105 | — |
| United Retail Stores | 52 | 52⅜ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com | 68 | 73 |
| American Cigar Pfd | 81 | 85 |
| American Mach. & Fdy | 125 | 150 |
| American Tobacco Strip | 114 | 117 |
| Bayuk Bros. Pfd | 80 | 90 |
| British-Amer. Tob. Co. | 11½ | 12½ |
| Conley Foil | 13 | 16 |
| Eisenlohr & Bros. Com. | 55 | 61 |
| Eisenlohr & Bros., Pfd. | 86 | 91 |
| Geo. W. Helme, Com. | 160 | 170 |
| Geo. W. Helme, Pfd. | 100 | 105 |
| Hav. Tobacco Com. | ¼ | 1 |
| Hav. Tobacco Pfd. | ½ | 1½ |
| Imperial Tobacco Co. | 8½ | 9¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 87 | 95 |
| McAndrews & Forbes, Com. | 105 | 108 |
| McAndrews & Forbes, Pfd | 85 | 90 |
| Mengel Co. Com. | 30 | 35 |
| Philip Morris | 4 | 7 |
| Porto Rican A. T. Co. | 64 | 70 |
| Porto Rican A. T. Scrip | 70 | 85 |
| R. J. Reynolds "A" | 70 | 80 |
| R. J. Reynolds "B" | 35 | 37 |
| R. J. Reynolds Pfd | 106 | 108 |
| Schulte Retail Stores | 35 | 38 |
| Tobacco Prod. Export | 4 | 7 |
| Tobacco Prod. 8% Scrip | 95 | 100 |
| Tobacco Prod. 7% Scrip | 94 | 98 |
| United Cigar Stores | 115 | 135 |
| Universal Leaf Com. | 125 | 130 |
| Universal Leaf Pfd. | 97 | 102 |
| Weyman-Bruton Com. ex 20% in stock 2½% in cash. | 130 | 150 |
| Weyman-Bruton Pfd | 100 | 105 |

### R. J. Reynolds Tob. Co. Dividends

WINSTON-SALEM, N. C.—R. J. Reynolds Tobacco Co. declared the regular quarterly dividends of 2 per cent. on its common and class "B" common stock and 1¾ per cent. on its preferred stock, all payable January 2 to stock of record December 15.

### Weyman-Bruton Co.

The committee on securities of the New York Stock Exchange rules that the common stock of the Weyman-Bruton Co. be not quoted ex-20 per cent stock dividend on December 9, 1921, and not until December 28, 1921.

### P. Lorillard Co. Dividends

P. Lorillard Co. declared regular quarterly dividends of 3% on the common and 1¾% on the preferred, both payable January 3 to stock of record December 15.

### 4% Extra G. W. Helme Dividends

G. W. Helme Co. declared an extra dividend of 4% and the regular quarterly dividend of 2½% on common and 1¾% on preferred, all payable January 3 to stock of record December 17.


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the *Unlisted* and *Inactive* tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

## Stone, Prosser & Doty

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
Tel. Hanover 7733


## The Tobacco Products Corp. Sells Notes

James M. Dixon, president of Tobacco Products Corporation, announces that the corporation has sold to the Guaranty Co. of New York $4,000,000 7% 10-year sinking fund notes, the proceeds of which will be available for the retirement of the remainder of the outstanding scrip and the reduction of current indebtedness. It is expected that dividends on the common stock, which the corporation has been paying during the past eighteen months in scrip, will in the future be paid in cash.

Results to date show earnings after taxes this year will easily cover the 7% dividend on the $8,000,000 preferred and $6 dividend on the 188,000 shares of common. Earnings of Falk Tobacco Co., a subsidiary, are estimated at twice preferred dividend requirements.

## Imperial Tobacco Co. of Canada

For the year ended September 30, 1921, Imperial Tobacco Co. of Canada, Ltd., reports net profits after charges and war taxes, of $3,336,783 equivalent after preferred dividends to 46 cents a share (par $5) earned on $30,430,000 common stock as compared with net profits of $3,386,150, or 55 cents a share earned on the $27,002,500 common stock in the preceding year.

Income account for the year ended Sept. 30, 1921, compares as follows:

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| *Net prof. | $3,336,783 | $3,386,150 | $2,920,719 |
| Pfd. divs. | 426,546 | 401,262 | 481,800 |
| Ord. divs. | 1,651,416 | 1,620,150 | 1,620,150 |
| Surplus. | $1,258,821 | $1,364,738 | $ 818,769 |
| P & L surp | 4,373,470 | 4,224,674 | 3,129,960 |

*After all expenses, charges and income war tax.

### Schulte Sales Increase

Sales of Schulte Retail Stores Corporation in November were $1,629,657 compared with $1,518,296 in November, 1920, an increase of $111,361 or 7.5%.

# Tobacco Shares Respond to Industry's Prosperity

**Cigarette Production Exceeding Records—Raw Materials Recede—Larger Turnover Cuts Overhead—Technical Position Improved by Dissolution of Giant Syndicate—Large Obligations Liquidated by Two Companies Recently.**

Sharp upturn in old line tobacco shares marks a belated response to the prosperity of the cigarette industry. Cigarette production is exceeding all previous years. Leaf last year was purchased at considerably lower prices. Receding prices of raw materials coupled with automatic reduction in overhead from larger turnover should result in extremely favorable earnings statements next Spring.

Market position of these shares has been helped by the dissolution of an old syndicate. It is understood that some of the syndicate holdings were sold to liquidate indebtedness and the remainder distributed among members, the most important tobacco interests in the country. Thus these shares have passed into strong hands and it is believed unlikely that they will come on the market at current levels. These holdings were purchased higher upward of a year ago and it is presumed that recent low levels afforded an opportunity to establish tax losses which was not frowned upon by holders.

### Financing Cigarette Production

Payment on December 1 by Liggett & Myers Tobacco Co. of $20,000,000 notes which followed payment by American Tobacco Co. of $3,333,000 serial notes ahead of maturity and its liquidation of $10,000,000 bank loans emphasizes the strong working capital position of the tobacco companies.

During 1918 and 1919, they felt the need for additional capital as prices for materials jumped 200% and 300%. On an average leaf tobacco represents probably 30% of total production costs. December 31 farm price for all tobacco in the United States in 1914 was 9.8 cents a pound. In 1919 it had risen to 38.9 cents, but in 1920 fell back to 19.8 cents. Thus it advanced nearly 300% and though it has receded 50% from the top, it remains more than 100% above the 1914 level.

Requirements for additional capital were covered during the war years. Thus with decline in raw materials the strain has passed leaving the companies strong in working capital. They find themselves not only able to liquidate obligations but at the same time finance a tremendously increased business. In fiscal year ended June 30, 1914, production was 16,400,000,000 cigarettes while in the current calendar year, output is at the rate of 51,600,000,000 cigarettes, an increase of more than 20%. This is being done with tobacco 100% above the 1914 price.

### Increases in Capitalization

Total capitalization of four principal manufacturers December 31 last was $427,710,776 compared with $223,846,770 at the close of 1914. Increase exclusive of stock dividends which represents additional capital put into the business was $104,915,803. This was equivalent to 46% of the capitalization in 1914.

Following gives capitalization of four leading concerns at close of 1920 and 1914, additional capital put in and percentage of 1914 total:

| | Capital Liabilities Dec. 31, '20 | Capital Liabilities Dec. 31, '14 | Increase Exclusive of Stock Divs. | Per Cent of 1914 Capital |
|---|---|---|---|---|
| American Tobacco | $166,096,156 | $97,494,870 | $13,983,970 | 14 |
| Liggett & Myers | 104,204,700 | 67,084,200 | 37,120,500 | 55 |
| Lorillard | 62,409,920 | 47,767,700 | 10,311,333 | 21 |
| Reynolds | 95,000,000 | 11,500,000 | 43,500,000 | 378 |
| Total | $427,710,776 | $223,846,770 | $104,915,803 | 46 |

Increase of 378% shown by R. J. Reynolds Tobacco Co. is responsible for the total percentage being so high. This figure is by no means out of proportion when consideration is given the fact that production of Reynolds plants represents upwards of 50% of the total cigarette output of the United States and the company has advanced from a modest place in the industry to its present position of predominance within a comparatively few years.

Retirement of $20,000,000 notes recently by Liggett & Myers leaves total of additional capital invested in the business during the last seven years $17,120,500, or 25% of the 1914 capitalization. Payment by American Tobacco of $3,333,000 brings the total of new capital raised in this period down to $10,650,970, or 10% of the 1914 capitalization.

## Cigar Production Shows Decrease

WASHINGTON, D. C., Dec. 10.—The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of October, 1921. (Figures for October, 1921, are subject to revision until published in the annual report.)

| Products | Oct., 1920 | Oct., 1921 |
|---|---|---|
| Cigars (large) | Number | Number |
| Class A.... | 152,258,022 | 205,160,690 |
| Class B.... | 203,664,076 | 167,235,283 |
| Class C.... | 326,142,610 | 248,419,099 |
| Class D.... | 16,727,515 | 11,888,158 |
| Class E.... | 6,006,866 | 3,104,467 |
| Total ..... | 704,799,089 | 635,807,697 |
| Cigars (small) | 60,882,760 | 60,574,420 |
| Cigarettes (large) .... | 3,883,935 | 3,226,444 |
| Cigarettes (small) ... | 3,840,334,806 Pounds | 4,877,825,880 Pounds |
| Snuff, manufactured ..... | 2,929,024 | 3,695,710 |
| Tobacco manufactured | 27,146,238 | 33,718,294 |

Note—The above statement does not include tax-paid products from Porto Rico and the Philippine Islands. This information is shown in the following statement:

Tax-paid products from *Porto Rico* for month of October:

| Products | Oct., 1920 | Oct., 1921 |
|---|---|---|
| Cigars (large) | Number | Number |
| Class A..... | 5,773,875 | 4,437,975 |
| Class B..... | 457,925 | 905,820 |
| Class C..... | 13,042,720 | 9,344,300 |
| Class D..... | 486,400 | 278,600 |
| Class E..... | 5,000 | 5,000 |
| Total ..... | 19,765,920 | 14,971,695 |
| Cigars (small).... | 1,000,000 | 1,000,000 |
| Cigarettes (large). ..... | | 50,000 |

Tax-paid products from the *Philippine Islands* for the month of October:

| Products | Oct., 1920 | Oct., 1921 |
|---|---|---|
| Cigars (large) | Number | Number |
| Class A..... | 18,760,888 | 8,322,045 |
| Class B..... | 8,756,405 | 900,560 |
| Class C..... | 4,983,532 | 111,368 |
| Class D..... | 108,320 | 500 |
| Class E..... | 100 | 100 |
| Total ..... | 32,609,245 | 9,334,573 |
| Cigarettes (large). ..... | | 1,500 |
| Cigarettes (small). | 483,800 | 64,570 |

## Cigar Dealers to Organize

MINNEAPOLIS, Minn., Dec. 10.—A meeting of the retail cigar dealers of the city was held at the Commercial Club to discuss the advisability of forming an organization for mutual benefit. R. G. Fisher presided over the meeting, which first discussed the qualifications for membership in the proposed organization. It was decided that everyone who sells cigars, whether he be an exclusive tobacconist or not, should be eligible for membership and allowed to join the new organization.

F. M. Lockwood & Co.

*Stock Brokers*

*Members of The New York Stock Exchange*

INVESTMENTS

in

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*Southern Office*

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Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
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Distributors for
Greater New York
B. WASSERMAN CO.
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CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
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PERFECTO GARCIA
& BROS.
Manufacturers of
*World's Finest Havana Cigars*
Office
208 N. Wells St.
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Factory
TAMPA, FLA.

# Tampa Entertains No Fear of a Tariff Increase

**Committee Returning from Senate Hearing Express Belief That Old Schedule Will Be Restored—Victim of Recent Storm Fails for $30,000—Cigar Factories Report Steady Flow of Business—Filling Holiday Orders and Booking for January Deliveries.**

TAMPA, Fla., Dec. 11.—Not only will the tobacco duty not be raised, according to the opinion of the Tampa committee returning from the tariff hearing in the capital, but according to A. L. Cuesta, Jr., treasurer of the association here, it is believed that the duty levied prior to the makeshift temporary measure now in vogue, will be restored. He is of the opinion that the growers of domestic tobacco feel the need of a virile Havana industry and of Cuban tobacco at a reasonable tariff to blend with their product. No one denies that a Havana filler with shadegrown wrapper is much better than the wholly domestic product, and enough better to make it worth while for the domestic grower to stimulate the proposition to increase the demand for his own product. Besides Mr. Cuesta, K. I. McKay, attorney, and M. E. Pendas, a director, of the local association, went to Washington.

### Maximo Grahn & Co. Fail

The first tangible, far-reaching trouble as an outgrowth of the recent storm came with the announcement of the failure of Maximo Grahn & Co., leaf tobacco house operated by George Grahn, who suffered a $20,000 loss on a tobacco stock of $30,000 stored in the cellar of his place near the banks of the Hillsborough river. With liabilities of $30,000, he is offering sixty per cent to creditors. The offer came to light late Wednesday, following the filing of a suit for $5,000 against him by the Lancaster Trust Co., Lancaster, Pa., holding paper for Granat & Co., Lancaster.

The river overflowed its banks during the storm and flooded Mr. Grahn's cellar, damaging a great majority of his bales there.

Mr. Grahn states that practically half of his creditors have accepted his offer and that he anticipates an acceptance from others, including the Lancaster firm, which he thinks will withdraw the suit.

A. L. Cuesta, Sr., of Cuesta, Rey & Co., is expected back from Havana shortly.

The Henriquez Cigar Co. has about finally decided to rebuild on the site of the old factory recently destroyed by fire.

### Booking Generous Increase

Jerry Regensburg, of E. Regensburg & Sons, says they have their holiday orders well in hand and are booking a generous increase. Their handsome half page advertisement is doing good work.

### Selling for Future Deliveries

E. S. Sutton, of Sanchez & Haya, reports they have received no cancellations and are cleaning up on their fortieth's. They are booking daily for future deliveries.

### Shipments Moving Briskly

R. M. Cabarrouy, of Francisco Arango & Co., reports shipments moving briskly. They are turning out about seventy thousand a day and will clean up their orders.

Francisco Arango, who has been ill for some time is steadily improving and will be about soon.

### Receiving Orders Daily

C. A. Stroud, of Berriman Bros., says they are daily receiving orders for holiday trade, principally for their special pack compartment box. They will clean up in good time.

### Fairly Satisfactory

Manuel Garcia, of Perfecto Garcia & Bros., reports that they are rushing their shipments out by express. New orders for holiday trade are coming in, as well as for January delivery. Conditions are fairly satisfactory.

### Good Start on New Year

J. P. Green, of Lopez & Alvarez, says they have just opened a surprising packet of orders for holiday delivery. They are also booking a good start for the new year delivery.

### Moving Along

J. T. Rollins, of San Louis Cigar Co., reports they have experienced no difficulty in moving their orders out as promptly as received. They are enjoying a prosperous season's trade. For a long time their trade has been asking for a five-cent cigar, so they are now offering the Capitano, a domestic leaf 5-center that is calculated to fill the bill.

## Not Unfriendly to Mutual Marketing Association

LEXINGTON, Ky., Dec. 10.—That it has been and is now the policy of Liggett & Myers Tobacco Co. to obtain its requirements of leaf tobacco by purchasing "through any and all organized agencies or leaf dealers, without favor and without discrimination," is the declaration made in a letter from Vice President H. A. Walker, of the company, to James C. Stone, chairman of the committee on temporary operations of the Burley Tobacco Growers' Co-operative Association.

Mr. Walker's letter, in full, follows:

"Since the organization of our company it has been, and is now, our fixed policy to purchase our requirements of leaf tobacco through any and all organized agencies or leaf dealers, in conformity to the customs of the trade, without favor and without discrimination as to the method or the time of sale, and we know of no valid reason to change this policy.

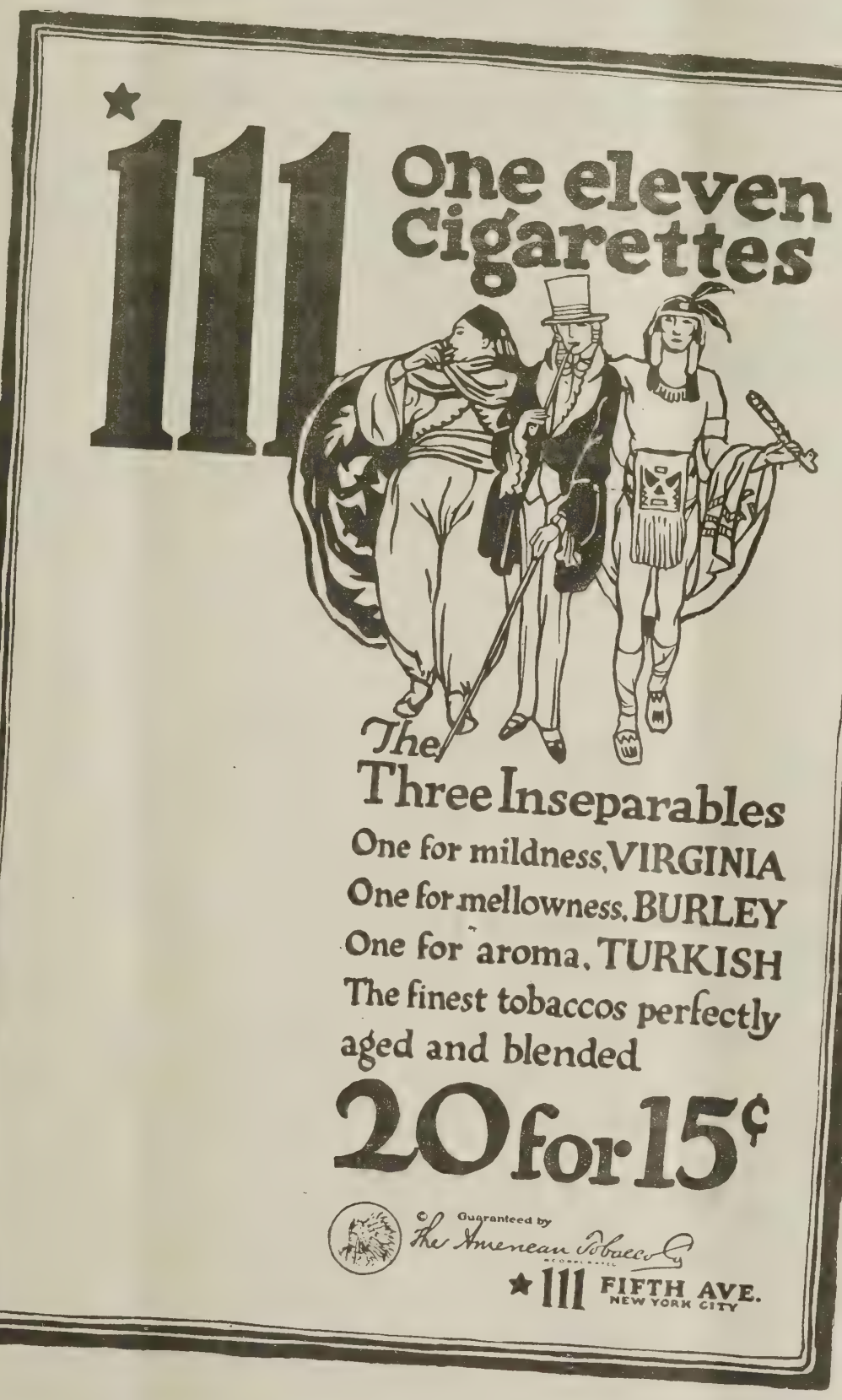
"It goes without saying that the producer or the owner of a commodity has a right to sell it in such manner and at such time as he may desire, and the buyer has equal rights; and not only does there seem no reason for antagonism or lack of co-operation between seller and buyer, but, on the other hand, there appears every reason why there should be mutual confidence and co-operation so long as honest, straightforward methods are pursued and every buyer is given an equal opportunity and receives just and fair treatment. There will be no discrimination against your association on the part of our buyers, and we shall give careful consideration to any and all proposals which you may desire to submit to us."

Henry Snell, who has been aiding in the campaign to sign up Madison county this week, returned from Richmond today and reported 600,000 pounds signed since the drive was started Tuesday morning, following Judge Bingham's speech there Monday and his assurance that if another warehouse should be needed he would see that it was built.

Will Grainge, of Orlando, Florida, who owns a farm in Bracken county, sent in a signed contract pledging a crop of 10,500 pounds. Mr. Grainge had been informed of the organization of the association by a friend who sent him a contract and he promptly signed it and returned it in time to get into the association with his 1921 crop.

## Cincinnati Market

CINCINNATI, Dec. 10.—The closing sale of the week was held in the Cincinnati burley leaf tobacco market yesterday at the Globe warehouse, with one of the largest offerings of the season to date. There were 165 hogsheads of old crop tobacco on sale, representing all grades from smokers to fancy cigarette wrappers. Under keen competition satisfactory prices were realized, although a preponderance of low grades had the effect of keeping the average down to a comparatively low figure. New tobacco offered yesterday was a nice assortment of bright leaf, selling at the high average of $32.39 per 100 pounds. The tobacco attracted the interest of buyers and bidding for the different samples was spirited.




One of a series of
newspaper advertisements

ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President | T. W. WEBB, Secretary | Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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Commission Merchants & Exporters

*Our Tobaccos Always Open Up To Sample*

WILSON, N. C., U. S. A.

*The largest bright leaf tobacco market in the world*

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Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

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CIGAR BOX LABELS, BANDS and TRIMMINGS

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Western Representatives

PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

## Danville Market Continues to Boom

DANVILLE, Va., Dec. 13.—The Danville tobacco market again broke the season's record in the number of pounds of leaf sold last week, the average also being one cent per hundred pounds higher than that of the previous week. The total number of pounds sold was 2,739,881 for $597,385.12 or at an average of $21.84. A larger proportion of commoner grades was in evidence again during the week but the prices on especially the finer grades showed an upward tendency.

The sales will close for the Christmas holidays on Dec. 20, or next Tuesday, and will not resume until Jan. 3, 1922. It is expected that by the time the market suspends that Danville will have sold twenty million pounds, or two-thirds of the crop.

The Danville warehousemen have taken issue with officials of the defunct Tobacco Growers' Association who stated that there would be no auction sales in Danville next season owing to the adoption of the co-operative sales plan.

The view expressed by the warehousemen is that there are many independent farmers who have declined to join the sales movement and who desire to sell their tobacco as at present. As a result printed cards are being circulated widely among the farmers informing them that auction sales will be continued in Danville next year for those who do not join the co-operative marketing system.—TETLEY.

## Richmond Sales Slacken

RICHMOND, Va., Dec. 10.—Total sales not as large this week as last, owing to cold dry weather; but quality continues about the same. Anything fine and extra good quality brings high prices, but average was slightly lower than previous week. Total sales were 399,235 pounds at $14.25 average.

The loose tobacco warehouses suspend sales on December 16 for the holidays, reopen on January 3, 1922.—R. C. MORTON & Co.

## Oxford Average, $22.89

OXFORD, N. C., Dec. 10.—Total sales for the week, 776,562 pounds; average price per 100 pounds, $22.89. Sold to date of 1921 crop, 5,889,258 pounds; average price per 100 pounds, $25.20. Sold to same time last year, 8,630,317 pounds; average price per 100 pounds, $24.14.

Gross sales for November were 2,897,732 pounds; average, $25.67. These figures have just been furnished by warehouses.—S. E. WOOD.

## End of Season Drawing Near at Henderson

HENDERSON, N. C., Dec. 10.—Indications that sales of the 1921 tobacco crop on the Henderson market are about exhausted are seen in the market's drop yesterday below the 100,000 pound break for the first time since the middle of October, nearly two months ago. It is believed to be likely that this market will be practically sold out by Christmas, with possibly a million pounds left over for after the holidays.

Total sales for the past week were 674,549 pounds, which brought $168,402.09, with an average of $24.96 per hundred pounds. This is the lowest weekly average since the second week the market opened. The past week, like the one that preceded it, started off round the 30-cent level, and gradually declined every day in the week, except the last day, which was 20 cents on the hundred higher than Thursday.

To date the Henderson market has sold 6,749,254 pounds for $1,778,732, being a seasonal average of $26.35. Indications now are that the market will sell this season at an average something above 26 cents.

## Strong Market at Lynchburg

LYNCHBURG, Va., Dec. 9.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week | 893,500 |
| Sold to Dec. 9, 1921 | 4,835,900 |
| Sold to Dec. 10, 1920 | 1,401,900 |
| Increase for 1921 | 3,434,000 |

Receipts were good this week coming fully up to expectation and prices held up splendidly.

There was a larger percentage of inferior grades than last week and the general average was slightly lower, being $21.20.

The demand for rich, dark red grades was very great indeed and all such sold high.

Wrappers were very strong, fancy lots going as high as $90.00.

Nondescript and sleazy types were possibly slightly duller, yet they sold well for quality, market being firm and active.

**Quotations**

| | |
|---|---|
| Lugs, inferior and sleazy | $5.00 to $8.00 |
| Common fat | 7.50 to 12.00 |
| Good fat | 10.00 to 18.00 |
| Leaf, short fat | 18.00 to 35.00 |
| Good | 35.00 to 50.00 |
| Wrappers | 50.00 to 90.00 |

The Tobacco Association has decided to suspend sales for the holidays after next week so there will be no sales after Friday, Dec. 16, until Jan. 3, 1922.

## Rocky Mount Prices Up

ROCKY MOUNT, N. C., Dec. 10.—Sales for the past week on the local tobacco market totaled 1,033,766 pounds which sold for $262,929.32, or an average of $25.43 per hundred pounds, according to official announcement made this morning by J. H. Cuthrell, supervisor of sales.

This average shows a gain of approximately $8.00 per hundred pounds over prices for the same week last season according to figures also submitted by Mr. Cuthrell which show that sales for the same week during the 1920 season aggregated 1,433,314 pounds which sold for $250,305.57 or an average of $17.50 per hundred pounds.

Sales on the local market to date this season have amounted to 12,747,443 pounds which have brought $3,305,778.15 which represents a general average for

the season of $25.93 per hundred pounds. Up until the same date last season 15,761,466 pounds had been disposed of here for $3,480,893.11 or the general average of $22.90 per hundred pounds.

Announcement was made by tobacco board of trade officials during the course of the week that the local market would close down for the holidays next Friday, December 16, and that sales would be resumed after the holiday period on Tuesday, January 3.

## Closing Drive for Mutual Marketing Association

HENDERSON, N. C., Dec. 10.—The last great drive for closing up the co-operative marketing campaign in Vance county began here today with a mass meeting of farmers. At the present time the county is said by officials of the organization to be 70 per cent signed on the basis of its 1920 crop, and they are certain that fully four-fifths of the county will be enlisted in the marketing organization when the period for signing ends, December 31, 1921.

Committees were appointed today to carry the campaign into every nook and corner of the county, and leaders here are determined that this county shall not lag in its standing as compared to other counties of the State. In order to make the thing as nearly unanimous as possible, Judge Robert Bingham, of Louisville, Ky., who has been among the leaders in putting over the burley pool, and who is owner of the Louisville *Courier-Journal*, and Aaron Sapiro, of California, who put the fruit growers co-operative marketing scheme on its feet in the West, are both to come to North Carolina this month for campaign purposes. It now appears that the 1922 crop in this State will be at least 75 per cent handled by the co-operative organization.

## Winston Average, $20.26

WINSTON-SALEM, N. C., Dec. 9.—Total sales for the week, 2,253,962 pounds; average price per 100 pounds, $20.26. Sold to date of 1920 crop, 19,782,042 pounds; average price per 100 pounds, $27.00.—WINSTON LEAF TOBACCO & STORAGE CO.

## Say Winston Will Open

WINSTON-SALEM, N. C., Dec. 10.—The rumor current that the leaf tobacco warehouses here would not be open next Fall for the sale of leaf tobacco is emphatically denied by the owners. In a statement issued the warehousemen say they will open their houses next year as usual and conduct sales as they have in the past.

## Farmville Sales

FARMVILLE, N. C., Dec. 10.—Sales on local market for week ending yesterday: 547,022 at an average of $31.98. Sold to date, 8,975,776 pounds at an average of $32.10 per hundred pounds.—G. A. JONES, president, Farmville Tobacco Board of Trade.

## Burley Averages $22.04

FRANKFORT, Ky., Dec. 10.—Burley tobacco of the 1921 crop sold during the month of November, the first sales of the season average $22.04 a hundred pounds, according to the November tobacco report issued to-day by Commissioner of Agriculture W. C. Hanna. Burley tobacco sold during the month totaled 1,000,439 pounds and brought $220,542.77.

The average of all varieties of tobacco of the 1921 crop was $17.24 a hundred pounds, for a total of 4,635,303 pounds, which brought a total sum of $799,231.16.

Burley tobacco of the 1921 crop sold for growers totaled 778,267 pounds, which brought $190,164.20, or an average of $24.43 a hundred; Burley tobacco sold for dealers totaled 138,910 pounds, which brought $16,690.90, an average of $12 a hundred and re-sales totaled $3,262 pounds, which brought $13,687.67, an average of $16.43.

## Canadian Tobacco May Be Exported

NIAGARA FALLS, Ont., Dec. 10.—All the tobacco in the district of Chatham, Ont., which at the present time consists of some three million pounds may be placed on foreign markets in the near future. Christian Hansen of Copenhagen, Denmark, who represents the tobacco import agencies of Denmark which are backed up by unlimited capital in this district for the purpose of purchasing all of the 1921 crop of tobacco that has been grown in the tobacco belts of Kent and surrounding counties.

Mr. Hansen has completed the arrangements with the Canadian Tobacco Co-operative company of Kingsville to process all of the tobacco which will be purchased by the representative for his big concern, which will consist of approximately three million and a half pounds of burley tobacco.

Mr. Hansen states that his concern is on the market for 10,000,000 pounds of tobacco and after completing arrangements here will journey to Quebec to purchase enough tobacco to make up the quantity desired by the foreign market.

## New Bern Season at End

NEW BERN, N. C., Dec. 10.—Total sales for the week, 30,562 pounds; average price per 100 pounds, $15.14. Sold to date of 1921 crop, 2,336,182 pounds; average price per 100 pounds, $20.98. Sold to same time last year, 3,774,129 pounds; average price per 100 pounds, $17.24. Sales very light. This market will close the season Friday, Dec. 16.—NEW BERN TOBACCO CO.

## A $50,000 Blaze

LOWELL, Mass., Dec. 10.—Tobacco, cigars, cigarettes and other Christmas sale supplies, valued by the owner at $50,000, "went up in smoke" at 6 A.M. Wednesday, in a fire in Scott's wholesale tobacco store, 326 Middlesex street, this city.

For a radius of several blocks the air was pungent with rich tobacco fragrance for several hours.

Samuel Scott, owner, one of the most prosperous wholesale tobacco men in this section of the state, declared none of the stock was covered by insurance.

### Has New Owner

WOODBINE, Iowa.—D. A. Honaker has disposed of his cigar and confectionery business to W. E. Copeland.


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# Louisville Tobacco Market Reports

## New Burley Selling Well

LOUISVILLE, Ky., Dec. 10.—There were 553 hogsheads of new burley sold on the local market this week at an average price of $20.94 a hundred pounds, this average exceeding that of last week's by 62 cents and being the highest of the season to date. Thirteen hogsheads of 1921 dark also were sold during the week, the average price being $11.07.

Total sales were 2,701 hogsheads, including 2,573 burley and 128 dark. The same week last year only 1,299 hogsheads were sold, in that of 1919 there were 2,684 sold and in that of 1918 only 365 were disposed of. The week's receipts were 1,839 hogsheads, whereas during the like week of 1920 there were 1,045 received and during that of 1918, 2,303. Rejections for the week were 21 per cent of auction sales.

Sales on the Louisville market to date this year have been 70,588 hogsheads, compared with 54,114, 69,618 and 55,184 in the like periods of 1920, 1919 and 1918 respectively.

The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

### Tobacco Sales for the Week and Year to December 9

| Warehouses | Week: Auction Sales | Week: Private Sales | Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 222 | ... | 222 | 6,133 |
| Kentucky | 658 | ... | 658 | 16,421 |
| Main Street | 326 | ... | 326 | 10,895 |
| Planters-Farmers | 456 | 1 | 457 | 15,626 |
| Tenth Street | 540 | 35 | 575 | 10,649 |
| Louisville | 463 | ... | 463 | 10,864 |
| | 2,665 | 36 | 2,701 | 70,588 |
| Year 1920 | | | 1,299 | 54,114 |
| Year 1919 | | | 2,684 | 69,618 |
| Year 1918 | | | 365 | 55,184 |

### Classifications of This Week's Sales

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 26 | 1,994 | 553 | 2,573 |
| Dark | ... | 115 | 13 | 128 |
| | 26 | 2,109 | 566 | 2,701 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 7,458 | 57,589 | 873 | 65,920 |
| Dark | 3,077 | 1,575 | 16 | 4,668 |
| | 10,535 | 59,164 | 889 | 70,588 |

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 50,417 | 61,559 | 48,995 |
| Dark | 3,697 | 8,059 | 6,189 |
| | 54,114 | 69,618 | 55,184 |

### Comparisons with Previous Years

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| SALES | | | |
| Total sales of new crop to date | 60,169 | 48,391 | 67,128 |
| Sales of new crop to date. Original inspection | 48,732 | 39,517 | 58,697 |
| REJECTIONS | | | |
| Rejections this week: | | | |
| Burley | 523 | ... | ... |
| Dark | 32 | ... | ... |
| Total | 555 | 296 | 362 |
| Percentage of rejections to auction sales: | | | |
| Burley | 21 | ... | ... |
| Dark | 25 | ... | ... |
| Total | 21 | 23 | 15 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 14,876 | ... | .. |
| Dark | 555 | ... | ... |
| Total | 15,431 | 13,383 | 10,377 |
| RECEIPTS | | | |
| Receipts this week | 1,839 | 1,045 | 2,303 |
| Receipts, Jan. 1 to date | 55,471 | 41,890 | 60,217 |

### Official Quotations at Louisville, Dec. 9, 1921

| | Old Burley: Dark Red | Old Burley: Bright Red | Old Burley: Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mixed) | 5 to 6 | .. to 6 | 7 to 8 | .. to 4 |
| Trash (sound) | 7 to 8 | 7 to 8 | 8 to 10 | 4 to 5 |
| Common lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 18 to 22 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 10 to 12 | 17 to 20 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 20 to 24 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 25 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 55 | 22 to 25 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower. HELM GLOVER, Secretary.

## Loose Floor Sales Start at Paducah

PADUCAH, Ky., Dec. 9.—The first loose floor sales of the season were held on yesterday, the 8th. About 100,000 pounds of the new crop was sold. Prices ruled very firm for good and fine leaf. In fact all grades were in good demand and brought rather higher prices than we expected. There was quite a sprinkle of fine leaf selling at 25 to 35 cents, one basket reaching the extreme price of 37 cents. Considerable good leaf was sold at prices ranging from 20 to 25 cents, while medium leaf sold at 15 to 20 cents, common leaf at 12 to 14 cents, low leaf, 6 to 12 cents. Common lugs sold at 1 to 2 cents, medium to good lugs, 2½ to 5 cents. Tobacco in soft and unsound condition sold at 1 to 3 cents below these quotations. Farmers generally seemed pleased with prices and rejections were few.

There will be loose floor sales daily from now on. There will also be wagon sales daily and we expect an active market from this time forward, although only a part of the larger buying interests have entered the market, but no doubt they will all be in in the near future.

The quality of the crop is more or less disappointing, there being less of the good and fine grades of leaf than we expected, but the crop has size and show, practically all of it being broad leaf with good brown color,

Biding in the country has not been as general during the past week and speculators are not as active as they were in the start. No doubt they are waiting to see how they come out on their early purchases.

Most farmers have gotten well along with stripping and a great deal of the crop is ready for delivery.

A few sales of old leaf and lugs have been reported this week, but transactions in old stock have been very light. The association selling some small lots of low and common leaf at prices ranging from 10 to 15 cents, and a few hogsheads of good common to medium up to 20 cents. They also disposed of a few lugs at 4½ to 6 cents.

The unsold stocks of old tobacco are largely lugs of the 1919 crop. At the same time there are considerable lugs in first hands of the 1920 crop. We estimate about 5,000 hogsheads of lugs in the district held at prices ranging from 4 to 7 cents. We also estimate that there are 3,000 hogsheads of leaf of the 1919 and 1920 crops. The greater part of this being low and common grades which are held at 10 to 15 cents. A few small lots of fair to medium leaf are held at 18 to 25 cents.

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# Kentucky Tobacco Sales During November

## Figures Compiled by the State Commissioner of Agriculture

FRANKFORT, Ky., Dec. 10.—W. C. Hanna, State Commissioner of Agriculture, makes report of sales of tobacco in all warehouses in Kentucky during the month of November, 1921, as follows:

| | This Month's Sale of 1920 or Previous Year's Crop | | | 1921 Crop | | |
|---|---|---|---|---|---|---|
| | Pounds | Total Dollars and Cents | Average Price Per 100 Lbs. | Pounds | Total Dollars and Cents | Average Price Per 100 Lbs. |
| Burley tobacco sold for growers.. | 363,850 | 41,342.55 | 11.36 | 738,267 | 190,164.20 | 24.43 |
| Burley tobacco sold for dealers... | 2,314,340 | 289,677.78 | 12.52 | 138,910 | 16,690.90 | 12.00 |
| Burley tobacco resale..... | 2,366,135 | 306,468.87 | 12.97 | 83,262 | 13,687.67 | 16.43 |
| Total Burley and average.... | 5,044,325 | 637,489.20 | 12.63 | 1,000,439 | 220,542.77 | 22.04 |
| One-sucker tobacco sold for growers | 45,605 | 1,760.32 | 3.85 | 1,592,579 | 228,948.26 | 14.37 |
| One-sucker tobacco sold for dealers. | 103,420 | 8,683.39 | 8.39 | 25,950 | 6,170.02 | 23.77 |
| One-sucker tobacco resale..... | 15,150 | 919.53 | 6.06 | ..... | ..... | .... |
| Total One-sucker and average. | 164,175 | 11,363.24 | 6.92 | 1,618,529 | 235,118.28 | 14.52 |
| Unfired dark tobacco sold for growers ..... | 269,580 | 48,782.49 | 18.09 | 521,115 | 96,760.70 | 18.52 |
| Unfired dark tobacco sold for dealers ..... | ..... | ..... | .... | 1,890 | 708.05 | 37.46 |
| Total unfired dark and average | 269,580 | 48,782.49 | 18.09 | 523,005 | 97,468.75 | 18.63 |
| Fired dark tobacco sold for growers | 50,900 | 7,879.47 | 15.48 | 130,175 | 21,413.90 | 16.45 |
| Total fired dark and average.. | 50,900 | 7,879.47 | 15.48 | 130,175 | 21,413.90 | 16.45 |
| Green River tobacco sold for growers ..... | 967,120 | 168,042.46 | 17.37 | 1,358,810 | 223,742.05 | 16.46 |
| Green River tobacco sold for dealers ..... | 18,155 | 2,963.76 | 15.22 | 4,345 | 945.41 | 21.76 |
| Total Green River and average | 985,275 | 171,006.22 | 17.37 | 1,363,155 | 224,687.46 | 16.48 |
| Grand total and average..... | 6,514,255 | 876,520.62 | 13.45 | 4,635,303 | 799,231.16 | 17.24 |

## Capacity Sales at Owensboro

OWENSBORO, Ky., Dec. 10.—The Kentucky & Virginia Leaf Tobacco Co., Inc., makes report for the week as follows:

With capacity sales overy day since opening date, November 21, the market has shown practically no variation in prices except perhaps a hardening tendency in values, as indicated by a slight increase in floor average as compared to opening week. With total sales 7,660,650 pounds in three weeks it is notable the market continues strong and active under such heavy pressure.

One sucker leaf, both manufacturing and rehandling, appeared in moderate quantity on floors this week and prices for this grade are quoted above.

Owing to negligible quantity of burley offered we will not attempt to quote prices on this type until offerings are larger.

### Sales of Pryor Tobacco

| | Pounds | Average |
|---|---|---|
| This week..... | 2,746,980 | $17.09 |
| Previously reported. | 4,913,670 | 16.75 |
| Total sales to date.. | 7,660,650 | 16.91 |

### Quotations

| | Leaf | Lugs | Trash |
|---|---|---|---|
| GREEN RIVER | | | |
| Dark .... | 7c to 25c | 5c to 18c | 2c to 6c |
| Brown .. | 9c to 35c | 7c to 20c | 3c to 10c |
| Red ..... | 15c to 55c | 8c to 25c | 3c to 12c |
| ONE SUCKER | | | |
| Dark .... | 6c to 18c | 5c to 10c | 1½ to 3c |
| Brown ... | 8c to 30c | 6c to 20c | 3c to 6c |
| Red .... | 9c to 35c | 7c to 25c | 4c to 10c |

## Greeneville Market Opens

GREENVILLE, Tenn., Dec. 10.—The Greenville market opened Thursday with one of the best breaks of tobacco in its history; sales blocked. One hundred and twenty-two thousand pounds was sold. Prices ranged from eight to eighty-five cents. Heads of leaf departments of all large companies attended sale. Growers well pleased.

Total sales for the week, 162,476 pounds, at an average of $31.32 per hundred.—THE AUSTIN CO., INC.

## Hopkinsville Opening Sale

HOPKINSVILLE, Ky., Dec. 9.—Total sales for the week, 1,016,160 pounds; average price per 100 pounds, $15.26, opening sale.—J. W. HANCOCK, Chairman Sales Committee.

## First Sale at Hopkinsville

HOPKINSVILLE, Ky., Dec. 10.—The offerings at the first sale of the season is estimated to be from 500,000 to 700,000 pounds, and although two houses were selling simultaneously from the beginning, there was such a congestion of both tobacco and interested spectators, that only about half the houses finished selling what they had on the floors.

The quality of the tobacco is disappointing to the buyers, and the order of a good bit of it is soft, consequently prices were a disappointment to the sellers. A few truck loads which showed

(*Continued on page* 34)

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# Connecticut Tobacco Selling at Lower Figures

## Broadleaf Moving at 55 to 60 Cents—Local Men Buying Havana Seed Quite Freely—Some Sections Practically Cleaned Out—Growers Attend Hearing Before New York State Superintendent of Insurance—Various Fire Losses Noted.

HARTFORD, Dec. 12.—Nothing very startling happened during the past week; although a report is in circulation that the buying movement started in Silver Lane district of East Hartford, that the buying of Broadleaf had been started and within a short time several crops were bought, and the price is said to range from 55 to 60 cents per pound assorted. The average price last year was about 80 cents.

It is rumored that this week more buyers will be in the field and that considerable tobacco will be purchased.

### Making Run on Havana Seed

Local buyers have been out in the Havana seed sections and have been buying quite freely, and in some sections there has been a practical clean up of the crop.

Assorting is now well under way and the crop continues to show up very fine quality and with a whole lot of "pep" in it, and the percentages of low grades are very much smaller than they have been in previous years. Growers realize that they have got "something good" this year and are not going to "harken to the tales of woe" on the part of the buyer and sell their crops at a price less than the cost of production, which would be the case if they were to sell at the prices the local buyers are talking. The general feeling among the growers is that they are entitled to a reasonable profit for their crops, as they have taken all the hazards in growing the crop and now have a crop ready for market that gives every indication that it will go through the cases sound as it has lots of "gum" on it, and is a good-bodied crop, and that it is absolutely a safe proposition to case and that the manufacturer will be eager to get it to work as soon as it is sufficiently sweated.

### Good Percentage of Light Grades

The assorting of Havana seed has started and some extra fine crops have already been assorted and are turning out good percentages of light goods. It is rumored that several new buyers will soon appear in the field buying 1921 tobacco, as there has been inquiries for warehouse accommodations.

### Before Finance Committee

President John B. Stewart, of the New England Tobacco Growers' Association, accompanied by J. F. Luddy, a member of the executive committee of the association, appeared before the finance committee of the Senate in Washington on the section of the tariff question pertaining to the duty on foreign leaf tobacco last week. M. L. Floyd also appeared before the committee and urged that the present duty on wrappers of $1.85 be increased to $2.50 per pound in the new tariff bill now pending. The argument of the association that the increase of the duty could be absorbed by the manufacturer without adding the actual cost of one-fifth of a cent to the retail price of the cigar.

### A "Breezy" Excuse for Not Paying Insurance Claims

The party of tobacco growers from the Connecticut Valley, who appeared at a hearing last week before the New York State Superintendent of Insurance, to lay their claim against the Globe & Rutgers Insurance Company of New York, which had insured various tobacco growers against damage to their crops by wind storms and had not paid the claims. It came out that a windstorm was calculated by the company as a gale blowing not less than 50 miles per hour, and their claim is that the damage to the crops last Summer by wind and hail was not a risk under their policy, as the wind did not reach a velocity of 50 miles per hour. According to the ideas of the insurance company on the matter, the tobacco was over-grown and weak at the time of the storm and was destroyed by what was characterized as a "strong breeze." The hearing concluded the case unless it is brought into the courts, as it is understood that the insurance company does not intend to pay all claims if it can be avoided and will fight the matter in the court first. The Superintendent of Insurance, Mr. Stoddard, who heard the case reserved his decision. Insurance Commissioner Mansfield of Connecticut attended the hearing. The hearing was held not to force the insurance company to pay the claims, but to settle the question as to whether the policy was issued in good faith.

### A $6,500 Fire Loss

A tobacco shed owned by Stanley Naira, of Poquonock, Conn., containing twenty-six cases of sweat tobacco, was burned by fire, having caught fire from burning brush in nearby woods. The loss is estimated at about $6,500, and is partly covered by insurance.

### Tobacco Shed Burns

A shed owned by Joseph Fiala in East Hartford was burned early one morning last week. Eight acres of 1921 tobacco had just been put in the shed only a few days before and the loss is estimated at $4,500 and partly covered by insurance. People passing the place a few minutes before saw no indication of fire and it would appear to be of incendiary origin.

### Held on Theft Charges

A few years ago there was an epedemic of tobacco thieves and at that time a lot of tobacco was stolen during the night time from tobacco sheds in various sections, and finally after considerable work some thieves were caught and were sent to State Prison, and since then farmers have not had any tobacco stolen from their sheds, until last week, when it was discovered by Aden Bauer and Martin Garboski, both of West Cromwell, Conn., that their sheds had been entered and that over 120 bales of 1921 tobacco, ready for shipment, had been stolen. Mr. Bauer stated that he lost 63 bundles, weighing about 50 pounds each, which he had sold for 26 cents, and was to have shipped during the week. Mr. Garboski reported that his loss was over 50 bundles. The State police got busy and traced the tobacco and found that it had been moved by truck and located the tobacco in a storehouse rented by Walter Wisk, a local truckman of New Britain, Conn., who was put under arrest, and his driver Stanley Kowalczyk, who were before the town court in Cromwell and bound over to the Superior Court for trial.

### Slight Fire Damage

The new tobacco warehouse of Karl C. Kulle, of Suffield, Conn., was discovered to have a brisk fire started in the boiler room last week. Workmen in the warehouse put the fire out before much damage was done.

### Seek to Improve Weight

Dr. George H. Chapman, the noted tobacco expert, now stationed in Windsor, Conn., with the Connecticut Valley Tobacco Growers' Association, is of the opinion that something must be done to increase the weight of the Havana seed types of tobacco which has been steadily growing lighter. Some years ago it was considered that 1,800 to 2,000 pounds of Broadleaf was a normal crop per acre, while now the weight averages 1,400 to 1,600, and in many cases even lighter, and Havana seed used to produce 1,600 to 1,800 and now 1,200 and 1,300 pounds to the acre is considered a big crop.

This shows that growers are losing heavily in the yield and unless something is done to improve the type, the tobacco crop is heading for a discouraging future. Where the trouble lies and how to overcome it is for experts to solve, and for that purpose Dr. Chapman has been employed to give his entire time to work out these problems.

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# Someone Up-State Has Christmas Money—Who?

## Hot Chair Club Denies Their Small Share—Others May Loosen Up Next Week—Some Goes to Dearstyne's Right Now—Bill Bests Ben—Hughes Knows Something—Merry Christmas, Men, Next Week May Be Too Late.

New York State Capitol District,
At-the-Post-Week, 1921.

"Well, then, where is it? Somebody's got the berries—ain't they gon't to spend 'em?" anxiously inquired Jim Stubb, pacing up and down behind the counter o' Stubb & Ash, Inc., waiting for the first Christmas customer. "What's the idear in connection with these hold-off birds—do they flicker that prices is bound to drop now, supposin' we need the jack, eh?"

"Sure, them tripe is waitin, for that there out-gong, I bet yer," coincided Sam Ash, polishing up the ferule of the last wop-bruyere, whilst he also awaited the arrival of the holiday rush. "Most of them poor fish has got it the fixed notion, y' unnerstan', that everything is awful high this year, an' if they hang around 'til Christmas Eve there's sure to be some charity smokes, such as this here Hot Chair Club wants."

### Big Stock, Big Sales—Always!

"Still, it's very fair with us," mentioned A. J. McAvoy, the inside boss o' the Dearstyne Brothers Tobacco Co., as he looked all about for the dissembled Hot Chair Club, now in the attic for the holidays. "City business here in town is not up to standard, but our out-of-town trade is equal to normal.

"You know we always strive to deliver all Albany orders the same day as received. But the back-country business sometimes is delayed in transmission of orders from salesmen to the house, and we are now just about one week behind many outside sales.

"Part of this confusion is due to the abnormal Blackstone business we have been doing. This brand was taken on exclusively so late in the year that we really did not have a fair opportunity to systematize the trade before the Christmas rush started. But immediately after the first of the new year we will be prepared to conduct an aggressive campaign on the Waitt & Bond line—then look for sparks in the air!"

### Bill Battles with Big Ben!

"Yes, yes, give us a chance to get straight in bed!" pleaded Big Bill Lakin, wiping the sweat (nix on perspiration) from his velour derby as he joined the surviving members of the Committee on Work. "Our Blackstone business is being placed in shape for a grand opening in January, as it were.

"And this makes me think of my Big Ben. You know him. He's an alarm clock. Got to have one, you know, else I couldn't get down to the garage in time these mornings to thaw out the flivver. So I got me a neat 'un down street, took off all that there expensive tissue paper, trademarks, price-tabs and other guarantees, and wound 'er up, full tilt!

"Good old clocker, all right, for it bounced me up next morning before the milk-man came! Fixed that by turnin' a screw or somethin' in the back, which I'd overlooked in my rush to get to bed. But the next morning it didn't ring a-tall! Come to find out, my wife had pinched the whole works an' set it up in the kitchen as a timer for pies an' fried fish!

"Then, the day following, she knocked it off the mantle! No, it didn't break—just busted wide open, that's all. So when I came home that night, after a bumpy trip in the Blackstone bus, I merely changed playthings, using the same tools!

"For the alarm clock simply had to be patched up some way, and with my kit o' automotive engine turners handy, I set to work. No, I'd never worked in a wrist-watch factory! Neither had I ever been employed, during my checkered career, in a Connecticut hardware shop!

"But, as I say, I set to work. First, I unlimbered all the screws I could see. Then I removed a pile of nickel plate. Next I took out a mess o' springs, wheels, ratchets, coils, thumb-plates, steerin' gear, brakes, speed-controls an' whatever else the clock-man had thrown in loose.

"Secondly, I doused 'em all good with a liberal, even more than liberal, lot o' Middle State oil. Of course, all I had to do, after that, was simply to fire the flywheels, pom-poms, an' the so on, in again. This I proceeded to do, with the quite astonishing result that I got most of the spirals, curves an' what-nots back under the plate again, only having a bare seven or eight small, unimportant parts left over, which I could find no immediate use for.

"And, when I wound 'er up again (which my wife insisted I positively couldn't do), off went Big Ben just as though he was on his way back to the city o' London or wherever he lives. This excellent condition has continued right down to date, and I really see no reason why I should continue to sell cigars for a living when expert watch and clock men are so scarce I understand. Still, upon second thought, I s'pose I've sold Blackstones for seven years straight, and mebbe I'd better stick to my original job—it's neater work!"

### What Does Billy Hughes Know?

"Neat work, all right, this cigar game, I'll say!" agreed Billy Hughes, also standing in with the few remaining committeemen o' the Hot Chair Club, as he glanced around to note the balance o' trade in favor of the B. Payn's Sons Tobacco Co. and the Anndora cigar. "And I'm now rounding up the last of my Christmas orders just as neatly as I possibly can.

"Because, after January first, I may have an announcement to make. What it is, I cannot say for the present. But it will be for the general good of the cigar business. I've had this under my hat for some time, and I think it's now nearly rip for picking. More anon, kind sirs, more anon!"—The Smoker.

### Charged with Gambling

Charles Blackstone and Paul Riley, cigar store proprietors at Martinsville, Ind., have been arrested on charges of gaming, visiting a gaming house and keeping a gaming house, as the result of indictments returned by the Morgan County grand jury, which completed its work late Friday. They gave bond for their appearance in court. The grand jury accepted a signed statement from the proprietors of all places where card tables have been in operation for years, in which the latter agreed to cease operating the tables after last Saturday night. They received an opportunity to make this agreement after the grand jury had obtained evidence sufficient to warrant indictments. S. C. Kivett assisted O. W. Smith, prosecutor, as special deputy. The members of the grand jury were D. W. Norman, Joseph A. Pike, Jesse Copeland, W. R. Crone, E. F. Johnson and Berton Minton.

### Latvia's Industry Prospers

There are 11 tobacco factories in Latvia, 10 of them located at Riga and 1 at Libau. They produced 155,682 pounds of manufactured tobacco and 375,000,000 cigarettes from Feb. 1 to June 30. Part of this production was exported to Sweden, Esthonia and Lithuania. Greek planters have petitioned the Latvian government for permission to sell Greek tobacco in Latvia.

# Key West Cigar Production Shows Good Increase

**November Figures Exceed October Output by 361,490—Class C Continues to Be Most Popular Seller—Gato Factory Has Largely Increased Working Force—Other Activities Noted.**

KEY WEST, Fla., Dec. 10.—The number of cigars made during November outnumbered those made in October by 361,490. The output of October was 5,151,236, while the November was 5,512,726. The increase in the revenue was $2,821.23 in November over the amount paid for the October cigars. The amount paid into the department for October was $46,392.94, while the amount paid for November was $49,214.17.

Class C cigars continue as the best sellers. In October this grade numbered 3,377,647 and during November 3,506,917 of these cigars were manufactured, showing an increase over October by 129,240. Class D was a close second. This grade numbered 942,595 during the month just closed, and of the other grades there were of A, 191,350; B, 820,290, and of E, 51,57.

The E. H. Gato Cigar Co. reports an increase in the working force of 80 since the last interview. This company anticipates working steadily until the end of the year. During the week the express shipments from this factory have been unusually heavy.

Mi Favorita also reports additional cigar makers since last week. This firm contemplates working steadily until Dec. 24, and after brief holiday may resume with large force.

The M. Perez Co. expects to carry on their entire force until the end of the year, and the prospects for the New Year are very bright.

The government report for the first quarter of the fiscal year, July, August and September, which has just appeared, shows that amount of leaf tobacco imported from Cuba for local use amounted to $29,267. This was for wrapper. The amount of leaf tobacco imported for fillers was valued at $1,024,422.

From the report of the Agricultural Department for the year 1920 recently published, it appears that Florida is fast becoming a tobacco producing state. It is shown that during the year Florida had 4200 acres under cultivation and these yielded 4,620,000 pounds, with a value of $2,218,000. Giving a return of $528.00 per acre.

Among the prominent arrivals in this city recently were Mrs. Abram Hass and daughter, Katherine. They came over from Cuba on the steamship *Governor Cobb*, and after spending a few hours in the city, left over the Florida East Coast for points in the north. Abram Hass is a well-known tobacco dealer in the Cuban capital.

Manuel Lopez Munoz, foreman of the picking department of the Havana American Cigar Co., accompanied by his wife and children, were passengers leaving Friday night on the steamer Miami for Tampa, where they will visit during the holidays.

Angel F. Cuesta, of the Cuesta Rey Cigar Co., of Tampa, who had been in Cuba for several days on business connected with his factory, returned to Key West on the steamer *Cuba* Friday afternoon, and left on the steamer *Miami* the same evening for Tampa.

## Forthcoming Tobacco Trade Exhibition in London

The Fifth International Tobacco Trade Exhibition will be held May 8 to May 13, 1922, in London, England. As on the occasion of the previous trade shows of this series the exhibition will be the center of interest to the industry and to the 25,000 principal tobacconists in the United Kingdom.

It will be a center where manufacturers of machinery and novelties will meet their customers, and where leaf tobacco merchants can meet leaf users. The exhibition will be housed in the "Northampton Institute," a handsome modern building near to such leading factories in the E. C. district as those of Carreras, Gallaher, Lloyd's, etc. The space occupied by exhibitors will be approximately double that available at each of the last three of the tobacco trade exhibitions in England.

The exhibition is organized by *Tobacco*, the chief organ of the British and British Colonial tobacco trade, and a feature will be a reception of the subscribers to that journal from all parts of the country and to these special rail facilities will be given. Special attention will be paid to machinery and working exhibits will be catered for by the fact that the floor is suitable and skilled mechanics, electricians, etc., will be available on the spot.

The editor of *Tobacco* (2 Monument Station Bldg., London, E. C. 4) will send a prospectus giving plan of the exhibition halls upon application. Each of the four previous shows in this series was an unqualified success.

## Pioneer Tobacconist Dies

KANSAS CITY, Mo., Dec. 9.—Isaac L. Haas, 83 years old, pioneer tobacco dealer of Kansas City, died in his home, 3106 Forest avenue, late yesterday. Mr. Haas has been indisposed for the last three weeks, although he was able to be downtown Tuesday.

When he came to Kansas City in 1882, Mr. Haas opened the I. L. Haas & Son Cigar Co., at 806 Main street. Later, as the Haas Cigar Co., the concern was moved to the northeast corner of Ninth and Main streets. Until a year ago, Mr. Haas was connected actively with the concern, at which time he retired, leaving the business to his son.

Beside a son, Leo Haas, Mr. Haas is survived by a daughter, Miss Emma Haas, both of the home address.


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Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
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Wherever they go they leave satisfied smokers and have proven to be the best seller where high grade cigars predominate.

BOBROW BROTHERS, Inc.
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# Philadelphia Factories Running Full Capacity

## Local Demands Likely to Hold Workers at Benches Right Up to Holidays—Prospects Bright for New Year—Retailers Doing Much Better Business Than Was Anticipated—Various Encouraging Trade News Items.

PHILADELPHIA, Dec. 13.—While holiday business for distant points is now pretty well closed to the larger manufacturers here, although rush express orders are not infrequent, there is quite enough demand locally to keep factories running to full capacity. This year the hands will be at the benches much closer to the holiday season than they were a twelvemonth ago. And they will return much earlier, too, because underneath the rush of the seasonable business, there is a steady current of good wholesome trading which certainly will last after the celebrations at the year's end are over. All the manufacturers having national distribution are arranging to have their sales forces meet in conference during holiday week, to extend greetings and to map out the very aggressive sales policies to be adopted by all for the coming season. The great lesson has been learned that business is to be had by those who go after it strenuously enough.

### Better Than Anticipated

Activity of course has shifted to the retailers, and they, without exception, describe business as very much better than they anticipated, and having greatly been stimulated by the holiday-reminding snowfalls which have taken place during the past week. Apparently it was unseasonable weather rather than a lean pocketbook which was responsible for backward buying. Of course stocks which were laid in were not of record breaking proportions, but at that, they were generous and there is every reason to believe that they will be disposed of before the year comes to a close. One unpleasant feature in the experience of the legitimate dealers has been the price slashing which has continued despite the ease with which merchandise can be disposed of at this season—and the early retirement of a number of the slashers who of course are eager to turn stock into dollars irrespective of cost, has intensified the situation. But the legitimate dealers look forward to the new year and an improvement in retailing business through the activities of the newly revived Retail Cigar and Tobacco Dealers Association with hopefulness.

Facts of interest to the tobacco industry are contained in a special bulletin just issued by the Bureau of Public Information, Pennsylvania Department of Internal Affairs and presenting the result of a survey of Industrial Pennsylvania. The department canvassed 205 occupations in the State, embracing 1,130,831 out of the 1,614,041 employees found in the industrial plants of the Commonwealth. It reveals that in the great Pennsylvania tobacco manufacturing industries, cigar, smoking and cigarette, there were engaged 24,916 employees, the industry standing seventh on the list of industries in the order of the number of employees. Just ahead of the cigar makers stook clerks with a record of 27,646; miners were credited with 42,254 and machinists with 46,237. It found that of the 205 occupations studied, females were engaged in 132, that the average daily male pay was $5.92 and the female 3.27.

Small cigar stores established in the front room of private residences, a common practice in some parts of the city, should be discouraged in the opinion of the Frankford Retail Grocers' Association, which last week adopted resolutions to that effect. The argument is made that the goods cannot properly be kept and that this militates against the interest of both manufacturer and consumer.

Auto bandits have been particularly busy in trade circles during the last week. A truck belonging to Bayuk Brothers and containing cigars worth $250 was stolen on the streets. Two bandits held up the driver of a delivery truck belonging to Harvey D. Narrigan, jobber, 110 North Sixth street, on Ridge avenue, between Cumberland and York streets and compelled the driver to hand over his day's receipts, which fortunately were not large.

J. M. Lewis, purchasing agent for the Proctor & Swartz Co., manufacturers of dryers, was elected last week treasurer of the Philadelphia Purchasing Agents' Association.

### Orders Continue to Pile Up

The G. H. P. Cigar Co., 3rd and Brown streets, is making some progress towards relieving the oversold condition from which its distributors had had for some months to suffer, but orders are coming in almost as fast as goods can be shipped from the main factories here in Philadelphia and the several branches which the company has been compelled to open. The latest additions at Reamstown and at Adamstown are working to the limit of capacity. The sales force has been invited to come to the city during holiday week for a conference; salesmen and employees will be tendered a New Year dance, and buffet luncheon at the factory. The executives, too, will meet the salesforces from all over the country at a banquet during holiday week.

Lincoln Brothers, 950 North Eighth street, are putting out their leaders, First Consul, and Monte Christo, in Chum sizes especially boxed for the holiday trade, but propose to make this size a permanent one because it has met with such large sales.

The A. Roig & Langsdorf Co. has met with large sales of Girards in the special packing of 25 of all sizes. The sales force from all over the country will assemble at headquarters on December 27 and 28, to plan next year's activities. Leo F. Weiss has just returned from a trip of two months through the middle West in the interest of the Girards.

Though the fire-damaged plant of Eisemann Cigar Co., 246 N. Delaware avenue has not been completely rebuilt, the cigar factory on the fifth floor is again in operation and is producing the normal output. The factory is being operated under the personal supervision of Frank Eisemann, a member of the firm which also is engaged in the wholesale grocery business.

All the Sig C. Mayer salesmen will come to town at the end of the month for a sales conference. The firm reports an exceptionally good demand through New York state for both the special holiday and the standard sizes of Rey Oma. The new Selecto size has made a distinct hit.

### Opens Retail Store

Dan Ostrow, who for many years has conducted the City Cigar Store at 7th and Chestnut streets, on Saturday of last week began a new venture, a retail store at 718 Market street, in which he proposes to engage in the low price business not so much to cut the standard brands as to buy in large bulk exceptional bargains and to give the consumer the benefit thereof. In a general way the business will more closely be patterned after that of the Holt Cigar Co. than after the price slashers, but Ostrow proposes, of course, to be original and to have his individual methods. His initial offering was 200,000 of a regular 10 cent brand which he retailed at 5 cents. He will be in personal charge of the Market street store while the Chestnut street stand has been placed in charge of Jesse H. Goodman, son of Solomon Goodman, for many years engaged in the business at 2240 North 20th street.

The manufactory for private trade and the retail store of José Alvarez, 58 South Second street, is being remodeled and redecorated. The firm is introducing two new brands, the Du Barry and the Alvara. The Du Barry will be made in three sizes, of long Havana filler and Sumatra wrapper, especially for the private trade.

The retail store which began business only a few months ago in the new Continental Drug Store, 9th and Chestnut streets, has been closed.

Leach & Co., who recently opened a store at 44 South Eighth street, close to Chestnut street, removing from the north-

(*Continued on page* 34)

# St. Louis Holiday Cigar Trade Nearing Its Apex

## Buying Is About on Par With Last Season—Shipments Arriving in Good Time—No Scarcity of Popular Brands Noted—Few Salesmen Making Final Calls of Year—Window-Trimmers Getting in Some Notably Attractive Work.

ST. LOUIS, Dec. 10.—The holiday cigar and tobacco trade is nearing its peak. Buying is good this year but unless something unforeseen happens it will not be any better, if as good, as it was last year. The jobbers are getting their shipments in good time, this season and there will not likely be the trouble experienced in last seasons, in having their Christmas goods. This is something unusual, as there is generally a scarcity of many of the most popular brands at this time of the year owing to delays in transit shipments from the factories.

### A Wise Move

The Wise El Sante Cigar Co., of which R. L. Wise is president and M. N. Wise, secretary and treasurer, has moved from its old place of business at 402 North Third street to new and larger quarters at 216 Locust street.

### Soon to Be on Way Home

Some scattering cigar and tobacco representatives have been here during the past few days but the majority have finished their season and have gone to their respective headquarters to await the new year.

### New Robert Emmet Distributors

The distribution in this territory for the Robert Emmet Cigar made by the Spietz Cigar Co., has been taken over by the Brinkman, Meisel Recker Cigar Co., and C. H. Tranel, former salesman for the Brinkman, Meisel, Recker Cigar Co., is now representing the Spietz Cigar Co., locally. The new distributers report a splendid demand. A package of ten in an air tight can, is making a hit with retailers for the holiday trade.

C. P. McDonnel, factory representative of the Hilson-Reis Corp., is here for a lengthy stay to place the Kenway cigar made by the concern, and which is being distributed by the Parker-Gordon Cigar Co.

W. W. Haynie of the Haynie System is back from a successful selling trip through the South.

C. E. Terry, of Bayuk Bros., after a very good year's business for his concern is now here, having finished his year's business. He will do nothing but enjoy himself until after the first of the year.

### Special Window Displays

The window trimmers of the various cigar concerns have had a busy time of it and have excelled themselves in this season's window displays. Some of them are very artistic and attractive. Stickney-Hoelscher Cigar Co., has a display of Gracia Grande; Dengler & Hatz of Flor de Andros Diaz; Chas. P. Stanley Cigar Co., one of Elvira; Moss & Lowenhaupt of Flor de Cuba; Rauh-Milius Cigar Co., of F. Lozane Son & Co., the William A. Stickney Cigar Co., one of the new Tungston; James Stanley Cigar Co., of the Algara and Scruggs Vandervoort & Barney, of First Consul.

E. W. Marlin, representing M. F. Minden Co., Bouquet de Paris, in the middle-West and West, is back in St. Louis, his headquarters. He was laid up in Denver, Colo., for several weeks with an attack of pneumonia. He states his business has been very good. He has a good distribution in his territory of the Bouquet de Paris. His business in St. Louis is exceptionally good. He will be here until after the holidays.

The Garcia Vega, made by Garcia & Vega, New York and Tampa, Fla., and distributed here by Dengler & Hatz, is selling big here and is very popular with smokers.

After a selling trip to Cairo, Ills., and Paducah, Ky., Fred H. Elsner, manager of the General Cigar Co., is back in the city.

### Homeward Bound

Harry Lewis, vice-president of the I. Lewis Cigar Mfg. Co., passed through here a few days ago from a selling trip through the South, and is on his way East. Frank Wingfield of the same concern is out on a trip through Missouri.

That Paramount Cigar made by the Mendelsohn Co., is being featured in a number of very handsome and prominent window displays.

### Featuring Don Julian Cigars

The Don Julian Cigar made by Gradiaz, Annis & Co., New York, is being prominently exploited by the Brinkman, Meisel, Recker Co., and seems to have met with almost instant popular favor. Unusually handsome window displays in the most prominent locations are a feature of the drive. While the recent abbreviated strike in Tampa, has delayed shipments and necessitated some delay in filling orders, Mr. Brinkman stated today, that daily express consignments are being received.

### Not Seeking Anti-Amendment

PHILADELPHIA, Dec. 9.—No intention of working for a constitutional amendment prohibiting the use of tobacco is held by the Women's Christian Temperance Union, Miss Anna Gordon, national president, declared today.

**Window Display at the Cigar Store of James Curotto & Co., Corner of Sarah and Oliver Streets, St. Louis. Designed by J. E. Smith, of Brinkmann, Meisel and Recker Cigar Co.**

# Baltimore Market

### Fairly Active at Former Prices

BALTIMORE, Md., Dec. 8.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland—With receipts of 584 hhds. and sales of 583 hhds., our market ruled fairly active at former prices for all grades excepting good common and medium Holland grades, which were somewhat lower.

The best tobacco continues to sell at from 50 to 52 cents.

Demand for ground-leaves is dull but some common to good hhds. found buyers at from 5 to 14 cents. Very common leaves not selling at all, and no really fine ones offering.

Ohio—Receipts for the week were 102 hhds. Sales 4 hhds.

### Official Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Dec. 17:

#### Receipts

| | Week | Prev. | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland .... | 596 | 36,268 | 36,864 | 33,323 | 24,166 |
| Ohio ..... | 102 | 264 | 366 | 366 | 2.892 |
| Total..... | 698 | 36,532 | 37,230 | 33,689 | 27,058 |

Reinspections this week: Maryland, 12; to date, Maryland, 3,541.

#### Deliveries

| | Maryland: Coastwise and Domestic | Maryland: For. | Maryland: Total | Ohio | Total |
|---|---|---|---|---|---|
| This week.. | 1 | 2,048 | 2,049 | 3 | 2,052 |
| Previously... | 5,676 | 25,190 | 30,866 | 1,061 | 31,927 |
| | 5,677 | 27,238 | 32,915 | 1,064 | 33,979 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock January 1..... | 17,379 | 4,591 | 21,970 |
| Receipts since..... | 33,323 | 366 | 33,689 |
| | 50,702 | 4,957 | 55,659 |
| Delivered since..... | 32,915 | 1,064 | 33,979 |
| Stocks today..... | 17,787 | 3,893 | 21,680 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week..... | 583 | 4 | 587 |
| Previously ..... | 32,407 | 2,338 | 34,745 |
| | 32,990 | 2,342 | 35,332 |

Groundleaves to date, 424 hogsheads.


*BRANDS THAT BUILD UP BUSINESS*

**VEGA DEL REY**
**BOUQUET DE LA ADA**
**ARRIUS**
**AFFECIONADA**
**CAPITOL CLUB SPECIAL**

**S. H. FURGATCH Y CA., 75th Street & Avenue A., New York**

Foremost—
*Because "Most For"*

GIRARD is "America's Foremost Cigar," *not* by chance or circumstance, but because it gives exacting smokers *most for* their money.

Girard is the kind of Christmas cigars a man *keeps*. A word to the wives is sufficient to clinch this point.

And the gentle Girard is as well and favorably known in Salem, Ore., as in Salem, Mass. Be sure to stock plenty for Holiday trade.

Antonio
Roig & Langsdorf
Philadelphia
Established 50 years

GIRARD

*Never gets on your nerves*

LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
"Bought When Quality is Sought"
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

All Progressive Dealers Read TOBACCO

# Pennsylvania Tobacco Sales Continue Active

**Considerable Wrapper and Filler Merchandise Changes Hands —C. H. Spitzner & Son Large Buyers of 1920 Goods—Export Types Are Claiming Some Attention—New Crop Still On "Waiting List"—Cigar Manufacturers Are Shipping to Limit of Production.**

LANCASTER, Pa., Dec. 10,—Buying of the 1920 packings of tobacco is still active, and about 1,100 cases of wrapper goods, and about 1,500 cases of fillers were disposed of in the market this week.

Demand for "tops" for stogie wrapper and cigar binder purposes still keep up, with the supply practically exhausted and buyers are here nearly every day seeking this class of tobacco.

### Made Various Purchases

Willie Spitzner, of C. H. Spitzner & Son, of New York, was here this week and accompanied by his local representative, George Whallon, purchased upward of 1,500 cases of 1920 natural sweated tobacco. They bought the packing of Amos Witmer, of East Earl, this county, consisting of about 200 cases very "toppy" and fancy tobacco, at a reported price of 29c. running sizes. They then visited the packing house of Porter Diller at New Holland, Pa., and bought his entire packing, consisting of about 400 cases, also fancy "toppy" tobacco, at a reported price of 28c. running sizes. Mr. Diller bought only the best crops he could find in his neighborhood and from the best handlers with the result he put up a fancy packing which was very much sought after by the numerous buyers who have been here lately. He has sold his packing for past two years to C. H. Spitzner & Son, and for this reason they had the preference over their various competitors.

"Jeff" Owens of this city, with packing house at Bareville, this county, also sold his crop to Mr. Spitzner, at a reported high price. "Jeff" packed upward of 400 cases. Gamber & Echleman, packers at Washington Boro, also disposed of their packing of about 500 cases to Spitzner & Son. These people have under advisement several lots of bulk-sweated tobacco. Up to present writing, however, they have bought nothing but natural sweated goods.

It is reported in the market here that J. W. Duttenhoffer, a Lancaster packer, bought 800 cases 1920 fillers.

### Looking for Export Types

Frederick Lederer, the New York exporter, was here this week looking at low grade tobacco, presumably for export purposes. He was looking the field over no doubt to be posted on prices for future purchase.

The writer hears from good authority that as soon as exchange shows an improvement that will warrant the purchase of tobacco for European consumption that Lancaster will be some busy place. Let us hope this will be soon, as there are plenty of money-making lots of low grade tobacco that can be bought in this section and lying dormant at present for want of buyers.

### Sold Large Lot of Fillers

Meads Tobacco Co., of Red Lion, Pa., the largest handlers and packers in York county, recently sold 250,000 pounds of 1920 fillers in the bundle to a concern for "strip-out" purposes. Mr. Meads says he looks for export business to open in the near future. He has his entire plant covering a space of over an acre of ground "cleared for action," so as to be prepared to handle the millions of pounds of tobacco he redries and packs in bales for export purposes. Last year the Meads Tobacco Co. packed, redried and shipped five and one-half million pounds of tobacco to European countries. The plant handling this enormous amount of tobacco is by far the largest and best equipped in the state. Every known labor saving device is being used by Mr. Meads and it is really a sight worth going miles to see when this colossal plant is in action. Mr. Meads explained to the writer that he expects before two months have passed that he will be able to handle and ship 8 carloads of tobacco a day, if necessary, and that his business will be increased and his plant enlarged if conditions warrant it. He has ample room to double his capacity if necessary and his plant is one of the show places of York county.

Abe Shore of Horowitz Bros., who have packing houses here, with main office at Pittsburgh, Pa., is here sampling and shipping a lot of their 1920 packing of Lancaster County tobacco.

### Will Buy on Merit

The buying of the 1921 crop has not started as yet and from present indications it will not until after the holidays. The writer has interviewed a number of people here representing the large buyers and they all say they will buy each crop on its intrinsic merits and that all tobacco they receive must be properly and perfectly handled *without the use of water,* and any farmer bringing in tobacco in a "high" or unmerchantable condition will be sent home with his crop. Packers have made up their minds to guard against losses by damage of tobacco in cases caused by the use of water in stripping and any farmer using water to prepare his tobacco for market does so to his own loss and detriment to the value of the crop.

These buyers are wary as to the prices tobacco will be bought at. However, the writer by a lot of diplomatic talks wormed out of one of these gentlemen that the opening price would be 15c. for wrappers and 2 to 3c. for filler grades.

Unripe, early cut tobacco, on account of threat of damage by wild-fire or rust, will be sold far below the figures quoted and the figures given are top prices for choice and well handled crops.

Cigar manufacturers are still busy in this section and are shipping out goods as fast as they are made. Business looks bright and every indication is for a continuance of the prosperous times we are having in this and York Counties.

DICKIE.

## Suit for $93,930 Against Former Manager

LANCASTER, Pa., Dec. 10.—Suit was brought today to recover $93,930 from H. H. Snyder, who disappeared from his home in this city several months ago. Action was brought in the Lancaster County Court by Otto Eisenlohr & Bros., Inc., of Philadelphia.

Snyder, prior to his disappearance, was local manager of this firm. Several days after he left town the firm revealed the fact that he had fled and at that time stated there was some shortage in his funds.

Expert accountants reveal the fact that Snyder had appropriated to his own use tobacco and cash to the amount of $93,930 and it is this shortage that occasioned the suit. Two days after Snyder's disappearance his family received a note from him, postmarked Pittsburgh, in which he said he intended ending his life.

Pittsburgh police were asked to make a search for the man and the river was dragged, but no trace of Snyder was found. His sudden flight was explained by the suits entered this morning in the Common Pleas Court by his former employers. Snyder acted as the representative of the firm here and had power of attorney to transact all their business, also to sign checks for the firm.

As their manager here Snyder received $198,784.79 of which he accounted for only $127,669.78, the company alleges in its petition, that he embezzled the balance.

The company also charged that Snyder received and appropriated to his own account 246 cases of tobacco valued at $24,101.

The firm has filed suit here through John A. Nauman and Graham & Gilfel-

(*Continued on page* 34)

*"Wherever Gentlemen Are"*

# EL ROI-TAN

*Sold Everywhere*
*Good Anywhere*

## PERFECT CIGARS

## NEW PORTO RICO

All grades. Carefully selected of best quality

**INLAND TOBACCOS**

Samples with lowest quotations furnished upon application.

QUALITY - PURITY - UNIFORMITY - GUARANTEED
TRADE MARK
M.B.&Co.
REGISTERED

Joseph Mendelsohn } V. Presidents
Milton Samuels }
Joseph F. Cullman, Jr. President
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## STERN-MENDELSOHN CO. INC.

HAVANA & PORTO RICO TOBACCO

PACKING HOUSES
HAVANA, CUBA
CATANO, PORTO RICO

165 FRONT STREET
NEW YORK

FREDERIC LEDERER
TOBACCO
106 FRONT ST., NEW YORK
Cable Address: FRELEDER

SAN FELICE
For Gentlemen of Good Taste

The Nations Choice
for a Quarter of
a Century

Now Banded

The Deisel-Wemmer Co.
Makers, Lima, Ohio

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

CONSOLIDATED
CIGAR
CORPORATION

*Head Office. 81st Street and East River New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS
E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

# Chicago Gets "Preachment" on Business Revival

## Interstate Merchants' Council Told That Retailers Are Carrying Subnormal Stocks—Stabilized Trade Depends on Stabilized Tariff, Taxes and Transportation, According to President Davis—Tobacco Goods Are Selling Well.

CHICAGO, December 10.—"Business revival is waiting for the return of confidence on the part of retail merchants throughout the country," according to Paul Davis of Waterloo, Iowa, president of the Interstate Merchants' Council which held a meeting a few days ago at the Hotel La Salle. "Retail dealers in general are carrying smaller stocks than normal," said Mr. Davis. "You can hardly blame them when you realize that when prices broke a year ago, goods on hand depreciated all the way to 50 per cent. They seem to know that prices are going lower, and naturally are reluctant to be caught with large, high priced stocks on hand. This short buying by retail dealers is responsible for a great part of our industrial slump. Prices depend on tariff, taxes, and transportation. As soon as these are stabilized we can begin to stabilize industries dependent on them."

The Interstate Merchants Council was formed at the suggestion of the Chicago Association of Commerce. There are 345 members in twenty-nine different states, and has a buying power of more than $200,000,000 a year.

### In Good Hands

A large shipment of Ignacio-Haya in the 3 for 50 cent can packing has reached the store of E. P. Oakes 153 North Clark St.

Lujoso, a very mild Tampa made cigar is now featured by Herman Bach, the dealer in the Elks' Building, 176 West Washington St.

### A Tireless Worker

Peter Bauer, the well known broker is booking orders every day for his line of 5 cent cigars and stogies. Pete never lets up, it seems.

### To Please Every Taste

Cigarettes in all their holiday wrappings are well displayed. Phil Morris, Melachrino, Condax, English Oval, Egyptian Deities, Helmar, Murad, Fatima, Piedmont, Chesterfield, and Herbert Tareyton are shown in all the windows.

### Back from Twin Cities

William Tobias of the Preferred Havana Tobacco Co., has returned from the Twin Cities, where he spent two weeks featuring Henry the Fourth cigars.

Robert Reamy of the American Cigar Co., was a recent caller.

The American Tobacco Co. this week withdrew their free deal of 1,000 One-Eleven cigarettes with each 10,000 Lucky Strikes and reduced the price of Lucky Strikes to $7.75 per 1,000 list.

### From Hospital to His Home

Frank Eich, with Sprague-Warner & Co., who has been in Grant Hospital for several weeks, where he underwent a very serious operation, has been removed to his home.

### In Attractive Style

The handsomest Christmas packing of cigarettes that has ever been placed on this market is the 200 box of Pall Malls that retail for $5. Packed in a highly decorated red tin box with gold letters and Holly Wreaths, they surely make a nifty package.

### Special 3 Per Cent Discount

Nathan Fox Co. has notified the dealers of a special 3 per cent discount on all orders of 500 or more of Sub-Rosa, Between the Acts, St. Leger, Royal Bengal, Flexo Giants and Havanettes.

### Condax Prices

Circular No. 12 from E. A. Condax & Co., New York, has arrived here. It quotes Condax Extra at $30.00, Condax, plain, cork or straw at $21.00. "Number One" 10's at $16.00 and "Number One" 20's and 80's at $15.50 subject to the usual terms and conditions.

### In Sign Service Co.

S. E. Langerman, a former well known cigar salesman, is now manager of the Lake City Sign Service Co., 4300 South Michigan avenue. They make high grade signs for the cigar trade and are deserving of some business, as they turn out attractive work.

### "Man to Man"

"Man to Man at Xmas," says the quarter page ads of the La Palina cigars that appear again in the Chicago newspapers. They tell all about the 19 shapes and sizes of this well known brand that now has a sale of 100,000,000 yearly.

### To Feature Jose Grande

Jose Grande is to be featured by Thomas Diffley Curran, 1124 Bryn Mawr avenue. His opening order is due in shortly from the makers, Harris & Son of Newark, N. J.

### Smiling Through Smoke

Another cigar that is using half page ads in the newspapers is the Cyro the "smoke of smiles," made by Welcher Bros., of New York. Right now Cyro is going over big locally, and E. Hoffman Co. is getting many repeat orders. "They are mild, sweet, fragrant and a cigar of real quality."

The Nathan Fox Co. is entirely cleaned out of the large stock of Lozano cigars. All sizes in boxes of 25 and 50's have been sold.

### Two Dollars Extra

Cyrillas, in boxes of 25, costs $2.00 per 1,000 extra. Cyrilla is now made in Tampa and is clear Havana.

### Holding Up Well

Speaking for the Judge & Ryan Co., jobbers, 4755 North Clark street, Mr. Judge states that their business holds up remarkably well.

### Keeping Up the Fashion

Not to be outdone by other manufacturers the G. H. P. Cigar Co., of Philadelphia is using quarter page newspaper ads to feature the well-known El Producto cigar, which is distributed by Clarence Hirschbom Co.

### Filling the Eyes of Loopers

The Christmas windows in the stores of Albert Breitung are now all in and it is said that they are the finest window displays that have ever been shown in the loop. Handsome center pieces of Murad and Egyptian Deities cigarettes. They show real Yuletide cheer, snow, country scenes and all. Cleverly featured throughout these displays are La Venda and Albrituna cigars and all brands of cigarettes and tobaccos in their holiday dress.

### General Price List

The General Cigar Co., Inc., has supplied the trade with a price list of the company's various brands. It shows the dealer's cost, the retail price; also the price by the box.

Liberty Bonds keep going up. Keep on holding your Liberty Bonds. H. L. H.

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

List of jobbers, importers and manufacturers on application.

**MANILA AD. AGENCY, (C. A. Bond, Mgr.)**
**15 William Street** **New York**

OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York



THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

MURAD

THE TURKISH CIGARETTE

Every day MURADS are held higher in the estimation of the men who smoke them.

They are the standard of Taste.

They never disappoint—never fail—never change—

They are 100% pure Turkish tobacco—of the finest varieties grown.

Men are proud to smoke them in any company—on any occasion.

They are the largest selling high-grade cigarette in the world.

The cigarette smokers of America DO prefer Quality to Quantity.

*"Judge for Yourself—!"*

Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World


## Independent Warehouses May Operate in 1922

KINSTON, N. C., Dec. 10.—First intimation to the public of the policy of local tobacco warehousemen toward the new growers' association came from authoritative sources today. It was learned from tobacco board of trade sources that the "majority of Kinston warehouses, possibly all," will be opened next Fall under present managements. Many farmers, it was stated, had been given assurances that the houses would continue under private management. It was inferred that tobacco board of trade officials did not know wether officials of the growers' organization contemplated efforts to lease any of the houses, or what the attitude of the warehousemen would be toward such efforts.

The general plan of the association contemplates the establishment of farmer controlled warehouses at all important points in the prodducing regions, gradual marketing the year round instead of during the five or six months private warehouses are in operation, and the saving of fees as well as boosting the prices by "orderly marketing." Tobacconists known to be opposing the plan declare the broad plan of the association apparently does not take cognizance of a number of possible hindrances to pool marketing.

From the same sources which made it known that local warehouses, handling 20,000,000 or 25,000,000 pounds of the product in a season, will compete with the association, it was stated that on at least one of the other "big four" markets owners of houses are not only "ignoring the association, but preparing to enlarge buildings."

The official policy of the board here has not been announced. That body is one of the most influential trade organizations in Eastern Carolina, dictating market policies and embracing in its membership big manufacturers, independents and warehousemen alike.

It is not known whether enlargements of Kinston warehouses are contemplated in the face of the organization's declaration that it will assume charge of marketing next year. It is improbable that extensions will be made, however, owing to the immense facilities available already. These were not strained in 1919, when a record quantity of the weed was marketed here. There are many sales, storage, factory and cooperage buildings scattered throughout the northern half of the city, with floor space totaling hundreds of thousands of square feet.

## Federal Reserve Reviews the Tobacco Situation

WASHINGTON, D. C., Dec. 6.—The Federal Reserve Board in its monthly statement has the following to say regarding the tobacco situation:

"The November 1 estimate for tobacco showed an increase to 1,020,874,000 pounds, but the crop is still only about two-thirds that of last year, the reduction being found very largely in the manufactured and export types.

"The markets of North Carolina and Virginia were active during October, but still larger sales were witnessed during the first two weeks of November because of better weather for the preparation of leaf for market. Better prices, averaging $30.87 per 100 pounds, were realized during October than during either September, 1921, or October, 1920, and grades coming on the market during November have shown some further improvement, so that still better prices have been realized. Medium and fine grades are advancing steadily, and buyers appear to be anxious to secure all good leaf offered, but the demand continues poor for low grade tobacco, which comprises a large part of this year's crop.

"In the western districts of Kentucky-Tennessee, whose tobacco moves to market later than in the east, the outstanding feature has been the announcement that the Burley Tobacco Growers' Cooperative Association has signed up about 85 per cent of this year's crop and can now proceed with marketing arrangements.

"The cigar leaf tobacco market in the Philadelphia District has had the dullest fall it has experienced for years, and the question of prices is a stumbling block to recovery. October was the best month experienced this year by the cigar manufacturing industry in that district, but there are now some evidences of diminishing demand, although the majority of manufacturers continue to receive orders faster than they can fill them.

"The demand for manufactured tobacco in the Richmond District has been as strong during October as during any earlier month this year, although export trade continues light, most of the orders coming from Latin America. In both cigars and manufactured products the offering of new brands at prices lower than those for established goods continues."—LAMM.


Clark "CUTAWAY"

Tobacco Baling Presses

The Chicopee Line

Tobacco Hoeing Machines

Bateman and Companies, Inc.
Grenloch, N. J.



TURKISH and GREEK

TOBACCO

*Imported direct from Producers*

American Commercial Co.

109 Broad St., N. Y. City

Cable Address "Ocirema" Phone Broad 4620



THE JOBBER AND THE RETAILER

can obtain this

BIG 5c.

straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

ILANG-ILANG

is packed in 100s

*Exclusive territory for*

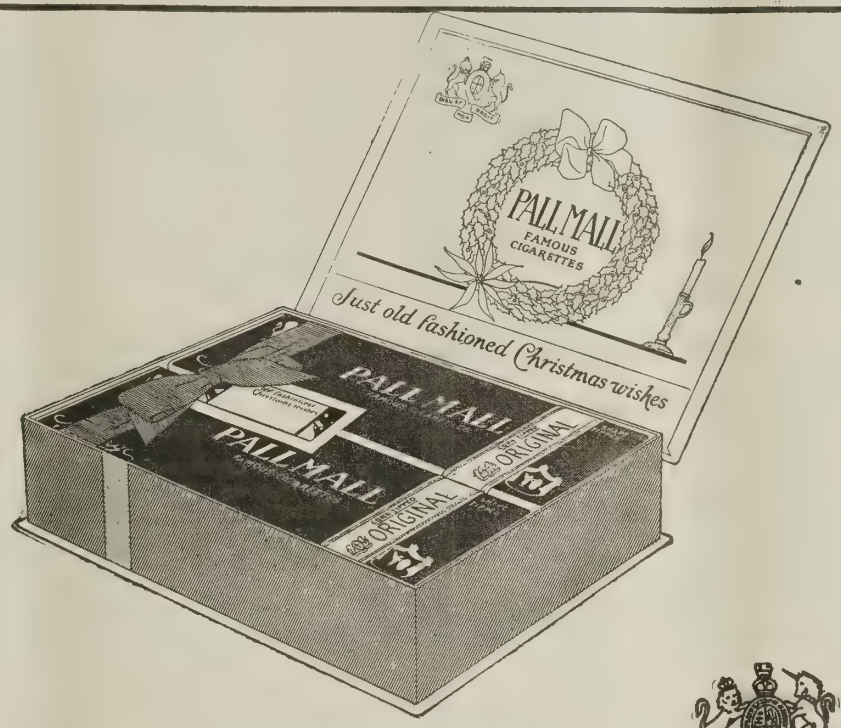
JOBBERS

Dont Delay—Get this brand for your territory.

Henry Ottenberg

146 Front Street New York

# Contains 200 Cigarettes




PALL MALL
FAMOUS CIGARETTES

*They are good taste*

**The new special Christmas Magnum is now ready. Contains 200 Pall Mall Cigarettes, cork tip.**

We have provided for only a limited quantity of Pall Mall Christmas Magnums and would suggest that you place your order immediately so as to be sure of obtaining a sufficient supply of this packing to meet the requirements of your trade.

*Put Your Order In Now—"Christmas Buying" Starts Soon*

Guaranteed by

The American Tobacco Co.
INCORPORATED

111 Fifth Avenue, New York

# PARK & TILFORD

are the

# LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**

*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER



# MENENDEZ & CO.

**Leaf Dealers, Packers and Exporters**
**OF**
# TOBACCO

**Cable Parra** **87 Amistad St., HABANA, CUBA**



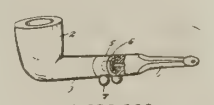
# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
**All Kinds of Havana Leaf Tobacco**
**129 Lealtad St., cor. Dragones St.** **HAVANA, CUBA**


## Patents Recently Granted

By U. S. Patent Office

No. 1,398,223. Pipe-Rest. Frederick E. Chapman, Middletown, Conn. Filed Dec. 26, 1919. Serial No. 347,307. 1 Claim.

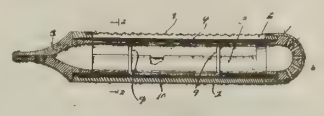


1,398,223

A pipe including a ferrule having two rests of substantially spherical form and comprising substantially an integral part of said ferrule, the curves of said rests merging directly with the curve of the ferrule, thereby forming an acute angle at the meeting points of the two surfaces.

* * *

No. 1,398,559. Cigar and Cigarette Holder. Gust Lampessis, Milwaukee, Wis. Filed Feb. 1, 1921. Serial No. 441,542. 5 Claims.

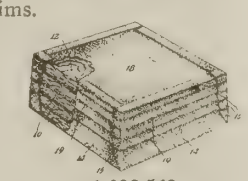


1,398,559

5. A cigar or cigarette holder comprising a housing provided with an opening, a lining positioned within said housing and provided with an opening adapted to register with the opening in said housing, means adapted to close the opening in the housing, a mouthpiece for one end of the housing, and means positioned within the opposite end of the housing to regulate the draft therethrough.

* * *

No. 1,398,568. Method of Packing and Preserving Plug-Tobacco. Jonathan Peterson, Brooklyn, N. Y., assignor to Combination Machine Company, New York, N. Y., a Corporation of Delaware. Filed April 11, 1921. Serial No. 460,601. 17 Claims.



1,398,568

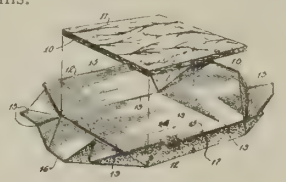
A package of plug tobacco comprising a plurality of layers of tobacco plugs or cakes alternating with a plurality of layers of wrappers therefor; the wrappers being provided with marginal portions forming laps overlying the sides of the plugs, the whole being compressed into a substantially solid block forming a laminated package.

A package of plug tobacco comprising a plurality of nested dish shaped wrappers or containers alternating with a plurality of layers of tobacco plugs or cakes, each wrapper being provided with a coating of paraffin or wax on the outer walls thereof, each wrapper adheringly inclosing a tobacco plug; a plug and its wrapper forming a detachable unit, a separating sheet between a plug of one unit and a wrapper of the next adjacent unit; said walls or laps of the wrapper being arranged in relative overlapping relationship, the joints between the overlapping walls being wax welded, the whole forming a laminated package.

The method of packing and preserving plug tobacco, which consists in assembling a plurality of pre-formed dish shaped wrapper sheets in nested relation and alternating with a plurality of layers of tobacco plugs or cakes, each wrapper sheet containing a plug; a plug and its wrapper forming a unit, in then folding and compacting the marginal laps of the wrapper in compacted and overlaying relation on the side walls of the plugs, the marginal laps of adjacent wrappers being arranged in overlapping relationship, the joints between the laps being welded, a sealed laminated plug package is provided.

* * *

No. 1,398,569. Method of Packing and Preserving Plug-Tobacco. Jonathan Peterson, Brooklyn, N. Y., assignor to Combination Machine Company, New York, N. Y., a Corporation of Delaware. Filed April 11, 1921. Serial No. 460,602. 10 claims.



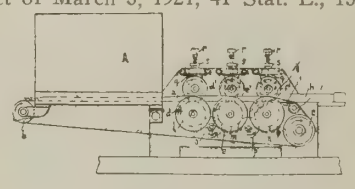
1,398,569

A package of plug tobacco comprising a plug or cake of tobacco and a wrapper inclosing the same, the wrapper having an impervious coating of paraffin on one face only and being folded about the plug and compressed so that interior wrapper faces adhere to the faces of the plug and opposed coated faces adhere to each other forming a substantially air-sealed closure for the plug.

9. The method of packing and preserving tobacco plugs which comprises packing a plug or cake in an inner wrapper having an impervious outer coating such as wax or paraffin, enveloping the said plug and wrapper in an outer wrapper having a similar impervious inner coating, the impervious wrapper coatings being face to face, in then compressing the plug and wrappers into a compacted unit in such manner that the interior faces of the inner wrapper adheringly envelop the faces of the plug, and the opposed impervious wrapper coatings cohering to provide an hermetically sealed package.

* * *

No. 1,399,209. Cigarette-Machine. Max Clemens Grahl, Dresden-Löbtau, Germany, assignor to Universelle Cigaretten-Maschinen-Industrie System, Otto Bergsträsser Aktiengesellschaft, Dresden-Löbtau, Germany. Filed Dec. 16, 1913. Serial No. 806,982. 1 claim. (Granted under the provisions of the act of March 3, 1921, 41 Stat. L., 1313.)

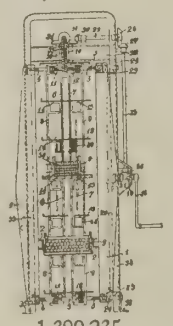


1,399,209

A cigarette machine comprising a traveling band, means for feeding the tobacco onto said band, a series of grooved rollers disposed in pairs, travelling in the same direction as the band at their points of contact therewith and operative to shape said band around the tobacco and form it into a rod, a tube having a papered extension projected into the angle of the bight of the last pair of rollers, a concave guide adapted to hold said band in contact with said tapered extension, and a rotary grooved guide roller disposed under said band adjacent to said tube.

* * *

No. 1,399,235. Machine for Pressing Cigars. Robert Woerner, Mannheim, Germany. Filed Sept. 2, 1916. Serial No. 118,293. 3 claims. (Granted under the provision of the act of March 3, 1921, 41 Sta. L., 1313.)



1,399,235

In a machine for pressing cigar packets of different sizes, the combination with the press table adapted to carry the press slides containing the cigars, of means to support said table on both sides, means to move said supporting means and thus said table vertically, pressing bars against which the packets of cigars are pressed when said press table is vertically moved, and means to adjust the position of said pressing bars according to the size of the packets of cigars before exerting the horizontal pressure, substantially as set forth.

In a machine for pressing cigar packets of different sizes, the combination

*Play the winner!*

Prince Albert has never stopped for a minute in making sales gains and in making fast turnovers! That's because it has the quality! It stands to reason that it pays you to give P. A. the center of the stage in your store! You can figure it out that every display you make of Prince Albert, and every good word you put behind it, means just that many more satisfied customers—and faster cash comeback! And, that's what blows the whistle these days!

PRINCE ALBERT

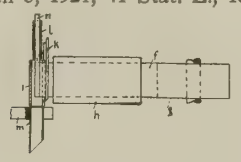
*the national joy smoke!*

R. J. Reynolds Tobacco Co.
Winston-Salem, N. C.


with the press table adapted to carry the press slides containing the cigars, of means to support said table vertically, pressing bars against which the packets of cigars are pressed when said press table is vertically moved, and horizontally movable pressure rods carrying said pressing bars, substantially as, and for the purpose, set forth.

* * *

No. 1,399,551. METHOD OF MANUFACTURING CIGARETTE-TUBES WITH HOLLOW MOUTHPIECES. Max Clemens Grahl, Dresden-Löbtau, Germany. Filed July 16, 1915. Serial No. 40,274. 2 claims. (Granted under the provisions of the act of March 3, 1921, 41 Stat. L., 1313.)



1,399,551

A method of making and inserting coils of paper for cigarette tubes, said cigarette tubes having seams, which consists in winding the end of a continuous strip of paper into a roll, the forward end of said strip of paper being gripped during the said winding, releasing the said forward end of said strip of paper after the said winding has been completed, whereby the said coil is free to expand, and then severing the rear end of said coil from said strip of paper, and then introducing said coil of paper into said cigarette, the outer edge of the said coil being caused to register with the seam of the said cigarette.

* * *

## Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Serial No. 142,903. Fred. H. Nuttleman, Westhoff, Tex. Filed Jan. 28, 1921. Officially published Dec. 2, 1921.

Turkey Trot

142,903

*The particular description of goods.*—Cigars. *Claims use* since on or about Jan. 1, 1921.

* * *

Serial No. 143,083. The Bloch Bros. Tobacco Co., Wheeling, W. Va. Filed Feb. 2, 1921. Officially published Dec. 2, 1921.

ARROW

143,083

*The particular description of goods.*—Cigarettes. *Claims use* since Dec. 16, 1920.

* * *

Serial No. 144,965. Cartier, Inc., New York, N. Y. Filed Mar. 19, 1921. Under ten-year proviso. Officially published Nov. 21, 1921.

CARTIER

144,965

*Particular description of goods.*—Cigarette and Cigar Cases and Snuff-Boxes. *Claims use* since 1859.

* * *

Serial No. 147,863. John Louis Duncan, Manchester, England. Filed May 18, 1921. Officially published Nov. 7, 1921.

Zoie

147,863

*The particular description of goods.*—Tobacco-Pipes and Cigar and Cigarette Tubes Not of Precious Metal or of Imitation Precious Metal. *Claims use* since January, 1912.

* * *

Serial No. 144,397. The Inlaid Co., Providence, R. I. Filed Mar. 7, 1921. Officially published Nov. 21, 1921.

Fifi

144,397

*Particular description of goods.*—Cigarette Cases. *Claims use* since Jan. 1, 1921.

* * *

Serial No. 145,062. Samuel Gordon, New York, N. Y. Filed Mar. 22, 1921. Officially published Nov. 21, 1921.

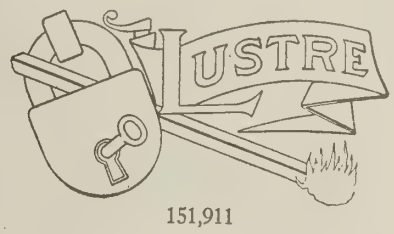
PALL MALL

145,062

*Particular description of goods.*—Pipes, Cigar and Cigarette Holders, Pouch Tobacco-Bags, Humidors, and Cigar and Cigarette Cases. *Claims use* since Oct. 1, 1920.

* * *

Serial No. 151,911. The Diamond Match Company, Chicago, Ill. Filed Aug. 18, 1921. Officially published Nov. 21, 1921.




151,911

*Particular description of goods.*—Matches. *Claims use* since June, 1898.

* * *

Serial No. 143,206. (Class 17. Tobacco Products). Congress Cigar Co., Philadelphia, Pa. Filed Feb. 5, 1921. Officially published Nov. 26, 1921.

LA PALINA

143,206

The particular description of goods—Cigars. Claims use since Dec. 26, 1900.

* * *

Serial No. 150,419. (Class 8. Smokers' Articles, Not Including Tobacco Products). Wilkinson Bros. & Co., Inc., New York, N. Y. Filed July 15, 1921. Officially published Nov. 26, 1921.

KOSAK

150,419

The particular description of goods—Cigarette-Papers and Cigarette-Tubes Made of Paper. Claims use since Feb. 1, 1921.

* * *

Serial No. 150,422. (Class 8. Smokers' Articles, Not Including Tobacco Products). Wilkinson Bros. & Co., Inc., New York, N. Y. Filed July 15, 1921. Officially published Nov. 26, 1921.

JUSTICE

150,422

CIGARETTE FACTORY SUPPLIES

Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.

*Write or phone for quick service.*

New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

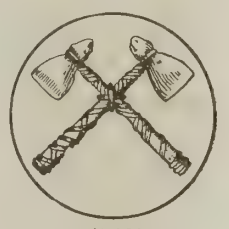
PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK


The particular description of goods—Cigarette-Paper and Cigarette-Tubes Made of Paper. Claims use since Feb. 1, 1921.

* * *

Serial No. 152,133. Class 8. Smokers' Articles, Not Including Tobacco Products). Manhattan Briar Pipe Company, New York and Brooklyn, N. Y. Filed Aug. 24, 1921. Officially published Nov. 26, 1921.



152,133

The particular description of goods—Pipes for Smoking. Claims use since Aug. 22, 1921.

* * *

Serial No. 145,084. Maurice Rosenthal, San Francisco, Calif. Filed March 22, 1921. Officially published Dec. 2, 1921.

ROSEFIELD

145,084

*The particular description of goods.*—Cigars. *Claims use* since Nov. 15, 1920.

* * *

Serial No. 145,085. Maurice Rosenthal, San Francisco, Calif. Filed March 22, 1921. Officially published Dec. 2, 1921.

M R

145,085

*The particular description of goods.*—Cigars. *Claims use* since Nov. 15, 1920.

* * *

Serial No. 145,301. Zündwaren-Aktiengesellschaft "Helios," Prague-Vinobrady, Czechoslovakia. Filed March 26, 1921. Officially published Dec. 8, 1921.

145,301

No claim is made to the exclusive right to use the terms "Made in Czecho-Slovakia," "Trade-Mark," and "Safety Matches" apart from the mark shown in the drawing.

*The particular description of goods.*—Matches. *Claims use* since Nov. 21, 1919.

* * *

Serial No. 145,352. Mi Favorita Cigar Company, Inc., New York, N. Y. Filed March 28, 1921. Officially published Dec. 2, 1921.

OTELLO

145,352

*The particular description of goods.*—Cigars. *Claims use* since November, 1887.

* * *

Serial No. 145,539. Joseph F. Welch, Gardner, Mass. Filed March 31, 1921. Officially published Dec. 2, 1921.

LEGION

145,539

The letters having a golden border. *Particular description of goods.*—Cigars. *Claims use* since September, 1918.

* * *

Serial No. 145,748. H. & E. Cigar Company, Lancaster, Pa. Filed April 5, 1921. Officially published, Dec. 2, 1921.

H. & E.

145,748

*The particular description of goods.*—Cigars. *Claims use* since March 1, 1921.

* * *

Serial No. 145,991. All Saints' Cigar Co., Tampa, Fla. Filed April 11, 1921. Officially published Dec. 2, 1921.

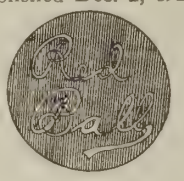
ALL SAINTS

145,991

Consists of the words "All Saints." *Particular descriptions of goods.*—Cigars. *Claims use* since March, 1921.

* * *

Serial No. 145,996. Consolidated Companies, Inc., Plaquimine, Morgan City, St. Martinville, New Roads, and White Castle, La. Filed April 11, 1921. Officially published Dec. 2, 1921.



145,996

The drawing being lined to indicate the color red. *Particular description of goods.*—Chewing and Smoking Tobacco. *Claims use* since 1920.

* * *

Serial No. 146,989. Estate of Joseph J. Schaefer, deceased, Dayton, Ohio. Filed April 29, 1921. Under ten-year proviso. Officially published Dec. 8, 1921.

MENTOR

146,989


The House of Special Process
High Grade Cigar Bands and Labels
ESTABLISHED 1870
*50 Years' Experience in Lithographic Art*
WM. STEINER SONS & CO.
257-265 WEST 17th ST. NEW YORK CITY

Charles Denby
BEARS THE DISTINCTION OF NATIONAL FAME AND DISTRIBUTION

LA FENDRICH
HAVANA CIGAR
THE EXTRAORDINARY SALE PROVES ITS GENUINE WORTH AND MERIT

H. FENDRICH (INCORPORATED) EVANSVILLE, IND.
MAKERS OF GOOD CIGARS FOR 71 YEARS

*The particular description of goods.*—Cigars. *Claims use* since Sept. 21, 1892.

* * *

Serial No. 146,992. Estate of Joseph J. Schaefer, deceased, Dayton, Ohio. Filed April 29, 1921. Officially published Dec. 8, 1921.

COLONIAL GIRL

146,992

*The particular description of goods.*—Cigars. *Claims use* since Oct. 25, 1898.

* * *

Serial No. 146,995. Estate of Joseph J. Schaeffer, deceased, Dayton, Ohio. Filed April 29, 1921. Officially published Dec. 8, 1921.

BIG HEAD

146,995

*The particular description of goods.*—Cigars. *Claims use* since March, 1898.

* * *

Serial No. 147,172. Silberman & Gast, Chester, Pa. Filed May 3, 1921. Officially published Dec. 2, 1921.

JOSIL

147,172

*The particular description of goods.*—Cigars. *Claims use* since Nov. 1, 1919.

* * *

Serial No. 147,309. Caxton P. Rhodes, San Francisco, Calif. Filed May 6, 1921. Officially published Dec. 2, 1921.

147,309

Applicant disclaims the cigarette-holder representation apart from the mark shown in the drawing.

*The particular description of goods.*—Mouthpiece-Holders for Tobacco Products. *Claims use* since April 8, 1921.

* * *

Serial No. 147,548. Paul I. Bernstein, San Francisco, Calif. Filed May 11, 1921. Officially published, Dec. 8, 1921.

B K

147,548

*The particular description of goods.*—Cigars. *Claims use* since Feb. 20, 1917.

* * *

Serial No. 147,560. I Lewis Cigar Manufacturing Co., Newark, N. J. Filed May 11, 1921. Officially published Dec. 8, 1921.

FLOR DE MELBA

147,560

*The particular description of goods.*—Cigars. *Claims use* since about April 1, 1894.

* * *

Serial No. 147,561. I. Lewis Cigar Manufacturing Co., Newark, N. J. Filed May 11, 1921. Officially published Dec. 8, 1921.

JOHN RUSKIN

147,561

*The particular description of goods.*—Cigars. *Claims use* since about May 1, 1893.

* * *

Serial No. 147,989. Edmund B. Quinby, Tampa, Fla. Filed May 20, 1921. Officially published Dec. 8, 1921.

DON X

147,989

*The particular description of goods.*—Cigars. *Claims use* since November, 1920.

* * *

Serial No. 149,106. Ulysses G. Sharp, Uhrichsville, Ohio. Filed June 13, 1921. Officially published Dec. 8, 1921.

DIAMOND DUTCH

149,106

*The particular description of goods.*—Cigars. *Claims use* since Jan. 1, 1921.

* * *

Serial No. 149,254. Welwel Cigar Manufacturing Co., New York, N. Y. Filed June 16, 1921. Officially published Dec. 8, 1921.

Welwel

149,254

*The particular description of goods.*—Cigars. *Claims use* since May 15, 1921.

* * *

Serial No. 149,430. The Samson Tobacco Company, Inc., Glasgow, Ky. Filed June 30, 1921. Officially published Dec. 8, 1921.

PENNYROYAL

149,430

*The particular description of goods.*—Twist and Granulated Smoking Tobacco. *Claims use* since about Jan. 1, 1910.

* * *

Serial No. 149,882. The Zorro Tobacco Co., Inc., New York, N. Y. Filed June 30, 1921. Officially published. Dec. 8, 1921.

PATO NEGRO

149,882

*The particular description of goods.*—Smoking - Tobacco. *Claims use* since May 4, 1921.

* * *

Serial No. 149,885. Barlow - Moore Tobacco Company, Glasgow, Ky. Filed July 1, 1921. Officially published Dec. 8, 1921.

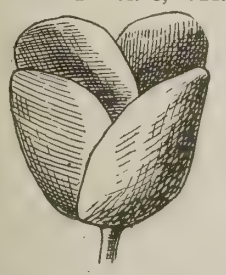
TARGET

149,885

*The particular description of goods.*—Twist, Plug, and Smoking Tobacco. *Claims use* since 1916.

* * *

Ser. No. 149,889. Eugene S. Cochran, Washington, D. C. Filed July 1, 1921. Officially published Dec. 8, 1921.



TULIP

149,889

*The particular description of goods.*—Cigars, Cigarettes, Smoking-Tobacco, and Leaf-Tobacco. *Claims use* since about 1858.

Serial No. 150,100. Christian Peper Tobacco Co., St. Louis, Mo. Filed July 7, 1921. Officially published Dec. 8, 1921.

KADEE

150,100

Consists of the word "Kadee." *Particular description of goods.*—Cigarettes. *Claims use* since Sept. 28, 1906.

* * *

Serial No. 150,624. Palmer Clifton Lee, Bellingham, Wash. Filed July 19, 1921. Officially published Dec. 8, 1921.

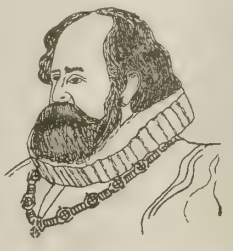
TULIP

150,624

*The particular description of goods.*—Cigars. *Claims use* since April, 1921.

* * *

Serial No. 150,745. Grommes & Elson, Chicago, Ill. Filed July 21, 1921. Officially published Dec. 8, 1921.



ROBERT BACON

150,745

*The particular description of goods.*—Cigars. *Claims use* since 1914.

* * *

Serial No. 150,383. Joseph Whitcomb & Co., Springfield, Mass. Filed July 14, 1921. Officially published Dec. 8, 1921.

TEL AND TEL

150,383

*The particular description of goods.*—Cigars. *Claim use* since June, 1914

* * *

Serial No. 143,776. Y. F. O'Halloran & Son, Tampa, Fla. Filed Feb. 18, 1921. Officially published Dec. 2, 1921.

BONITA

143,776

*The particular description of goods.*—Cigars. *Claims use* since May 10, 1915.

* * *

Serial No. 143,880. Bernard M. Meyer, Louisville, Ky. Filed Feb. 21, 1921. Under ten-year proviso. Officially published Dec. 2, 1921.

"LONDON CLUB"

143,880

*The particular description of goods.*—Stogies. *Claims use* since 1890.

* * *

Serial No. 144,094. The Mildman Cigar Co., Inc., Seattle, Wash. Filed Feb. 26, 1921. Officially published Dec. 2, 1921.

Legion

144,094

*The particular description of goods.*—Cigars. *Claims use* since Jan. 21, 1921.

* * *

Serial No. 152,422. Gallaher, Ltd., Belfast, Ireland. Filed August, 31, 1921. Officially published, Dec. 8, 1921.

GOLD BOND

152,422

*The particular description of goods.*—Smoking and Chewing Tobacco, Cigarettes, Cigars, and Snuff. *Claims use* since October, 1900.

* * *

Serial No. 152,505. Falk Tobacco Company, Inc., New York, N. Y. Filed Sept. 2, 1921. Officially published Dec. 8, 1921.

Serene

152,505

*The particular description of goods.*—Cigars, Cigarettes, Smoking and Chewing Tobacco. *Claims use* since May 8, 1918.

* * *

Serial No. 152,769. Joseph Sonnenfeld, Brooklyn, N. Y. Filed Sept. 9, 1921. Officially published Dec. 8, 1921.

PUT & TAKE

152,769

*The particular description of goods.*—Cigars. *Claims use* since Sept. 6, 1921.

* * *

Serial No. 152,786. Christian Peper Tobacco Co., St. Louis, Mo. Filed Sept. 10, 1921. Under ten-year proviso. Officially published, Dec. 8, 1921.

CORNJUICE

152,786

Consists of the words "Corn Juice." *Particular description of goods.*—Smoking and Chewing Tobacco. *Claims use* since May 1, 1879.

* * *

Serial No. 152,913. Central Cigar Manufacturing Company, New York, N. Y. Filed Sept. 14, 1921. Officially published Dec. 8, 1921.

NA-BOCKLISH INTERVALS

152,913

*The particular description of goods.*—Cigars. *Claims use* since Aug. 5, 1921.

* * *

Serial No. 152,933. Redmanol Chemical Products Co., Chicago, Ill. Filed Sept. 14, 1921. Officially Published Dec. 8, 1921.

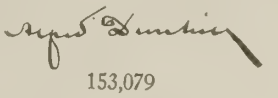
Lactolite

152,933

*Particular description of goods.*—A Casein Product or Material for Use in the Manufacture of Cigar and Cigarette Holders, Pipes, Pipe-Stems, and other Smokers' Supplies, and also for Buttons, Cane and Umbrella Handles, and All Kinds of Ornamental and Decorative Purposes. *Claims use* since on or about April 1, 1921.

* * *

Serial No. 153,079. Alfred Dunhill, London, England, Filed Sept. 19, 1921. Officially published Dec. 8, 1921.



153,079

Consisting of the signature of the said Alfred Dunhill. *Particular description of goods.*—Tobacco, Manufactured or Unmanufactured; Cigars, and Cigarettes. *Claims use* since August, 1920.

* * *

Serial No. 153,828. John Sexton and Company, Chicago, Ill. Filed Oct. 6, 1921. Officially published Dec. 2, 1921.

EDELWEISS

153,828

*The particular description of goods.*—Matches. *Claims use* since Apr. 1, 1920.

# Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

**Tobacco Association of the United States**

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

## Philadelphia Factories Running Full Capacity

(*Continued from page 22.*)

west corner of 10th and Chestnut streets, say the new location has brought increased business.

### To Increase Service

So heavily increased has become the local market for the La Palina made by the Congress Cigar Co., 2nd and Market streets, that with the new year a very largely supplemented service will be established to supply the retail stores. An aggressive publicity campaign is being conducted and the brand has now been introduced into the representative establishments in all parts of the city. The La Palina for years had a tremendous sale throughout the middle and far West, the factory originally being located in Chicago, but now the eastern field is developing as a rival of the west. The firm reports very large sales in the metropolitan New York district, recently invaded, and where the distributors are Schwartz & Co., Newark, and B. Wasserman Co., New York. The combination in the La Palina, the Abajo Havana filler and the Java wrapper, has won discriminating smokers.

Samuel Welsh proprietor of the Scarlett cut rate store, at 7th and Chestnut streets, has not yet decided upon a location for his New York branch, but he says it positively will be opened early in the New Year. He has four options and soon will decide which to take up. The Scarlett cutrate methods are to be followed in Gotham.

The Havana Boosters, associated with Bayuk Brothers, banquetted last week at the Arcadia and then spent the evening at the theatre. It was purely a social function, business not being discussed save as an incidental to good fellowship.

### To Be Permanent Feature

Though Allen R. Cressman's Sons are introducing their new packing of Manuels in time for the Xmas season, they are to be a permanent, all the year round feature. The new packing is of pocket size, 10 concha perfectos being packed in a packet retailing at 90 cents. The packets are encased in a carton holding ten. The packing is attractive, simulating cedar, and the advance showing has been most favorably commented upon by the trade. Mr. Goldberg, of the Imperial Cigar Co., Scranton, and his nephew, Mr. Smulyn, of the Sperling Tobacco Co., Wilkes-Barre, were visitors during the week to the Cressman headquarters.

The Sterner store which highlights smoking tobacco, pipes and smokers' articles, has arranged for the holiday trade a number of specially designed show cases containing upwards of 1,500 pipes in at least 300 sizes and shapes, one of the largest displays ever made by the firm. The firm reports that one of the easiest sellers of the lot is the exclusive W. C. Demuth No. 6 pipe, made of wood almost a century old. Numerous imported articles are included in the display.

The building occupied for many years by Vetterlein Brothers, 144 N. 5th Street, and from which its Philadelphia factory was removed some months ago, changed ownership during the week, having been taken over by S. Walter, paper dealer. The Vetterlein firm, however, will continue to maintain offices in the old headquarters. The holiday offerings are the La Cordelia in Club House and the Saba Rosa in Londres size.

O. R. Rice & Co., 5019 North Broad Street, have enlarged the size of the Rice Moistener, which is used everywhere throughout the United States. The thin model has been abandoned, and the Philadelphia representative, Maurice Kahn, says the new size is a great advancement over the old models. It is 24 inches in size, and its absorber will take in one and a quarter ounces of water for every square inch; the old style taking in but ⅞ of an ounce. It is guaranteed to be a purifier of water and a germ killer, and to have absolutely no deleterious effect on tobaccos. It is entirely odorless. A special size is made for manufacturers to be placed under the shelf or in the vault. Mr. Kahn points out that the use of a moistener is a measure of economy for even the small dealers, because cigars allowed to dry out easily break in storage, as well as in shipment.

### Closing Banner Year

The 44 Company is closing a banner year for both the namesake, the Forty-four and for the Adlons. These are now being marketed in 1/100's for the holiday trade, but this style will be permanently maintained. The Adlons are produced in three sizes, and the Forty-fours in two. The packings are of imitation cedar and are very effective. An extensive advertising campaign is being planned for the New Year, an apportionment of $200,000 it is understood having been set aside for this district. Manager M. A. Funk was in attendance during the week at the meeting of executives and managers of the Consolidated Cigar Co. at its headquarters in New York, and tremendous enthusiasm was shown there. Policies for 1922 were outlined in anticipation of even far larger sales than were enjoyed this year. Mr. Funk will soon open up an advertising campaign through Michigan and Indiana, with Detroit as headquarters. He leaves for this territory, December 15. On February 1 he will give particular attention to a sales campaign throughout New York state.

## Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Morro Castle* —Dec. 7

| | Cases |
|---|---|
| United Cigar Stores Co. | 5 |
| R. E. Lane | 18 |
| Benson & Hedges | 3 |
| Charles & Co | 2 |
| B. Wasserman & Co | 11 |
| G. W. Faber | 55 |
| Acker, Merrall & Condit Co | 1 |
| G. Nicholas & Co | 6 |
| G. S. Nicholas & Son | 4 |
| Park & Tilford | 27 |
| J. Haas | 1 |
| New York & Cuba Mail S. S. Co. | 29 |

### Tobacco from Cuba

*S. S. Morro Castle* —Dec. 7

| | Bales |
|---|---|
| A. Hussey Leaf Tobacco Co | 10 |
| Congress Cigar Co | 12 |
| M. A. Suarez & Co | 8 |
| L. Dankowitz | 3 |
| Max Schwarz | 14 |
| E. Rosenwald & Bro | 265 |
| S. Hernandez & So | 1 |
| S. Ruppin, Inc | 10 |
| Ernest Ellinger & Co | 38 |
| Stern, Mendelsohn & Co., Inc | 20 |

| | Barrels |
|---|---|
| A. Hussey Leaf Tobacco Co | 8 |
| F. W. Fox | 25 |
| S. Rossin & Sons | 10 |
| M. A. Suarez & Co | 10 |
| B. Rovira & Co | 20 |
| B. Diaz & Co | 35 |
| M. Rosenberg & Co | 15 |
| S. L. Goldberg's Son | 13 |
| L. Dankowitz | 15 |
| Newman & Gashof | 5 |
| Hinsdale, Smith & Co | 123 |
| S. Ruppin, Inc | 126 |
| G. M. Beyea | 21 |
| Ernest Ellinger & Co | 63 |
| T. F. Healy | 4 |
| Max Schwarz | 69 |
| Greenhall Bros. | 15 |
| M. Lopez & Co | 10 |

| | Packs |
|---|---|
| Bernard, Judae & Co | 11 |
| J. Bernheim & Son | 93 |
| A. Hussey Leaf Tobacco Co | 1 |
| American Cigar Co | 31 |
| S. L. Goldberg's Son | 1 |
| J. Fernandez | 1 |
| Max Schwarz | 5 |
| Lichtenstein Bros. | 10 |
| G. M. Beyea | 36 |
| Ernest Ellinger & Co | 24 |
| T. F. Healy | 10 |
| New York & Cuba Mail S. S. Co. | 630 |

### Cigars from Porto Rico

*S. S. Cayo Mambi* —Dec. 12

| | Cases |
|---|---|
| National City Bank | 3 |
| El Acoro Exp. & Imp. Cigar Co. | 2 |

*S. S. Caracas* —Dec. 11

| | Cases |
|---|---|
| Porto Rican-American Tob. Co. | 109 |
| United Cigar Stores Co | 143 |

### Tobacco from Porto Rico

*S. S. Caracas* —Dec. 11

| | Bales |
|---|---|
| Durlach Bros., Inc | 37 |
| Hamburger Bros. & Co | 5 |
| P. Lorillard Co | 600 |
| Porto Rican-American Tob. Co. | 50 |

| | Barrels |
|---|---|
| Durlach Bros., Inc | 112 |
| Hamburger Bros. & Co | 51 |
| Rosenstadt & Waller | 158 |

*S. S. Cayo Mambi* —Dec. 12

| | Bales |
|---|---|
| David H. Delmonte | 10 |
| Edw. Lopez | 11 |
| Hauman & Kohn | 2 |
| American Sumatra Tobacco Co. | 150 |
| J. Cohn & Co | 50 |
| Pedro Costa | 121 |
| E. Rosenwald & Bro | 197 |

| | Barrels |
|---|---|
| David H. Delmonte | 22 |
| Hauman & Kohn | 6 |
| R. A. Eschevarria | 25 |
| Wm. Schall & Co | 100 |
| Durlach Bros., Inc | 50 |
| R. A. Eschevarria | 27 Packs |

### Tobacco from Antwerp

*S. S. Kroonland* —Dec. 12

Irving National Bank.....116 Cases
Universal Leaf Tob. Co..35 Hogsheads

### Tobacco from Rotterdam

*S. S. Rotterdam* —Dec. 6

| | Bales |
|---|---|
| C. J. Waxelbaum & Co | 58 |
| H. Duys & Co | 262 |
| American Cigar Co | 50 |
| E. Rosenwald & Bro | 64 |
| American Sumatra Tobacco Co. | 90 |
| Cullman Bros. | 62 |

*S. S. Westerdyk* —Dec. 11

National City Bank.....141 Bales
National City Bank.....487 Packs
W. Van Doorn (Bedford City, Va.) .....1 Box

### Tobacco from Hamburg

*S. S. Bayern* —Dec. 10

Equitable Trust Co.....730 Bales

### Tobacco from Puerto Plata

*S. S. Algonquin* —Dec. 9

Blackburn Trading Co....100 Seroons

### Tobacco from Demerara

*S. S. Maraval* —Dec. 8

W. S. Mathew & Son...2½ Hogsheads

## Kentucky Markets

(*Continued from page 17.*)

real quality and good condition sold very satisfactory to the growers. Leaf has less body and finish than was at first thought it would have. Lugs are mostly fairly clean, but some show dirt and field fire. The larger percentage of lugs offered today are from crops which were very well fired, and are of good brown color. Most of the low lugs were bought either for extract purposes or by speculators, it is thought. Unless there is an early improvement in price, many farmers will, no doubt, use their common lugs for fertilizer.—T. E. ELGIN & Co.

## Dark Weed Selling Well

HENDERSON, Ky., Dec. 10.—Close to $700,000 already has been paid to tobacco growers of the steaming district for tobacco sold over loose leaf floors in twelve sale days.

The largest amount paid in any single day was December 7, when $75,500 went into the hands of the growers. Banks have been having a hard time keeping enough cash on hand to pay off the checks each day.

Merchants are feeling the effect of the tobacco sales and many have been forced to order new goods for the first time in many months.

The prices paid for this year's crop came as a surprise to the growers, many of whom felt that prices would not average very much higher than last year.

To date 3,746,807 pounds have been sold at $17.80 average, a $10 higher average than last year. Bankers say that more growers have paid off notes and mortgages since tobacco has been selling than for two years.

Warehousemen declare that about one-third of the crop has been sold.

## Suit for $93,930

(*Continued from page 24.*)

ler, attorneys. The amount they seek to recover is $93,930. Mr. Nauman also as attorney for the Lancaster Trust Co. has sued Snyder as endorser of the Century Mfg. Co. of Elizabethtown, on two notes aggregating $10,500.

Thus ends the business career of a man who was considered the soul of honor in this community and whose word was a binding with merchants here as well as his bond.—DICKIE.


## CLASSIFIED ADVERTISEMENTS

### FOR SALE

| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP | 45c |
| CONN. CIGAR SCRAP | 15c |
| PICADURA SCRAP | 12c |

SAMPLES SENT ON REQUEST

J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

SALESMAN WANTED for Middle West and West, covering the jobbing trade, for a good reliable firm. Write to Alonzo, c/o Tobacco, 10 East 39th Street, New York City.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

# TOBACCO

ESTABLISHED 1886

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Vol. LXXIII. No. 8 NEW YORK, DECEMBER 22, 1921 Per Annum, $2.00 Six Months, $1.00


## New Co-Operative Association Elects Officers

**Burley Directors Get Into Quick Action—James C. Stone Named as President—Ralph M. Barker Elected Warehouse Manager—Judge Bingham Made Director at Large—Executive Committee Selected.**

LEXINGTON, Ky., Dec. 16.—James C. Stone, of Lexington, vice-chairman of the organization committee of the Burley Tobacco Growers' Co-operative Association during its formative period, was unanimously elected president and general manager of the new organization by the directors late Wednesday afternoon. Ralph M. Barker, of Carrollton, was elected warehouse manager, and executive committee was named consisting of President Stone, Judge Robert W. Bingham, of Louisville; James N. Kehoe, of Maysville; Bush W. Allin, of Harrodsburg. and John B. Winn, of Versailles.

No secretary was elected at this meeting, and except Judge Bingham's unanimous selection for director-at-large, no other officers were elected by the board. It is expected that the permanent directors-at-large from Ohio and Indiana will be named soon.

A happy solution of the deadlock in the Fourteenth district was reached late Wednesday night when Ben T. Wright, of Mt. Sterling, one of the largest landowners of the district, who has 1,600 acres of land in Bath county, was unanimously elected director by the delegates from Bath and Montgomery counties. The delegates had been deadlocked since Tuesday and had given up the job of choosing a director as impossible. Judge Robert W. Bingham got into communication with Clark B. Patterson, of Mt. Sterling, and John R. Crockett, of Sharpsburg, the contending candidates before the convention, and as a result the two county delegations, equally divided—five to five—came to Lexington and, after a conference with Organization Manager Joseph Passonneau, and still later with Judge Bingham, reached a unanimous agreement on Mr. Wright.

Both Mr. Patterson and Mr. Crockett after the result was made known, expressed themselves as well pleased with the election of Mr. Wright, and said that the growers of both Bath and Montgomery would be satisfied with the result of the election.

Judge Bingham also was pleased at the outcome of the contest, and the spirit manifested by both contenders and their delegates.

The directors yesterday took up the warehouse problem, and Manager Ralph M. Barker and the executive committee will confer soon on means of settling the warehouse problem.

The board unanimously adopted a resolution of thanks to Judge Bingham, expressing on behalf of the tobacco growers they represent, appreciation of Judge Bingham's unselfish leadership in the campaign which has resulted in the organization of a co-operative association of 55,000 members, and the pledging of almost 200,000,000 pounds of tobacco.

### The Directorate

The men who compose the board of directors of the Burley Tobacco Growers' Co-operative Association include the leaders in business, professional and agricultural life in their various districts, farmers and tobacco growers, lawyers, bankers, merchants, a circuit judge and one minister of the gospel.

All must be, under the terms of the organization contract, tobacco growers or the owners of land on which tobacco is raised by tenants on the shares, a land-owner who collects a cash rent not being eligible to membership in the association or to any official position in the organization except director-at-large.

## Cubans Protest Against Fordney Tariff

HAVANA, Dec. 18.— A demonstration was held here today against the Fordney tariff bill. Thirty thousand persons took part and paraded through the heart of the capital. The demonstration was orderly.

Carrying Cuban flags and wearing banners on which were inscribed in Spanish and English demands for a "square deal," and warning that the proposed tariff would mean "Cuba's ruin," the marchers made their way to the presidential palace, where they disbanded.

## Would Keep Women From Smoking in Public

The girls of the Greenpoint section of Brooklyn, the moral balance Boro of little old New York, don't smoke and their Alderman, Peter J. McGuiness, deciding that smoking was not becoming to the fair ones of the greater city, introduced an ordinance in the Board of Aldermen today making it a misdemeanor for any restaurant proprietor to permit "a female to smoke in his establishment" under the penalty of a fine or a sojourn in the city prison.

The other Aldermen thought so much of McGuiness's ordinance that they referred it to the Committee on General Welfare for further action. While McGuiness is a regular fellow and all that sort of thing, his colleagues say, he is entitled to his own views on smoking by women.

The McGuiness ordinance provides that "no person, firm or partnership, corporation or association, owning, or controlling either as a proprietor or manager, any hotel, restaurant, place of public entertainment or place of public resort where people gather for purposes of refreshment or entertainment, shall allow any female to smoke in their establishment."

The penalty for allowing the fairer sex to smoke in public is to be a fine of not less than $5 or more than $25, or by imprisonment in the City Prison for not more than 10 days.

## Tobacco Lunch Club

No, Tobacco Lunch Club does not mean a place where tobacco is eaten for lunch. It means conveniently located club rooms in the tobacco district of New York, where gentlemen engaged in the tobacco business may meet and eat wholesome food prepared by an expert French chef, and incidently talk and exchange news and views regarding incidents and events of interest to the trade generally. This briefly outlines the objects of a friendly business club which the popular Sam Levine, of H. Duys & Co., has suggested and is working to organize. The benefits of such a club are so perfectly obvious, that it seems unnecessary to mention them.

Numerous other lines of business and professions have clubs for similar purposes. Why not one in the tobacco business?

## The Tariff Delay

WASHINGTON, D. C., Dec. 20.—The tariff situation has changed very materially in Washington recently. Whereas there was a very determined effort to "stall" off the enactment of the tariff bill possibly until after the November elections, the effort now is to enact the bill into law as early as possible so that it might be operating smoothly before the November elections. There is no question but what it was learned by Congress that industry was not willing to wait such a long time for a tariff law and therefore the very sudden and about change.

In spite of this apparent desire on the part of Congress to rush the tariff bill, those who are in closest touch with the situation feel that it will be at least May 1 before the bill can become law. The reasoning which has been used in this connection is that the Finance Committee will complete its hearings on the bill by January 1 and that it will then take at least as long for the committee to rewrite the bill. This brings the time to February 1. In view of past experience it seems entirely reasonable to assume that the Senate will consume at least a month in discussion of the bill on the floor, which will bring the time to March 1. In view of the length of the bill and the great number of changes which will, of course, be made in the bill by the Senate, it is certain that the bill will be in conference for at least a month, bringing the time to April 1. The bill then has to go to both the Houses of Congress for acceptance of the conference report, and in view of the many changes which will undoubtedyl be made in the bill and allowing for enrollment of the bill, signatures, etc., this will undoubtedly take another month, bringing the time to May 1. The time allowances in this estimate are conservative if anything.—LAMM.

## Cigar Shipments into Southern Classification Territory

The Tobacco Merchants' Association in a special bulletin says:

"We are pleased to announce that after continuous efforts stretching over a period of years, the Southern Classification Committee has finally been prevailed upon to grant the same rating on cigars in corrugated and solid fibre boxes as now apply to the same in wooden boxes—in other words, a rating of Class 1, instead of 3tl, at at present.

"According to our information, which is based upon advance unofficial advice, Supplement No. 13 to Consolidated Classification No. 2, effective about January 22, 1922, will provide for this change in rating in the Southern Classification Territory."

## Tobacco Salesmen's Newark Branch Meeting

NEWARK, N. J., Dec. 17.—The Tobacco Salesmen's Association of Newark, N. J., held their regular monthly meeting at 9 Belmont Avenue. The president, Abe Brown, was in the chair. The attendance was large and enthusiasm for the coming ball was great.

The ball committee reported 1,600 tickets had been sent out and each and every member was striving hard to sell these tickets.

The chairman of the press committee reported that he had been received very kindly by the manufacturers, jobbers and trade press and that there will be quite a journal this year.

## Mexican Duties on Tobacco Increased

WASHINGTON, D. C., Dec. 20.—A revision of Mexican import duties has been ordered by a decree to be effective January 1, according to a cable received by the Department from Mexico City. The advances as ordered by the Minister of Finance are for revenue purposes and consist of increases of 25 to 100 per cent over the duties now in effect.

The changes include the increase in leaf tobacco and manufactures of tobacco by 100 per cent.—LAMM.

## A Tobacco Survey

WASHINGTON, D. C., Dec. 20.—The Department of Commerce in its monthly survey has the following to say regarding tobacco:

"An increased output of tobacco, though considerably under last year, was forecast by the November crop report. Production of tobacco manufactures declined in September, but cigarette production was still much higher than last year. Stocks of all products were less at the end of the third quarter than at the previous quarter, but greater than a year ago. Exports of unmanufactured leaf tobacco gained in October and exceeded October exports in 1920. There was no change in the price of tobacco."—LAMM.

# Indiana Holiday Business Shows Improvement

## Special Packings Have Sold Exceptionally Well—Not Much to Complain About—Building Expansion Expected to Help Tobacco and Other Industries—Hoosier State's Weed Production—Madison Market Crowded—Trade Notes.

INDIANAPOLIS, Dec. 17.—Holiday business looks better than was expected a month ago. Orders to the big distributors seem to have picked up and the manufacturers say their special holiday goods have sold exceptionally well, all conditions considered. There is little of which to complain, with the exception that there might be more business.

Credit conditions appear to be improving and there is nothing to indicate that they will get worse again. The retailers are now able to meet their demands and money is a little easier. There is every indication that business will open slightly better during the early spring.

The building interests this year maintained employment for much of the surplus labor that lost work when the factories shut down. The builders predict that next year will see all building records broken in the city and this automatically will help general business conditions, including tobacco.

### With Wayne Tobacco Co.

George A. Frederick, of Fort Wayne, has accepted the position of general sales manager with the Wayne Tobacco Co. and will be associated with A. H. Buck in the direction of the business. They plan to establish many branch offices throughout the state for the distribution of the leading brands of cigars. Mr. Frederick for the past twelve years has been with the G. E. Bursley & Co., as sales manager for that company. He was tendered a dinner at the Chamber of Commerce recently by forty of his office associates and traveling salesmen of the company, at which D. F. Waterfield, department manager and buyer for the Bursley Co., acted as toastmaster. A number of talks were given by officials and employees of the company. Mr. Frederick expressed his regret at severing his connection with the Bursley Co. in response to the talks, but said he desired to engage in business for himself, as he would do in his new connection with the Wayne Tobacco Co.

### Secures Judgment

Judgment of $306.67 was secured recently by the Hamilton-Harris Co. of South Bend, in a trial which lasted an entire day in the Elkhart city court. The claim secured was for cigars which the Hamilton-Harris Co. averred was sold to Roy Blanchard, proprietor of the Central Cigar Store, at 503 South Main street, and which was never paid. The goods had been sold to Blanchard by A. F. Duke, a salesman of the Hamilton-Harris Co., who is now dead. Blanchard has contended that the goods were never delivered to him.

### Indiana Tobacco Crop

Officials of the State Agricultural Department have completed their figures on the tobacco crop in Indiana, which are as follows:

Clark county, Indiana, produced 265,000 pounds of tobacco. She signed up 205,000 pounds for 1921. A total of 77.4 per cent. Dearborn county, Indiana, produced 1,100,000 pounds of tobacco in 1920. She signed up 800,000 pounds for 1921. A total of 78 per cent; 240 contracts. Franklin county, Indiana, produced 1,148,000 pounds of tobacco in 1920. She signed up 850,000 pounds. A total of 74 per cent; 210 contracts. Jefferson county, Indiana, produced 2,179,755 pounds of tobacco in 1920. She signed up 1,349,155 pounds 1921 crop. A total of 62 per cent. There were 527 contracts issued. Ohio county, Indiana, produced 743,838 pounds of tobacco in 1920. She signed up for 1921, 637,038 pounds. A total of 85.6 per cent, there being 265 contracts issued. Switzerland county, Indiana, produced 2,166,650 pounds of tobacco in 1920. She signed up 1,310,972.

A large tobacco barn owned by John Steinberger near Madison, Ind., was destroyed by fire recently. Part of the loss is covered by insurance.

### Loose Leaf Sales at Madison

Tobacco sales at the Planters' loose leaf warehouse at Madison continue with a steady market on all grades. The range in prices this week is 10 to 75 cents a pound. Receipts continue heavy. Drivers of wagons loaded with tobacco are compelled to stay in line several days before their wagons can be unloaded. Some tobacco is being received by rail from central Indiana. Sales are marked by few rejections.

### Advertising Campaign

The H. Steffen Cigar Co., of this city, has launched out into a campaign of advertising in the daily press pushing the sales of Faust & Gretchen, Tishimingo & Maurice Thompson cigars. The campaign as outlined will be confined entirely to the Indianapolis district at least for the time being, and the dealers in the district are being urged to get back of the advertising in the displays and other accredited forms of advertising in order to couple up the two efforts.

### Teachers Pass Resolutions

Resolutions condemning the use of tobacco in any form by boys and girls of school age and insisting on the enforcement of the State anti-cigarette law were passed recently at the closing session of the fifteenth annual meeting of the Southwestern Indiana Teachers' Association. The resolutions also opposed any effort on the part of the Congress or any other agency to weaken the Volsted Act or the Eighteenth Federal Amendment.

### Planning New Building

Hamilton-Harris Co., of which Lucius O. Hamilton is president, is planning the construction of a warehouse and office building at Kokomo, Ind. The new building will cost approximately $100,000 and will be three stories with basement. It will be 32 feet wide and 166 feet long. Architects now are preparing sketches and officials of the company hope to be in shape to build early in the spring.

Whitelaw Wright, of Marion, Ind., who for many years has been assistant cashier of the First National Bank of that city, has resigned his position and accepted a position with Hamilton-Harris & Co., wholesale tobacco house. Mr. Wright will be identified with the Kokomo branch and has already taken up his new duties.

Frankfort will soon have another up-to-date cigar store, when the final plans and installation of furnishings have been completed on the west side of the square, formerly occupied by Terpinas Brothers. John O. Frye, who purchased the restaurant operated by the Terpinas, stated recently that the furniture for the cigar establishment should arrive shortly.

# San Francisco Retail Stores Now Showing Style

## "Perked" Up in Holiday Dress, and Presenting Evidences of Cheerfulness—Wholesale Establishments Also Display Seasonal Spirit—Cigars, Cigarettes and Tobacco on Dress Parade—Trade Jottings.

SAN FRANCISCO, Dec. 6.—Retail stores of San Francisco are taking on their holiday dress, with Christmas packings of cigars, cigarettes and tobaccos, as well as candies, placed in the most conspicuous places. Wholesalers, too, have caught the spirit of the season and are placing added stress on their holiday lines by ample displays in their salesrooms. That retailers are showing a better attitude is the general report from the wholesale and jobbing trade, the past few days marking a decided change for the better. Buying has not been heavy, but everybody seems to be making a point to stock holiday lines, believing that the Yuletide season of 1921 will be particularly prosperous for the cigar, cigarette and tobacco industry. Without doubt there is much in this opinion, as Christmas buying is tardy and that will mean an eleventh-hour rush.

### For Mutual Benefit

A movement has been started in San Francisco to arouse a spirit of co-operation among the wholesalers and jobbers, with a view to a united campaign to promote greater sales for their products. Jobbers and wholesalers are to assemble at weekly luncheons, at which plans will be considered for advancing the interests of the industry, much as has been done in a number of other industries. It is possible that a slogan may be adopted and that some combined advertising will be done, with the thought ever in mind of making more sales of cigars, cigarettes and tobacco.

### Has St. Elmo Line

M. Mirsky, Third street jobber, announces that he has taken the line of St. Elmo cigars, made by the St. Elmo Cigar Co. of Los Angeles. The St. Elmos come in three sizes, 10-cent, two-for-a-quarter and fifteen cents.

### A Price Concession

Announcement is made that Lucky Strike cigarettes have been reduced from $8 to $7.75, without a change in the retail price.

### Extensive Holiday Run

The Joseph Rinaldo Cigar Co. reports an extensive holiday business on various brands. Ten-cent Palos are oversold and there is a big run on Little Pals. The Say-So holiday packages have been one of the big hits of the season, according to the Rinaldo Co. These come twenty-five in a tin box and are being sold at the same prices as the twenties. A shipment of 100,000 J. A. Z. cigars has been received by the Rinaldo Co. This cigar, which is a newcomer, is going fine.

### Again at the Golden Gate

M. A. Gunst, Sr., of the General Cigar Co., returned today from New York, where he visited for several weeks. A. S. Lichtenstein, Fresno representative of the company, was a visitor in San Francisco last Saturday.

### Popularity Demands It

Announcement is made by the General Cigar Co. that as the result of popular demand Robert Burns Imperials, three for a half, have been placed on the market again. These are packed in fortieths.

### Interesting Displays

The Harry Bercovich Cigar Co. is showing a number of interesting Christmas displays at its various stores. Mr. Bercovich reports that the company's exhibits at the California Industrial Exposition in the Civic Auditorium have attracted wide attention.

### Justly Proud of His Line

When we called on Sam Israel today he showed us, with great eclat, and justly so, his Christmas display of cigars, cigarettes, tobaccos and candies. Same, of course, has laid great stress on Garcia y Vegas, but all Christmas packings of other brands are also there. The Jackson street jobber finds business much better and looks for a big holiday trade.

### Chancellors by Express

H. H. Manley, representing the Chancellor cigar, is in San Francisco, making his headquarters at the office of H. L. Judell & Co., San Francisco representatives. Chancellor Straights are oversold, it being necessary to rush out express shipments.

### Manila Cigars in Large Quantities

H. L. Judell & Co. report that they are receiving large shipments of Manila cigars, with more to come. The steamer *Hoosier State* is bringing a large consignment of Fighting Bobs. M. R. Smith, who at the time of the exposition was a member of the Judell staff, is again as-

(*Continued on page* 27)

5th INTERNATIONAL TOBACCO TRADE
EXHIBITION
To be held in
LONDON, ENGLAND
MAY 8, 9, 10, 11, 12 & 13, 1922
ORGANIZED BY
The Leading Organ of The British and Colonial Tobacco Trade
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NOVELTIES (Pipes, cigarette holders, leather goods, etc.)
TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS
Write now for full particulars to
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Monument Station Bldgs. LONDON, E. C. 4. ENGLAND

# Those Reindeers Came to Albany with Full Loads

**After All, Everybody Got Something; Even Things Not Wanted —But Business Was Bully, Quite So, Indeed!—Holiday Trade at Dearstyne's—Pretty Things Come in Pretty Packs—Strolling with Stroller Cigarettes—Time for a Happy New Year.**

NEW YORK STATE CAPITOL DISTRICT,
Fast-Finish-Week, 1921.

"Don't bother me, I tell yuh, I ain't got no time to talk!" panted Sam Ash, scurrying back and forth behind the counters o' Stubb & Ash, Inc., wholesale and retail tobacconists to the throngs of holiday buyers. "What's the use o' yellin' yuh ain't had nu dinner—neither should I, y' unnerstan'."

"I know, Sam, but we can't stand this rush without something to eat!" insisted Jim Stubb, getting a whiff o' fried shrimp from the Boulevard Rotisserie, next door. "Let's sneak out, one at a time, and get some fodder. I'm starved. This gang o' price appraisers can wait 'til we get back!"

"What! Chase out all this good trade we been lookin' for so long? Not on your life," gritted Sam Ash, wrapping up the wrong pipe. "Not a thing shall I eat until New Year's while this keeps up!"

**To Paul Came, Great Gifts, Also!**

"Sure, don't do anything to stop the flow o' merchandise!" begged Paul Wessels, looking around the store for the pre-Xmas pile o' General Cigar Co. products. Give 'em all the Bobby Burns, White Owls, Van Dycks, and so on that they'll pay for.

"And, let me tell you, I've certainly had a wonderful holiday business. It all came in a bunch. Slow, very slow, at first. Then, with a rush, it was better than ever. I've already had a very Merry Christmas, I assure you!"

**South Pearl Street Got Some, Too!**

"Same with us—we got our share," claimed Earl Goodrich, saying a word or two for the Dearstyne Brothers Tobacco Co. "Pipes and cigars led the procession, as usual. Quite a big stack o' cigarettes were also sold. Novelties fair.

Seal Skin and Ottina cigars have been our pet issues. Garcia-Grandes, Blackstones, Havana Ribbons, Forty-Fours, and several other brands likewise went well. And our retail store and warerooms are now about ready for inventory—cleaned out!"

**And They Looked Their Prettiest!**

"Glad to hear it," smiled T. J. O'Connell, closing his Tobacco Products order book on the last item for the yelping year 1921. "I have just finished my territory for holiday wrappings of Egyptian Prettiest and Natural cigarettes.

"Some few dealers were out of them entirely, and I have now supplied the complete demand, I hope. Those jobbers and retailers who have not been able to obtain any more of our pretty packings can still wire for a drop shipment from the factory. It will be rushed by express or parcel post in time for the final round-up, I'm sure!"

**Trying to Beat the Bush!**

"Some round-up Boss Bush had in Albany last week!" commented Jim Stubb, ceasing fire for five minutes, no matter how fast and furious the crush. "You know Bush. He has the Stroller cigarette department for the Tobacco Products.

"Well, from the name of 'em—Stroller—you'd instantly know there was no hurry about it at all! Merely a sort of a lackadaisical procedure, calm and serene. Sure, the same company has the Serene brand, too, and that's the impression that's desired—cool and comfortable, thank you kindly!

"But this didn't suit Bush. Not at all. Bush wanted action. You get me—pep! So he lets it be known at the Dearstyne Brothers Tobacco Co.'s wholesale house that he's got a good job for ten (10)—count 'em—ten good men.

"They came. Not ten, but ten times ten! To be more accurate, the exact count of the jobless and friendless was 1010, plus (!) Most of 'em were of that well-known Coxey-Le Doux type—out of work since the Panama Canal was finished.

"From the grand total, however, Bush selected ten with fairly clean shaves and vests. And he ringed 'em around-the-rosy and told them what he wanted, jig time. Then he gave each new Stroller a big bundle o' Stroller cigarette samples with a sectional map of the city, and he shooed 'em out.

"They were to report back at 5 p. m. So Bush hustled out to see the boys at the bat. One he found up on Broadway, at the Federal Signal Works. Another he spotted down town, covering the Chemical plants. And the rest? Well, Bush at last admitted that they couldn't be located.

"With the remainder of the city map in hand, Bush went back to Dearstyne's and waited for 5 o'clock. It came. Those same two strollers wandered in. They said they were able to get rid of the samples. And Bush waited for eight more scouts to report. Nothing doing. Not up to 5.30. Not up to 6 o'clock.

"Supper time came and Bush went to get it. After supper (nix on that dinner stuff) Bush came back again to wait for the rest of his strollers. No come. And they never came. Not even to get their money. So Boss Bush will tell you there ain't anything to this here unemployment gag. Ask him. He's seen men out o' work, sure—but they're all strollers, minus even the 15 cents to grab off a pack of Bush's best bet, the Stroller."

**How Would A-Happy-New-Year Go Now?**

"Hey, Jim, come over here, wilya, an' help these here strollers pick out their Christmas pipes!" shouted Sam Ash, almost buried to the bald circlet with holiday trade. "How should I wait on even half them customers unless yuh pitch in, too? Cut out that Hot Chair Club chatter 'til New Year morning, unnerstan' me!"—THE SMOKER.

## Baltimore Dealers Feature Favorite Brands

BALTIMORE, Md., Dec. 17.—Among the brands of cigars displayed to advantage in the window of A. Fader & Son, 210 E. Baltimore street, are Lucado, Bettina, Fader, and Iraba. An attractive center figure is composed of smokers' articles and pipes.

A decided improvement to the neighborhood is the new W. B. & A. Terminal cigar and confectionery store, located at Howard and Lombard streets. The spacious quarters affords ample room for display of the complete stock of popular brands such as El Roi-Tan, Admiration, Muriel, Robt. Burns, Monument Square, Gonzalez and Sanchez, Nacirema, and Cincos.

Due to advantageous position near the entrance of Spetzler Drug Co. store the cigar stand is "doing nicely, thank you," according to manager Fred Fink. Smokers may select from well-known brands as El Producto, Muriel, Admiration, City Club, and Gonzalez & Sanchez.

Quick sales and small profits is the axiom that Max Katz applies to his business at 421 N. Calvert street. All of the popular brands of cigarettes and cigars are sold at concessions and Max says business is good.

Fred Weber of the Merchants' Club had all of the local jobbers scouring the town for a carton of Red Kamels last Tuesday. After the search ended he expressed the hope that in the next world all camels will be of the same color. This club enjoys a splendid demand for imported cigars by the box.

New window display sets featuring El Poderso cigars are being shown at Winter's 1416 N. Charles street. A complete stock of 25's of the popular brands places this stand in a favorable position to cull its share of the X-mas trade.

L. P. Kornmann is a member of the Grand Jury for the Fall term, and during his absence his son O. Kornmann is ably managing the business at Gay and Asquith streets. Besides a complete stock of standard brands of cigars this stand has a large supply of smoking and chewing tobacco.

Aided by a varied and complete stock advantageously displayed, the clever sales methods of Manager L. R. Funk should be productive of big holiday business for M. S. Kahn & Co., Lexington and Liberty streets. This stand enjoys a large female patronage and Mr. Funk is doing all in his power to make it easy for the ladies to purchase their gifts for the men.

Attention to the exceptional quality value in Caton cigars is being brought to the smokers of Baltimore by J. F. Obrecht & Co., 211 S. Hanover street, in a series of advertisements. They are also distributers of the Madame Butterfly cigar and feel encouraged by the increase in sales.

John Tyler and Flor de Moss cigars are among the specials featured by Sopher & Debowis, Baltimore and Howard streets, this week. One of the leaders was a combination gift consisting of a pipe, tobacco pouch, and cigarette holder for 98 cents.

An innovation in department store merchandising was noted this week at Stewart & Co., Howard and Lexington streets, in the addition of a cigar counter on the main floor. Popular brands of cigars in holiday packings are featured and a large sale to the patrons should result.

William Boucher & Sons have on display one of the largest stocks of Humidors and smokers' accessories ever shown locally. The advance sales are very encouraging and presage big business for the coming two weeks.

The busy corner at Liberty and Baltimore streets, is now being operated by Berkow Bros. as a first class cigar and confectionery store. These two popular young men with up-to-date merchandising methods should make a well earned success at this location. Popular brands at fair prices are sold.

That the slogan, "shop early," is being felt by local dealers, came to light in the shortage of holiday packings of Fatimas, and Pall Malls. Jobbers stocks are severely depleted of these brands and many dealers are unable to make replacements.

Two very attractive displays of Monument Square cigars made by H. C. Pfaff & Co., Light and Lombard streets, are located in the windows of Fouch, North and Charles streets, and Mixson, St. Paul and 21st streets.

George Schafer & Co., are featuring P. of B. club cigars in three sizes namely, 10 cents each, 2 for 25 cents, and 15 cents each. As usual during this time of the year they are packed in boxes of 25 for the holidays.

Tom O'Neill and his crew are "sure" making Strollers sell here. In just a week's time the demand has increased over 500 per cent, and they have only scratched the surface. Wait until they strike rock bottom.—ORIOLE.

# Chicago Leaf Houses Are Resting on Their Oars

**Some Minor Sales Being Made, but They Are Not Numerous Enough to Cause Excitement—Look Forward to Oncoming New Year with Hope—1922 Seems to Hold Out Promise—Recent Visitors in the Windy City.**

CHICAGO, Dec. 17.—This is the manufacturers' and dealers' season, according to members of the leaf trade here. They have decorated their windows and fixed up their stores in a most alluring manner and it looks now as though they are going to close a very good business this year. The leaf trade is of course interested in the number of cigars moved across the Christmas counters because it means that leaf will be bought next year.

"The leaf trade during December does not expect much business," said another leaf man. "We sold our stocks for the Christmas trade some time ago, and with the exception of a few orders for small amounts, we are not doing very much business. But we are pleased to hear good reports from various sections of the country which indicate that dealers anticipate a good demand for cigars next year."

Manufacturers throughout the west and northwest are said to be very busy turning out last minute orders.

A quiet spell has settled upon the leaf trade which will probably stay with it until after the holiday season. But these houses have by no means suspended action in the field. Their salesmen are still on the road, and some of them are reporting that 1922 promises to be a very good year from present indications.

The mail order houses are doing a fair business still. Their orders are said to be mostly small ones which are placed by the manufacturers to take care of the demand for the balance of the year.

The manufacturers, it is felt here, will enter 1922 in a much better financial condition than they started 1921. They will be able to plan for bigger and better business, which general conditions prohibited at the opening of this year. Many of the leaf men here say they feel certain the low supply of stock on hand in the manufacturing establishments will aid in a return to a more normal basis of business in the trade.

Leaf merchants in this market have been receiving orders but these are for future delivery. Advance orders for January delivery have been coming in lately and even some orders which instruct the leaf men to hold shipment until February. Following the taking of inventory by the manufacturers, it is felt that business will start moving ahead at a new rate of speed. Members of the leaf trade here look for rapid improvements next year, and while they do not predict any radical change in turnovers immediately, they think that by spring, signs of gradual improvement will have shown themselves.

If cigar sales over the Christmas counters run up to the expectations of some of the members of the trade, there will be little stock carried over, for manufacturing is said to have been done on a very close basis.

**Recent Visitors**

W. F. Axton, wholesale tobacco merchant of Louisville, Ky., was in the city recently on a buying trip.

H. N. Boyd of Cheyenne, Wyo., spent a few days in Chicago visiting members of the trade here recently. Mr. Boyd operates a wholesale tobacco business in the Wyoming city.

W. H. Kiddow, wholesale cigar dealer of Tiffin, Ohio, was in the city last week, making his headquarters at the Sherman House for a few days.

Charles P. Haase and Mr. Willig, both identified with the American Malaya Trading Co., of New York, importers of Sumatra and Java tobacco, have been calling on members of the trade here during the past few days. Mr. Willig handles the European end of the company's business, while Mr. Haase is the New York man, with offices at 136 Water street in the Metropolis.

**"Same to You"**

H. H. Sanders, the well known leaf broker of New York, has been in Chicago lately wishing every one a Merry Christmas. He believes in starting early. Business hasn't been so bad with him, either, for he put over a fairly good deal while in the Windy City, it is understood.

**Bought a Building**

RACINE, Wis.—Louis Duchman and Harry Grenninger have bought the building at 232 Main Street, where they are to open a cigar store.

TOBACCO
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, DECEMBER 22, 1921

## GREETINGS

Christmas is truly a time of hospitality, joy and merriment. The yuletide is, indeed, the season of regenerated feelings—the season for kindling not merely the fire of hospitality in the home, but the genial flame of charity and generosity in the heart.

Not being ubiquitous, it is, of course, physically impossible to meet and greet personally any considerable number of our numerous friends at home and in all civilized parts of the world, but we are with them, one and all, in spirit, and we most heartily greet them with the time-honored: Merry Christmas.

## CIGARETTES MAKING RECORD YEAR

Lower prices for raw materials combined with a record turnover will probably make 1921 the most prosperous year in the history of the cigarette manufacturers. In the first ten months production was at the annual rate of 53,500,000,000 cigarettes, a new high and more than three times the 1914 output. Leaf from the 1920 crop was off 50 per cent from the high of 1919. In the tobacco manufacturing business leaf represents approximately 30 per cent of production costs.

Cigarette manufacturers carry their leaf for several years and inventory it at cost. Thus their inventories did not experience the inflation from which other industries suffered. A company which before the war was carrying tobacco at 10 cents a pound found in 1920 that inventories averaged 40 cents, though they included leaf purchased well above that figure. When the 1920 tobacco was put in, this average came down to 30 cents.

One advantage to this group of manufacturers has been the expansion in demand during the last year, permitting them to work off a good amount of this high-priced leaf without any cut in prices.

Decline in raw materials has made it possible for companies to finance increased business without coming into the market for additional capital within the last year. Notwithstanding large increase in business Ligget & Myers paid off $20,000,000 of notes, and the American Tobacco Co., in addition to retiring $3,333,000 of its serial notes liquidated all its floating debt, which December 31 last amounted to $10,000,000.

Cigar companies are not so prosperous, but are doing fairly well. Cigar production in the first ten months was at the annual rate of 6,800,000,000 cigars compared with the high record of 7,900,000,000 cigars in 1920 and a pre-war average of around 7,200,000,000. There has been a steady improvement since the beginning of the year and it is expected that the American Cigar Co. will cover the $8 dividend on the $15,000,000 common and the General Cigar Co. the $6 on its $18,100,000 common.

As has been announced, two of the principal manufacturers have reduced cigarettes 25 cents a thousand. A third manufacturer has met these with a reduction of similar proportions. This is causing some concern, coming, as it does, at a time when cigarette consumption is the largest on record, and manufacturers now have to pay high prices for leaf. Prices for the 1921 tobacco crop are considerably above those for 1920. Cigarette manufacturers owe their prosperity to rapid turnover of large volume, rather than to wide profit margin. In the case of cigarettes wholesaling at $7 a thousand net, $3 represents internal revenue tax, leaving $4 for merchandise. Should this price-cutting proceed any further, it could not help but have a far reaching effect upon earnings results.

The American tobacco crop this year will approximate 1,000,000,000 pounds, compared with 1,500,000,000 pounds last year. The cigarette leaf marketed thus far is considerably above last year and it is expected that cigarette types will continue to bring prices well over those in 1920.

Inventories of the principal manufacturers December 31 should be well under those of a year ago. Some of them will be carrying their leaf under current market levels.

## TOBACCO PRICES ARE BETTER

On the day following the opening of the leaf tobacco market at Greeneville, Tenn., the Greenville *Democrat Sun* said in part:

"With an average of $32 per hundred for the floor sale of three warehouses yesterday, nothing going below $4, and $85 being the top price reached, Greene County farmers are very enthusiastic. An average of this kind as compared with that of last year, when the sales on opening day averaged only $8—one-fourth of yesterday's average—makes all Greene Countians feel encouraged and hopeful that the amount brought in this year by this crop will equal, if not exceed, that of last year, in spite of the decrease in acreage.

"But the best was not yet, prices started out splendidly this morning at Bernard's No. One, and while the top price for this floor was $85, nothing went below $8, and the whole break averaged between $35 and $40. The greatest enthusiasm was felt by planters in attendance, and everyone seemed well pleased with the amount they received.

"Tobacco is pouring into Greeneville by every road, indications are that many of the warehouses will fill up rapidly.

Altogether veteran tobacco men state that Greeneville has never had so auspicous an opening, and Greene Countians generally are well pleased. It was thought that the average this year would be an improvement over that of last year, but such marked rise was not anticipated by growers.

"Tobacco is coming in to Greeneville not only from Greene County, but from Bradley and Washington in large quantities, as well as North Carolina and Virginia.

"Between 90,000 and 100,000 lbs. were sold in the three warehouses yesterday."

## NOT TRUE TO FORM

A New Jersey Santa Claus was seriously burned when his false whiskers took fire from a cigarette he was smoking. That's what comes of failing to play a character part in character; 'twas the stem of a pipe that was clenched in his teeth. Santa Claus with a cigarette, indeed! 'Tis sacrilege.—*Greensboro News.*

## SMOKING FOR HIS COUNTRY

Official figures show that no matter how effective the crusade against tobacco eventually may be it has not thus far resulted in reduction of the amount of the weed consumed. Or to speak more accurately, for it can not certainly be stated that the consumption would not have been greater but for the crusade, if it has had the effect in reducing the amount of tobacco consumed, one wonders how much would have been required to supply the needs of the country had there been no crusade against it. The number of cigarettes manufactured in the United States last year was 62,000,000,000, of which 46,000,000,0000 were smoked in this country and the rest exported. Of course, millions of "tacks" were smoked by those who "roll their own."

But our smoking, of course, was not confined to cigarettes. We produced 20,515,096 cigars in 1920 and 3,979,568 of smoking tobacco and twist and plug for chewing.

The chief tobacco growing States last year, and we assume the same will be shown the case for this year, were Kentucky, with a production of 467,500,000 pounds, grown on 550,000 acres; North Carolina, with 384,120,000 pounds, grown on 582,000 acres, and Virginia, with 243,000 acres planted to tobacco and a yield of 177,390,000 pounds. The fact that a much heavier yield of tobacco is shown in Kentucky per acre than in the other two states is due to the fact that the burley is grown more extensively in Kentucky and is much heavier than the tobacco grown in Virginia and North Carolina.

While this country produces the greater portion of the tobacco of the world, we import from Cuba and Turkey. Now that the Government no longer receives revenue from the spirituous and malt liquors consumed, tobacco occupies relatively a more important place in the eyes of the department of the treasury. The various forms of tobacco taxes yielded a revenue of $294,267,609 in 1920, which was an increase of upwards of $80,000,000 over the year preceding.

So the smoker who may be spending liberally for his supply may console himself with the reflection that he is helping swell the is smoking for his country.—*Petersburg* (Va.) *Appeal.*

## DUTCH IMITATOR ARRESTED

British manufacturers of a certain brand of cigarettes (Grey) noticed a surprising decline in their sales in Holland. An investigation led to the discovery of an imitator. The Amsterdam police arrested the man and seized 500,000 cigarettes which he had in stock. The imitation was found to be almost identical in shape and make-up with the British original, although the quality of the tobacco was inferior. It was ascertained that the imitator had sold millions of his cigarettes in Holland.

## STANDARDIZED STORES

Standardization has been "the chain" store system's long suit. Nearly everybody is familiar with the exterior appearance of a Woolworth or a United Cigar store because they are all alike. It remains for a nationally-known system of grocery stores, however, to apply standardization within as well as without.

In all of these stores the stock in trade is disposed along the shelves according to a standard plan,—cans of corn here, tomatoes there, sugar somewhere else, etc. Not only does this method facilitate the work of the salespeople, but they can be transferred from one store to another when necessary and be as much at home in the new location as in the old.

# J. F. VAZQUEZ

As Agent of the

## Government of Porto Rico
## Tobacco Guarantee Agency

Extends to the Cigar Manufacturers, Jobbers and Leaf Dealers, and to All the Trade the

## Merriest of Merry Christmases

and the

## Happiest of Happy New Years

And hopes that the

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American Tobacco Company


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Dec. 19.—In the face of conflicting currents the general list showed no definite trend; prices were somewhat lower but stocks were not offered for sale in volume. Tobacco stocks maintained the best part of previous gains and in the case of Consolidated Cigar regained most of its big loss of the previous week. Figures reached and net changes for the listed stocks are as follows:

| | | |
|---|---|---|
| American Snuff | 112 | + 1¾ |
| American Tobacco | 132½ | — 2⅜ |
| American Tobacco B | 128⅛ | — ⅞ |
| Consolidated Cigar | 25 | +11½ |
| General Cigar | 67½ | — 1 |
| Liggett & Myers | 163¼ | + 3¼ |
| P. Lorillard | 154 | + 1 |
| Tobacco Products | 63¼ | + 4¾ |
| United Retail Stores | 53 | + ⅛ |

The announcement by United Cigar Stores that provision for expansion of business by new financing affords an opportunity for investors to pick up a high-grade preferred stock at a reasonable figure. The company is to issue $5,000,000 new 7 per cent cumulative preferred stock which is the same as the stock now outstanding except that it is callable at 125 instead of 140. At the same time there will be issued $473,000 of the old preferred stock now held in the treasury. Stockholders of both common and preferred will be entitled to subscribe at 103 and accrued interest; the ratio has not been announced, but will be in the neighborhood of one share of new stock for each seven shares of old stock held.

The unlisted preferred stocks continue in excellent demand and but little stock comes into the market.

American Cigar common exhibited further signs of heaviness and the approaching dividend date should tell whether this stock is very cheap or still selling too high.

The snuff stocks, Weyman-Bruton, and Helme, are eagerly sought for and there is little stock for sale, even at the present advanced levels.

American Tobacco Scrip, with the growing realization that its maturity date is not so far off as to warrant a difference in price from the stock on the Board of 15 points or so, is holding up in the face of a slight recession by the stock.

### Hudson Tobacco Co., Inc.

SYRACUSE, N. Y. Dec. 19.—The Hudson Tobacco Co. has been incorporated. Capital stock, $10,000. Incorporators, M. E. Hudson, J. W. Naats and E. L. Bort; attorney, B. Wiles, Syracuse.

### Cavour Cigar Co., Inc.

The Cavour Cigar Co., of New York, has been incorporated by M. A. Montaguino, P. and B. Alongee. Capital stock, $75,000; attorney, J. Weil, 233 Broadway.

### Wirth Cigar Co., Inc.

ELMIRA, N. Y., Dec. 19.—The Wirth Cigar Co., of this city, has been incorporated. Capital stock, $100,000. Incorporators, C. M. and A. C. Wirth and H. G. Wright; attorneys, Mandeville, Personius G. Newman, Elmira.

### Western Briar Pipe Co., Inc.

CHICAGO.—The Western Briar Pipe Co. has been incorporated, with a capital stock of $100,000. Incorporators, Alma M. Plange, Henry Hunkel and Rose Benjamin.


# Tucker, Anthony & Co.

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Boston, Mass.

557 Pleasant Street
New Bedford, Mass.


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 111 | 113 |
| American Snuff pfd | 87 | 91 |
| American Sumatra | 31¾ | 32 |
| American Sumatra pfd | 65½ | 69 |
| American Tobacco | 132½ | 133½ |
| American Tobacco "B" | 127¾ | 129 |
| American Tobacco pfd | 94 | 96 |
| Consolidated Cigar | 24 | 25 |
| Consolidated Cigar pfd | 59½ | 61 |
| General Cigar | 67¾ | 68½ |
| General Cigar deb | 95 | 98 |
| General Cigar pfd | 101 | 101⅞ |
| Liggett & Myers | 160 | 167 |
| Liggett & Myers "B" | 160 | 168 |
| Liggett & Myers pfd | 107 | 108 |
| Lorillard, P. | 154 | 155 |
| Lorillard, P. pfd | 102 | 112 |
| Tobacco Products | 62½ | 63½ |
| Tobacco Products pfd | 87 | 90 |
| United Cigar pfd | 102⅞ | 105 |
| United Retail Stores | 53½ | 53⅝ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com | 65 | 71 |
| American Cigar Pfd | 81 | 85 |
| American Mach. & Fdy | 125 | 150 |
| American Tobacco Strip | 114 | 117 |
| Bayuk Bros. Pfd | 80 | 90 |
| British-Amer. Tob. Co | 11½ | 12½ |
| Conley Foil | 13 | 16 |
| Eisenlohr & Bros. Com | 57 | 64 |
| Eisenlohr & Bros., Pfd | 86 | 91 |
| Geo. W. Helme, Com | 165 | 175 |
| Geo. W. Helme, Pfd | 100 | 105 |
| Hav. Tobacco Com | ⅛ | ⅜ |
| Hav. Tobacco Pfd | ½ | 1½ |
| Imperial Tobacco Co | 8½ | 9¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com | 80 | 90 |
| J. S. Young Pfd | 87 | 95 |
| McAndrews & Forbes Com. | 105 | 108 |
| McAndrews & Forbes, Pfd | 85 | 90 |
| Mengel Co., Com | 26 | 32 |
| Philip Morris | 4 | 7 |
| Porto Rican A. T. Co | 67 | 73 |
| Porto Rican A. T. Scrip | 70 | 85 |
| R. J. Reynolds "A" | 70 | 80 |
| R. J. Reynolds "B" | 35 | 37 |
| R. J. Reynolds Pfd | 106 | 108 |
| Schulte Retail Stores | 34 | 38 |
| Tobacco Prod. Export | 3 | 6 |
| Tobacco Prod. 8% Scrip | 99 | 101 |
| Tobacco Prod. 7% Scrip | 99 | 101 |
| United Cigar Stores | 115 | 135 |
| Universal Leaf Com | 125 | 135 |
| Universal Leaf Pfd | 97 | 102 |
| Weyman-Bruton Com. | 130 | 150 |
| Weyman-Bruton Pfd | 100 | 105 |

## Weyman-Bruton's Report

Report of Weyman-Bruton Co. for nine months ended September 30, 1921, filed with New York Stock Exchange, shows net after depreciation and federal taxes of $1,371,187. After payment of preferred dividends balance was $1,116,275 equal to $16.85 a share earned on the $6,623,800 outstanding common stock.

Consolidated income account for the nine months follows:

| | |
|---|---|
| Net after depreciation and federal taxes | $1,371,187 |
| Preferred dividends | 254,912 |
| Common dividends | 496,770 |
| Surplus | $619,505 |
| Profit and loss surplus September 30, 1921 | $3,254,267 |

Consolidated balance sheet of Weyman-Bruton Co. as of September 30, 1921, follows:

Assets: Real estate, plant, good will, etc., $6,585,302, leaf, manufactured stock, supplies, etc., at cost $5,327,180, securities of subsidiary or affiliated companies $1,444,385, cash $1,372,205, bills receivable $5,625,423, accounts receivable $1,238,635, total $21,593,130.

Liabilities: Preferred stock $4,938,800, common stock $6,623,800, dividends payable $252,019, provision for advertising, insurance, machinery, etc., $3,699,468, bills payable $2,571,725, accounts payable $253,051, surplus $3,254,267, total $21,593,130.


# Tobacco Stocks

American Cigar
Am. Tob. Div. Scrip
Geo. W. Helme
MacAnd. & Forbes
Mengel Co.
Porto Ric. Am. Tob.
R. J. Reynolds
Schulte Ret. Stores
Tob. Prod. Scrip
United Cig. Stores
Weyman-Bruton
J. S. Young

We buy and sell all the *Unlisted* and *Inactive* tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*

52 William Street, N. Y.

Tel. Hanover 7733


## American Can

Reports that American Can Co. is considering the immediate inauguration of dividends on the common stock are denied in official quarters. On the appearance of strength in American Can common, the speculative community has a habit of talking early dividend payments on the junior issue, but the recent rise in the stock was attributable to the better outlook for earnings next year, rather than to any new developments regarding the dividend situation. In addition to earning the preferred dividend in 1921, American Can will show a small balance for the common stock, but it is stated that the directors have given no thought to the question of starting dividends at this time.

## United Profit-Sharing

It is understood that interests in control of the United Profit Sharing Corporation have agreed upon a plan whereby dividends will be paid, beginning with the first of the year, at the rate of 5 per cent each month. This plan will be continued for at least six months, and if the earnings hold up, as everything indicates, will be followed right through the year. Current earnings are the largest in the history of the company. Dividends have recently been paid at the rate of 20 per cent annually.

### Samuel Fisher Off to Europe

Samuel Fisher, of Storm, Fisher & Co., cigar manufacturers, 120 Maiden Lane, sailed yesterday a week ago, on the *S. S. Paris,* on a European trip. Mr. Fisher expects to be abroad about two months, visiting the Capitals as well as the manufacturing centers of England, France, Italy and Germany. Besides attending to several matters pertaining to the dye and chemical business of his son, E. Daniel Fisher, in which he is interested, he will take a well earned vacation.

## Dispute Excessive Profits Allegation

CINCINNATI, Dec. 17.—Cincinnati tobacco jobbers and retailers were displeased Saturday over the statement sent out from Cleveland to the effect that the public is paying 94 per cent more than in 1915 for tobacco and cigarettes despite the fact that the cost of raw tobacco is nine per cent less than in 1915. The survey of tobacco prices in Cleveland, local tobacco jobbers and retailers declare, makes it appear as though the tobacco jobbers and retailers are the worst sort of profiteers. As a matter of fact the local tobacco jobbers and retailers pointed out they are working on a smaller margin of profit than probably any other line of business.

Gerson J. Brown, of J. B. Moos & Co., tobacco jobbers, said: "It is a fact that for the most popular type of cigarettes retailing at 20 for 20 cents, the manufacturer receives but $4.06 net per thousand, without the Internal Revenue tax, which is $3.00 per thousand, or 70.9 per cent of which the manufacturer charges for his goods, and that for the most popular type of tobacco the manufacturer receives approximately 54 cents per pound besides the tax, which is 18 cents, or 33.2 per cent of the selling price. Every package of twenty cigarettes carries international revenue tax stamp that costs the consumer six cents; every package of tobacco of two ounces costing the consumer ten cents, carries an Internal Revenue stamp that costs two cents.

"On cigars the taxes are graduated. On the cigar sold to the consumer at eight cents only about 4⅓ cents goes to the manufacturer, while 1¾ cents represents the internal revenue tax. On higher-priced cigars the duties and taxes total up to 75 per cent of the manufacturers' prices.

"Official statistics of the Department of Agriculture show that the various types of cigar tobacco increased from 64.8 per cent on tobacco grown in Ohio to 196 per cent on Wisconsin tobacco, which rose from an average of 7½ cents per pound to 22 cents per pound. Burley and other types of leaf tobacco used for cigarettes and manufactured tobacco products, advanced from a minimum of 189 per cent. Burley district tobacco advanced 588 per cent from 1914 to 1919. Of course there has been some declines since, but it is the belief of the uninformed that because of these declining prices in 1921, corresponding decreases in the price of finished products should be made. It requires two years for a crop of tobacco to become ripe enough to go into the finished product, so that the price of this year's crop can hardly be considered as an element affecting the price of tobacco products now on the market, made of tobacco purchased at the peak price, and of which there is on hand a sufficient quantity to supply the needs for domestic consumption for two years to come."

"The gross profit of the retailer is 20 per cent," said J. E. Cruse, manager of one of the large retail cigar stores. "The present prices of cigars and cigarettes are justified. Prior to 1918 the Federal tax was $1.25 per thousand on cigarettes, while today it is $3.00 per thousand. The tax on manufactured tobacco prior to 1918 was six cents a pound, while today it is 18 cents."

## New United Cigar Issue

In connection with the proposed issue of $5,000,000 preferred by the United Cigar Stores Co. of America, a special meeting of stockholders has been called for December 27. Shareholders will be asked to authorize an additional $10,000,000 preferred bringing total authorized up to $15,000,000. The additional $5,000,000 will be held in reserve against future requirements.

The new preferred will be called "issue of 1921." It will be a 7 per cent cumulative issue, the same in all respects with the present preferred except that it will be callable at $125 a share instead of $145.

Common and preferred shareholders of record December 28, 1921, will be given the right to subscribe to the new stock. The rights will expire January 12, 1922. Subscription warrants will be issued.

The company has outstanding $4,527,000 of the old preferred stock, and this will be rounded out to a total of $5,000,000 by the issue of $473,000 of old preferred. Both common and preferred shareholders will be given rights to subscribe to this. The offering price on both classes of stock will be $103 a share. The Guaranty Co. has underwritten the issue, and will take at this price all shares not subscribed for by shareholders.

There are 328,653 shares of common outstanding and 45,270 shares of preferred, a total of 383,923 shares on which rights will be given. Worked on this basis, right to subscribe will amount to .0123 of a share of old preferred and .13 of a share of new preferred for each share of common or preferred now held. Reduced to plainer terms, for each 100 shares of common or preferred now held, stockholders will have the right to subscribe for 1.23 shares of old preferred and 13 shares of new preferred.

## Dunhill of London in Million Dollar Lease

Alfred Dunhill of London, Inc., has leased the large corner store in the Ziegler Building, at the Southwest corner of 43rd Street and Fifth Avenue.

The owner of this property is the Park Avenue Operating Co., Inc., J. Curry Watson, President, and it is understood that the Dunhill Company has taken this store for a term of twenty years, at an aggregated rental of over a million dollars.

Under the terms of this lease, the Dunhill Company is confined to this as its only retail shop in America, exclusively devoted to the sale of the Dunhill products and is not permitted to own, control or operate any other retail shops.

It is the intention of the Dunhill Company that the fixtures and general arrangements of this store, shall be unique and beautiful and embody many new features of such kind and nature as have never heretofore been employed in any high class tobacconist shops.

Several prominent architects are devoting their best efforts to the many intricate problems involved in this thought of new and exclusive retailing ideas. It is confidently expected that the result of their studies will establish a new era for American retail shops, catering to a high class clientele.

Of course, the "Dunhill Pipe" is known far and wide over this continent, but this store will introduce to the American public many other items of Dunhill manufacture, such as luxurious tobaccos, imported cigars appealing to the tastes of those desiring only the choicest blends, extraordinary cigarettes, cigarette holders embodying new designs, and ideas, etc.

Mr. Dunhill is also about to place on the market what he confidently asserts to be the finest golf ball ever made, "The Dunhill," which, together with other golfing accessories, will be an important feature of this store.

## Held in Court Action

PHILADELPHIA, Dec. 16.—Tobacco irregularities are the latest to attract attention of the investigation department of the Phialdelphia Association of Credit Men. Harry Paskin, who conducted a tobacco and cigar business at 905 Race street last spring, was arrested Wednesday by C. H. Keeler, the assocation's agent, on a warrant issued under the Absconding Debtors' Law.

At a hearing before Magistrate Grelis yesterday Paskin was said to have obtained $400 worth of goods from Bayuk Brothers, the Forty-four Cigar Company, the Bold Cigar Company and Frings Brothers in the last week of March. It was alleged that following the receipt of the goods he left and no trace of him was to be found by the creditors until Mr. Keeler located him.

This resulted in his arrest Wednesday. He was released yesterday on $1,000 bail.

Other arrests of tobacco dealers will follow soon, Mr. Keeler said yesterday. Quantities of goods have been procured on telephone orders and by messengers bearing forged orders.


F. M. Lockwood & Co.

*Stock Brokers*

***Members of The New York Stock Exchange***

INVESTMENTS

in

HIGH GRADE

STOCKS

AND

BONDS

*New York Office*

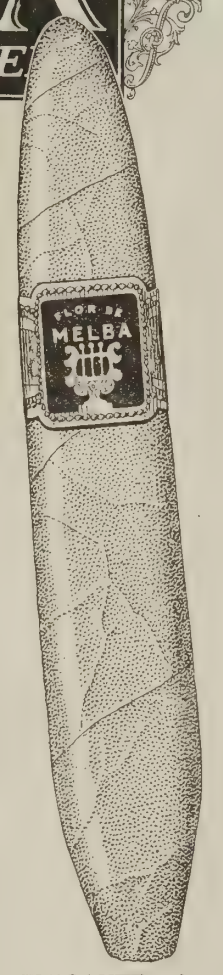
52 Broadway

*Southern Office*

Keyser Building, Baltimore, Md.

# The New

Flor de MELBA
The CIGAR SUPREME




ELEGANTE size 10c., 5 inches long, equal to best "before the war" 2 for 25c. cigars.

## a big increase in quality

### *no increase in price*

Watch the new Flor de Melba sell! Flor de Melbas have always been tremendously popular. But in all of our 45 years of highest quality cigar making we've never seen a cigar that quite meets the desires of all classes of smokers as does this new Flor de Melba.

The tobacco used is selected with the greatest care, direct from the planter's choicest crops—filler, all long Havana—blended and mellowed by a wrapper of the finest leaf that money and 45 years' experience can buy, hand-made by cigar makers who must maintain an average of 98% perfection.

Bigger and better than ever—with the taste and aroma found only in imported cigars—no wonder everyone who has tried the new Flor de Melba calls it

### The Super-Supreme Cigar

Display boxes of the new Flor de Melba prominently in your windows, show cases and on your counters. You will sell more of them than ever before.

## I. Lewis Cigar Mfg. Co.

**Newark, N. J.**

***Largest Independent Cigar Factory in the World***

***AS A SAMPLE.*** Put boxes of Flor de Melba Minnow sizes at your customers' elbows. At 5c each they will attract buyers and show them the good things they may expect in the larger shapes and sizes.


# NEW YORK
## Doings and Sayings
## Goings and Comings

### Hirsch Has Porto Rico Leaf

Leo Hirsch, leaf dealer of 173 Water St., has 7,000 barrels of Porto Rico tobacco which is moving well. He is packing in four warehouses, one in Comerio, two in Juncos and one in Gurabo.

* * *

### Shadegrown Draws Newmann

Fred Newmann and Carl Gach, of Newmann & Gach, Chicago, have been in Hartford, Conn., and New York recently.

* * *

### Goss Is from the Coast

Sam Goss, of E. Goss & Co., San Francisco leaf dealers, was in New York last week.

* * *

### Sartorius Sees Improvement

Herbert Sartorius, of Sartorius & Co., leaf dealers, 1 Burling Slip, made a trip through New England recently. He sees a noticeable improvement in business in various places.

* * *

### Forming a New Firm

I. Strouse and L. Holzman, who have been with Max Gans & Son, 197 Water St., for fifteen years, have formed a partnership to pack Porto Rico and Connecticut tobacco. The new firm will commence business with the new year and will be located at 197 Water St.

* * *

### Reinach Travels to New York

Sam Reinach, well known leaf tobacco dealer of 186 North La Salle St., Chicago, visited New York last week.

* * *

### Gans Welcomes Cohen

Isadore Cohen, superintendent of the Porto Rico warehouses of Max Gans & Son, 193 Water St., was in town recently.

* * *

### Waxelbaum Off for the West

Chas. J. Waxelbaum, leaf merchant of 173 Water St., left New York last week on a trip to the West.

* * *

### Davis from Memphis

Walter H. Davis, vice-president of Fly & Hobson Co., Memphis, Tenn, visited the big town last week.

* * *

### Bernstein Makes an Easy Trip

B. Bernstein, of Bernstein & Kursman, Inc., ran down from Bridgeport, Conn., a week ago.

* * *

### Comes from New London

L. Mann, of the New England Cigar & Tobacco Co., came here from New London last week.

* * *

### Fort Wayne Men in Town

Albert H. Bunch and Geo. A. Fred-

(*Continued on page* 12)

AN ALL-HAVANA
**CIGAR OF QUALITY**
REAL HAVANA
Made by
**TOLOSA CIGAR CO., Inc.**
11 LISPENARD STREET
NEW YORK
Jose Villar, Pres. Wm. Gottlieb, Sec'y and Treas.

K
B & B

*We Extend to Our Customers the Compliments of the Season*

**KAUFMANN BROS. & BONDY**

***The Oldest Pipe House in America***

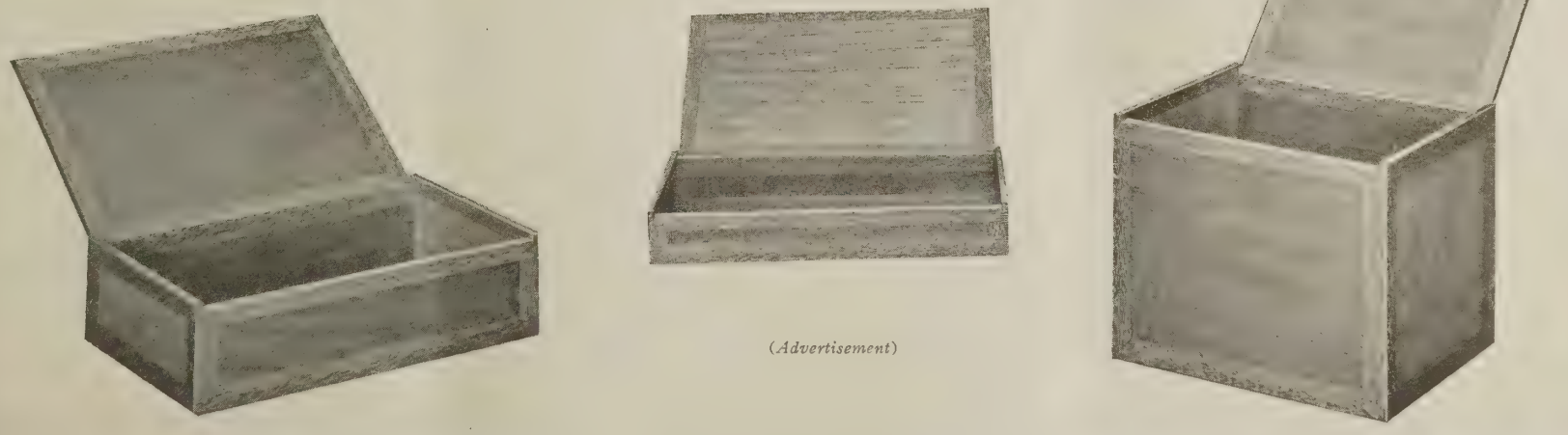
33 EAST 17TH STREET NEW YORK CITY

# How Wooden Boxes Help to Condition Cigars

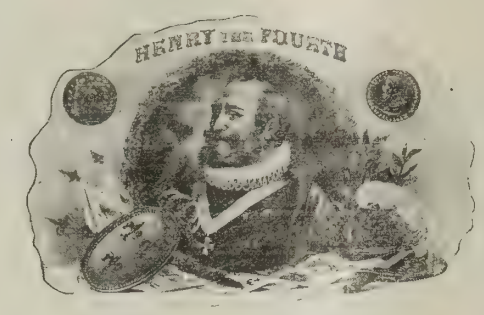
A WOODEN BOX is the logical container for cigars because wood is the only material adapted for packing cigars that is POROUS.

Cigars are always packed in a moist condition to prevent the cracking of the wrappers. Wood, being porous, absorbs this excessive moisture. That is why cigars packed in wooden boxes season under ideal conditions and mellow in their own fragrance.

The fact that no substitute has been found which absorbs moisture, or "ages" the cigar, as does the wooden container, explains why the most experienced cigar manufacturers continue to use the wooden packings *exclusively*.



*(Advertisement)*




## *Establish* CONFIDENCE

By giving VALUE, thus keeping the trade you already have and paving the way to build upon it. HENRY the FOURTH cigars are VALUE—the Material used and Workmanship employed cannot be excelled. They Duplicate because they're GOOD. Once placed they are their own best salesmen.

***Sizes retailing from 10c to 20c.***

## ALVAREZ MENDEZ & CO.

*Makers*

**Preferred Havana Tobacco Co., Owners**
**New York Office, 257 4th Ave.**
**TAMPA, FLORIDA**

# Tobacco Presses

## Clark "CUTAWAY"

Strength and Pressure are the first essentials of a tobacco press. The CLARK "CUTAWAY" Tobacco Press is heavy, strong and durable. Frame is made of hardwood, stoutly braced and bound with steel. Note the compound lever and ratchet which gives tremendous pressure with but little power.

Available platform space is 3 ft. wide, 4 ft. long, and 4 ft. high. Weight, 650 pounds. Special sizes are made to order.

Platform rollers, when raised, protrude above the floor level, making removal of the bale easy. End rollers are also of great assistance.

The CLARK "CUTAWAY" Tobacco Press has attained great popularity with the largest packers in this and foreign countries. Write for price and further details.

**Bateman and Companies, Inc.**
**Grenloch, N. J.**

# CONSOLIDATED CIGAR CORPORATION

*Head Office. 81st Street and East River New York*

## Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — **DUTCH MASTERS**

E. M. SCHWARZ & CO'S — **MOZART**

T. J. DUNN & CO'S — **NEW BACHELOR**

44 CIGAR CO'S — **ADLON**

44 CIGAR CO'S — **44**

JOSE LOVERA CO'S — **LOVERA**

S. I. DAVIS & CO'S — **El Sidelo**

S. I. DAVIS & CO'S — **HARVESTER**

LILIES CIGAR CO'S — **La Azora**


## New York

(*Continued from page* 10)

erick, president and sales manager of the Wayne Tobacco Co., Fort Wayne, Ind., were here looking over things on Monday.

* * *

### Waterfield Is a Buyer

D. F. Waterfield, buyer for G. E. Bursley & Co., Fort Wayne, Ind., was in town on Monday.

* * *

### Van Camp Speaks of Auburn

Walton C. Van Camp, of the Auburn Tobacco Co., Auburn, N. Y., turned up here last week.

* * *

### Rodena in a Rush

F. T. Twyford, of Lincoln & Ulmer, 109 Prince street, reports rushing business in all sizes of the Rodena cigar. Holiday orders are good, mostly in 40ths and 20ths. The factory is working full time and overtime and he feels that the ice is broken and that business is really returning to normal. The salesmen are beginning to return to the city. Mr. Hyman has arrived in town from the West.

* * *

### El Producto Produces

Joseph Winnick, New York manager of the G. H. P. Cigar Co., 129 Prince street, is happy over the great demand for El Producto cigars, particularly in 40ths.

* * *

### Atkins Coming East

Thos. Q. Atkins, Western representative of Lincoln Bros., cigar manufacturers of 466 Broome street, is expected to visit the home office the latter part of the month. His headquarters are in San Francisco.

* * *

### Klorfein Is Busy

Julius Klorfein's Garcia Grande headquarters, of 476 Broome street, is extremely busy. Arthur A. Levy, sales manager for the eastern and metropolitan districts, says that the difficulty is to make enough cigars to fill orders. Jobbers and retailers are all in need of cigars and the house is trying to satisfy the demands made upon it and distribute its goods so as to care for all its customers. The concern, always progressive, has never found business in a healthier condition than it is in today, Mr. Levy says. Its sound policy has earned the support of the dealers and its business is now close to the highest mark reached in the past. The factories are working full time and full capacity and are still behind on orders. Mr. Levy has just returned from a fortnight in Scranton, where the Garcia Grande brand was received with real spirit.

* * *

### Lopez Comes to New York

Victor Lopez, who represents Julius Klorfein in Philadelphia, Pittsburgh, Baltimore and Washington, is in New York.

* * *

### Oakes Visits Gato

E. P. Oakes, who represents the E. H. Gato Cigar Co. in the West, visited the home office at 203 West Broadway, New York, recently, leaving for his Chicago office after a short visit. He may go to Key West early in the new year.

* * *

### Big Demand for Tuvals

Marcelino Perez & Co., 4 White street, say that the company has had a good year.

* * *

### From the Old Bay State

S. R. Wightman, New England, representative of Marcelino Perez & Co., cigar manufacturers, was in New York last week.

* * *

### Stocking Inspects His Pecans

George W. Stocking, general representative of Marcelino Perez & Co., cigar manufacturers, 4 and 6 White street, has just gone to pay a visit to his pecan farm at Monticello, Florida, leaving Tampa for there recently.

(*Continued on page* 14)

# UNIVERSAL HISTORY OF TOBACCO

*In England, one of the first devotees of tobacco was Sir Walter Raleigh. One day, his servant found him smoking and, not being familiar with the practice (which was just coming into vogue), thought Sir Walter was afire. Therefore he hastily threw a tankard of ale in his masters face to put out the supposed conflagration.*

IN Sir Walter Raleigh's time, labor was cheap, consequently the idea of waste-saving mechanical devices was practically unheard of. Today, the profits of the tobacco industry lie greatly in utilizing stock-saving and labor-saving machinery.

## Turn Your Filler Tobacco Stems and Scrap into Profit

From 15% to 25% of your high-cost filler tobacco is practically wasted in the form of stems and scrap. This tobacco loss can be converted into a saving by crushing your filler tobacco on the Model F Universal Stem Crushing Machine.

This machine crushes the stem to the thinness of the leaf, removing the gum moisture and rendering both leaf and stem smokable without in any way affecting the taste, aroma or burning quality of the finished cigar.

As a cigar manufacturer, keenly interested in reducing waste and increasing profits, you will want to know more about this machine.

*Full Information on Request. Write Now.*

Patented

The Model C3 Wrapper Register

*The Model C 3 Universal Cigar Wrapper Register counts and registers one, two and three-cut wrappers in pads of fifty cuts.*

## UNIVERSAL TOBACCO MACHINE CO.

116 West 32nd Street, New York, U. S. A.

Factory: Newark, N. J., U. S. A.

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, Ltd.

108 St. Nicholas Building, Montreal, Canada

# Eduardo H. Gato's

## Mild Clear Havana Cigars

For

## Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

***Write for open Territory***

**E. H. GATO CIGAR COMPANY**

**FACTORY: KEY WEST, FLORIDA**

**OFFICES: 203 WEST BROADWAY, NEW YORK**

**E. P. Oakes** — ***Western Representative***

**Moe Schwarz** — ***Southern Representative***


## New York

(*Continued from page* 12)

### Kansas City Visitor

R. E. O'Malley, president of the O'Malley Cigar Co., Kansas City, Mo., was in New York last week visiting the manufacturers.

* * *

### Like Sizes Liked Well

The Like Cigar Co., of 1459 3d avenue, is receiving many orders for its two new sizes of R-U-ON cigars, the "Leaders" and "Wonders." Morris Simon has been in Virginia and found business fair. He has also made a visit to Hartford where he bought some of the new crop of Connecticut shade grown which he considers excellent.

* * *

### Winterberg Gets Its Share

The Winterberg Cigar Co. is getting its share of business and feels contented. Last minute holiday orders have been coming in and the company has been taking care of its trade in good shape.

* * *

### Gans Factories Work Full Time

Gans Brothers, 437 East 77th street, New York, have been working their factories full time—though not quite to full capacity—for the last two months. They look for a good month in January. Their La Mura brand has been showing a healthy growth in repeat orders.

* * *

### Special Packings Sell Well

Breslin & Campbell, 410 East 68th street, New York, find the holiday business in 40ths, made on special order, quite satisfactory.

* * *

### Bock Adds to Payroll

H. Anton Bock & Co., 1230 2nd avenue, New York, are putting on every available cigar maker, in order to keep up with the demand.

* * *

### Kleiner Travels in the West

E. Kleiner & Co., 320 East 63rd street, New York, are busy. E. Kleiner went West last week to be gone a fortnight, travelling as far as Minneapolis and visiting several of the principal cities on the way.

* * *

### Rovira Sales Increase

J. B. Rovira, of the Benito Rovira Co., 315 East 62nd street, New York, finds business is picking up. The company had a better November than last year. He was in Hartford last week purchasing Connecticut shade grown for wrappers and thinks the new crop good. The company's new Lafayettes are taking well, and repeat orders have begun to come in.

* * *

### Ash Keeps the Wires Busy

Louis Ash & Co., 430 East 59th street, New York, have received the last three weeks more telegraphic and unsolicited orders than in 18 months.

* * *

### This Season Better Than Last

The Consolidated Cigar Co., of 81st street and East End Avenue, has been busy on holiday orders, the volume of which is considerably better than was the case last year.

* * *

### Planco Looks Over the Hub

Jack Planco, sales manager of Ruy Suarez & Co., 1504 Avenue A, New York, has been in Boston during last week while Vincent Planco divides his time between the New York and Quakertown factories.

* * *

### Cyro Orders Marked "Rush"

Morris Welcher, of Welcher Brothers, 530 E. 80th street, New York, has just returned from Chicago, where their Cyro cigars are selling well. The factory is busy, so much so that some orders for immediate delivery have had to be refused. Many deliveries are being made by express. The new crop of Connecticut shade grown the Welchers consider the best they have ever had.


# The World's Best Cigarette Making Machinery

***Simple and up-to-date design—Easy operation—***
***High capacity—Unequalled finish of the cigarettes***

**THE "EXCELSIOR RECORD" CIGARETTE MAKING MACHINE**

Produces per hour up to:

36,000 Cigarettes without tip.
30,000 " with gold, cork or paraffin tip.

**THE "EXCELSIOR" CIGARETTE MAKING MACHINE**

Produces per hour up to:

20,000 Cigarettes without tip.
18,000 " with gold, cork, straw, silk or paraffin tip.

**Cigarette Making Machinery**
for Cigarettes with CARDBOARD MOUTHPIECE.

**Cigarette Tube Making Machines**
of every description.

**Tobacco Cutting Machines**
Finest workmanship, highest capacity

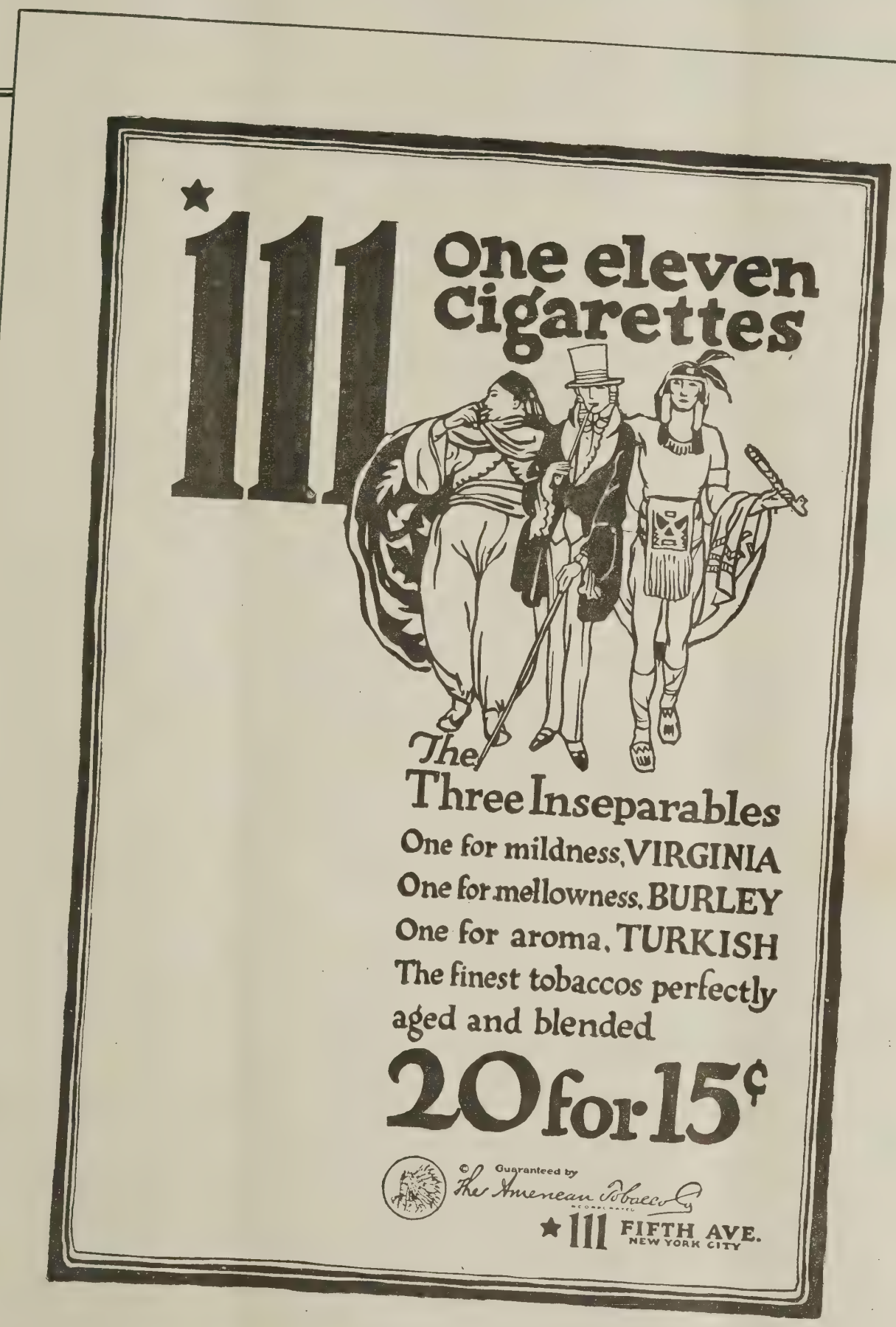
**Grinding Machines for Tobacco Cutters**
Latest construction—entirely automatic
—Enormous saving of knives and wages.

The fact that some cigarette manufacturers have bought during the last few years up to 200 of my machines is ample proof that my Cigarette Making Machinery is actually the best on the market.

One shipment of 120 Machines has been recently made by me to the Rumanian Administration of Tobacco Monopoly.

**For full particulars apply to**

**J. C. MÜLLER, Rotterdam 1, Stationsweg, 85**




One of a series of
newspaper advertisements

# Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

**Danville, Va., U. S. A.**

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

**Cable Address "Dibrell"—Danville**

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

# Cobb-Gwynn Tobacco Company, Inc.

**RICHMOND, VA., U. S. A.**

**Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.**

**CORRESPONDENCE SOLICITED** **Cable Address "GWYNCO"**

H. G. Whitehead — W. P. Anderson — S. H. Anderson

# Whitehead & Anderson

# LEAF TOBACCOS

**Commission Merchants & Exporters**

*Our Tobaccos Always Open Up To Sample*

**WILSON, N. C., U. S. A.**

***The largest bright leaf tobacco market in the world***

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition / Arnolds No. 5 / Western Union

# THORPE & RICKS

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

**BRIGHT LEAF TOBACCO**

TRADE T. R. MARK REGISTERED

**Rocky Mount, N. C., U. S. A.**

**We have large and improved facilities for buying and handling**

# GEO. A. LEA & CO. Leaf Tobacco Dealers

**DANVILLE, VIRGINIA, U. S. A.**

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.

Correspondence invited. Cable address: "Lea," Danville, Va.

Cable Address: "Lowbell" — Established 1865

# W. O. SMITH & CO.

**Freight Brokers and Forwarding Agents**

**For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.**

**Warehousing Inspecting Coopering Sampling**

Main Office: 47 Washington St., New York City
Branch Office: 431 Munsey Bldg., Baltimore, Md


## Danville Market Closes for Holidays

DANVILLE, Va., Dec. 20.—The Danville tobacco market closed on Tuesday eveing for the Christmas holidays and will resume on Jan. 3, with two-thirds of the crop already marketed. No further gluts are anticipated and the growers are expected to sell the balance of the crop leisurely. While the figures up to the closing date are not definite, they amount to over 20,700,000 pounds since the beginning of the season, in September.

The sales lest week totalled 2,352,971 pounds at an average of $18.59 per hundred pounds, the decrease in average over that of the previous week being due to the inferior quality of the product brought here.

Interesting reports are being heard here by tobacco men on the operation of the co-operative selling system in the Burley district. In that area 55,000 farmers are said to have signed the contract for six years and it is estimated that the value of tobacco to be sold each year through the organization will be $20,000,000. Of the 150 warehouses in the Burley district only half a dozen are being operated, these being leased by the association from the owners.—TETLEY.

## Better Average at Richmond

RICHMOND, Va., Dec. 17.—Total sales were not as large this week but average prices were better than for past month. The bulk of the tobacco, out of the "Pool," has been sold; and not more than a million pounds is estimated to be sold after holidays, in warehouses. The balance of the crop will be re-dried and marketed by the "Pool," and this will hardly total a million and a half pounds of sun cured tobacco when re-dried. This is a fine crop of tobacco for domestic manufacturers, who should put their orders on the market for prompt fulfillment after the holidays, in case they anticipate any future need of sun-cured tobacco.

The sales of loose tobacco open again on January 3, 1922.

Total sales for this week were 221,000 pounds sold at $17.50 average.—R. C. MORTON & Co.

## Prices Firm at Martinsville

MARTINSVILLE, Va., Dec. 17.—Prices this week on the local tobacco market have held up well, and the market continues in excellent shape, with promise of prices as good or better in January. Offerings are somewhat lighter, and it is estimated that the crop is about three-fourths sold.

The market will be closed for the Christmas holidays, December 21 to January 2, inclusive.

## New Bern Market Closed

NEW BERN, N. C., Dec. 17.—Total sales for the week, 33,058 pounds; average price per 100 pounds, $13.45; sold to date of 1921 crop, 2,369,240 pounds; average price per 100 pounds, $20.87; sold to same time last year, 3,959,108 pounds; average price per 100 pounds, $16.87. All warehouses closed the season Friday.—NEW BERN TOBACCO Co.

## Henderson Market Closed for Holidays

HENDERSON, N. C., Dec. 17.—Close of the Henderson tobacco market yesterday for the Christmas holidays practically means the end of the sales season here for the crop of 1921. While no definite date has been fixed for the closing for the season, it is certain that it will be earlier than in previous years, owing to the smallness of the crop.

Of the 1921 crop official figures show total sales to the holidays of 7,314,583 pounds. This brought a total of $1,910,575.17, being an average price of $26.12 per hundred pounds.

Sales for the past week amounted to 555,329 pounds, bringing $131,842.84, or an average of $23.74 per hundred. That is the lowest average of any week since the second after the opening of the market here.

Exhaustion of the year's crop has been very evident in the sales here the past week. Starting off as usual on Monday with a big break of 152,554 pounds, bringing $45,607.53, at an average of $29.89, or one of the highest daily averages for the season, the market dwindled to only 63,929 pounds yesterday, the final day, bringing only $10,860.85, or an average of $16.98. That is the lowest average of the season except that of $15.91 on the second day.

Practically all of the best grades of tobacco have been sold in this section of the State. It is expected that virtually all that remains will be of rather a poor quality. The Henderson market is expected to sell approximately 1,000,000 pounds more by the close of the season, putting the figure something above the 8,000,000 pound mark, but most of it will very likely be trashy weed, or but little better than that at best, and will tend to bring down the seasonal average to date of $26.12.

The difference in the average price of the crop sold to Christmas this year, as compared to that of last year to the same date is $6.59 per hundred this season. The same quantity of tobacco this year has brought $482,031.02 more than in 1920.

It is clearly evident now that the 1921 crop will not bring more than two-thirds of what the record crop of last year sold for; that is, in gross. But it will be for a crop about one half the size of 1920.

## Oxford Average, $21.96

OXFORD, N. C., Dec. 17.—Total sales for the week, 639,258 pounds; average price per 100 pounds, $21.96. Sold to date of 1921 crop, 6,528, 516 pounds; average price per 100 pounds, $25.24. Sold to same time last year, 9,437,845 pounds; average price per 100 pounds, $23.72.

Our market closed for the holidays on the 16th, to open on Jan. 3.—S. E. W.

## Making Final Drive for Mutual Market Plan

HENDERSON, N. C., Dec. 17.—Already the drive by the tobacco growers' co-operative marketing association has begun for the final whirlwind finish of the "sign-up" campaign in this section. Midnight, December 31, will see the record written of the first year's membership, as well as all the doings of the year 1921, for that is the last day upon which signatures are to be accepted in the organization in what is declared to be the biggest pool ever undertaken by any group of agriculturists. It even excels the fruit growers' organizations in California in magnitude. It is patterned after those bodies and will be operated


# EDGEWORTH

**Ready Rubbed EDGEWORTH and EDGEWORTH Plug-Slice**

**TWO STANDARDS for dealers**

**Send us a trial order. We guarantee satisfaction.**

**LARUS & BRO. CO.**
**Richmond, Va.**

in much the same way, so far as the scheme can be worked with tobacco.

Aaron Sapiro, who put the California growers on the map, and who has spent a good part of the present year in Kentucky, the Carolinas and Virginia in perfecting the tobacco organization, is to return to this State during the remaining days of this month, and will spend his time in those counties where the membership is lagging in reaching its goal. Judge Robert W. Bingham, owner of the *Louisville Courier-Journal,* is also to be imported to assist and to tell how the trick has been worked in Kentucky.

The progress made by the farmers in forming this organization has not been without its drawbacks. Many have held out, and opposition on the part of business has been formidable in some sections, and this, together with the seeming apathy of the farmers, has tended to retard the work. Assurances have been given to farmers who have held back that they will not be denied a market by not going into the association, warehousemen in many towns promising to open as usual in the Fall of 1922. Of course, the auctioneering method will not be as general as before, but it now appears that it is not to be abandoned entirely throughout the belt, and those farmers who prefer the old way seem to be certain of having their wishes realized in retaining it.

Here in Henderson all classes of business are to be given an opportunity next week to say whether they are for or against the new plan. A committee that was named by the growers' mass meeting here a week ago will wait upon warehousemen, bankers, time merchants and merchants in general to get their views, and each will be called upon to sign a resolution approving the plan, or refusing to go that far with it.

## Winston Average, $20.98

WINSTON-SALEM, N. C., Dec. 16.—Total sales for the week, 1,406,067 pounds; average price per 100 pounds, $20.98. Sold to date of 1921 crop, 21,188,109 pounds; average price per 100 pounds, $26.60.

Our market closed with today's sale for the holidays, to open again Jan. 3.—WINSTON LEAF TOBACCO & STORAGE CO.

## Wilson Closed for Holidays

WILSON, N. C., Dec. 17.—The Wilson tobacco market has closed for the Christmas holidays and will reopen January 10. Sales to date, furnished by H. B. Johnson, secretary, Wilson tobacco board of trade, show that there has been sold 39,050,252 pounds, which brought $11,187,027.88, an average of $28.64 per hundred, against, for the same period last year, 40,773,763 pounds, which sold for $9,375,783.40, at an average of $22.99 per hundred pounds.

## Central Virginia Dark Markets Active

NEW CANTON, Va., Dec. 19.—Dark tobacco at the various markets in central Virginia has been quite active during the past fortnight, with indications that this week will show large sales, cleaning up a considerable percentage of the crop now unsold.

Quotations from the Dillwyn Warehouse, in Buckingham county, for this week serve to indicate the prevailing prices, as follows: Sand lugs, $2 to $4; good lugs, $4 to $10; short leaf, $15 to $30; long leaf, $35 to $45; wrappers, $30 to $75.

At some of the markets in the belt some fancy prices have been received. At others, prices have ranged moderate to low, depending upon the quality and condition of the offerings. As a rule it may be said that the quality of the leaf offerings has been good, with color and texture all that could be desired.

A sample of the prices paid at Dillwyn might be cited: Howard Cole, a prominent grower of Mount Zion, Buckingham county, recently sold a portion of his crop with prices ranging up into the twenties and over into the thirties. It is well to note that this same crop at one time in the midst of the drouth of last summer was estimated to be worth the princely sum of $5 for the crop. Thus may be seen the "come-out" which exists in tobacco.

A number of the dark markets will close this week to be opened again early in January. A few will remain open next week and up to Christmas eve.

### Co-operative Meeting at Raleigh

Great interest is centered in the meeting of the Co-operative Tobacco Growers at Raleigh, N. C., next month when the directors for the marketing association will be elected. This section will send a number of representatives to the meeting and it is thought that several directors will be given to the dark tobacco section of Virginia. M. O. Wilson, of Keysville, Va., through the bulletin of the association, makes a strong appeal for the election of the proper men for the directorship of the association. He contends that these directors should be actual *growers* of tobacco—men who are interested in the vital matter of getting decent prices or whose interests are interwoven with the successful selling of tobacco. He also urges that only men of recognized ideals and with proper public spirit should be elected. He wants no man whose name is not above reproach, and he argues strongly for men "with a vision." Above all, he says men who are practical business men, with shrewdness and sagacity, and those who actually know how to conduct large business affairs should be directors of this great organization.

### Some Not in Mutual Movement

The growers of the dark belt have generally signed up well for the co-operative movement, but still there are some who have thought it best not to sign. These include a number of the older and more conservative planters—men who do not want to bind themselves for five years to a system which as yet is untried and problematical. Many of these old conservatives of the dark belt are predicting ultimate failure for the new movement, claiming that tobacco has so many grades that no marketing system can be devised which will give satisfaction to the participants in a co-operative movement such as the one contemplated.

Various meetings of the co-operative people have been held in various sections of the State within the past few weeks, and prominent speakers have been emphatic in their denunciation of the old auction system of selling, claiming that the system has proved ruinous to the grower. The speakers are astute advocates of co-operative marketing, and are ever ready to answer objections and turn the happy phrase.

A feature of the dark tobacco business for the past two or three weeks is the selling of old tobacco which remained over from the 1920 crop. After the ruinous slump last spring, before selling had stopped, many growers refused to sell and hung their tobacco again in the barns and let it stay there until the "seasons" came this fall. Much of this was taken down and bulked and later taken on the markets and offered for sale. Of course the old tobacco was instantly recognized by the buyers; and while no direct confirmation is in hand here, the statement is current that the tobacco thus held is being taken in at very low prices. Growers and their sympathizers state that this is an effort on the part of the buyers to discourage holding tobacco for higher prices, especially from one season to another.

While this incident is as yet one in the line of rumor, it serves to indicate the feeling that exists everywhere against the auction system of marketing. There is general bitterness against the old ways, and it would seem to a casual observer who takes no position in the matter that some great change is imminent. The growers are kept informed through bulletins and letters of the activities of the Co-operative Association, and in many ways their prejudice against a system which they believe is against them is incited. It would seem that nothing but an impossible financial situation would prevent the adoption throughout all the tobacco belts of radical changes in marketing.

Indications now are that large plant-

(*Continued on page* 34)

Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

Cable Address: WILTOBAC, Wilson, N. C.

**WILSON TOBACCO COMPANY**

*Dealers in* **LEAF TOBACCO**

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

**E. B. FICKLEN TOBACCO CO., Inc.**

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished Correspondence Solicited

Cable "IRVINE," Kinston, N. C.

**E. V. WEBB & CO.**

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

ANDREW JAMISON, President Established 1885; Incorporated 1910

**W. A. ADAMS COMPANY**

—BUYERS AND EXPORTERS OF—

*ALL GRADES OF OLD BELT*

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

Cable "Tyack" Codes { Western Union / Arnolds No. 5

**T. D. TYACK TOBACCO CO.**

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco
Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

**TOBACCO SEED**

**Slate Seed Company**

The Largest Tobacco Seed Growers in the World SOUTH BOSTON, VA., U. S. A.

**HEYWOOD, STRASSER & VOIGT LITHO. CO.**

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC., 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD., Montreal, Canada

Western Representatives

PAUL PIERSON, 139 North Clark St., Chicago | ALBERT ABENHEIMER, Windsor Hotel, Denver, Colo.

Cable Address: "HODGE, HENDERSON"

**Hodge Tobacco Co.**
**of KENTUCKY, Inc.**

**Packers of**

**Leaf, Strips, Scraps and Stems**

**Natural or Artificial Seasons**

**Head Office: HENDERSON, KENTUCKY**

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

**Rudolph, Hach & Co., Inc.**
REHANDLERS, DEALERS AND BROKERS IN
**LEAF TOBACCO AND STEMS**
*Main Office and Sample Rooms*
CLARKSVILLE, TENNESSEE
OPERATING IN
Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,
Upper Cumberland and Air-Cured Districts
Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.
*Correspondence Solicited.*

**G. F. VAUGHAN TOBACCO CO.**
BUYERS, REHANDLERS AND REDRYERS OF
**Leaf, Strips, Stems and Scraps**
For Home and Export Trade. Samples Submitted.
*Contracts Solicited*
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.
LEXINGTON, KY.

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"
**R. M. Barker Tobacco Co.**
INC.
CARROLLTON, KENTUCKY, U. S. A.
**Buyers and Dealers in Burley Leaf Tobacco**
We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*
We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*
We solicit your orders and will give same prompt and efficient attention.
SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

LOUISVILLE, Dec. 17.—The Louisville Tobacco Board of Trade makes this tabulation in its weekly report:

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 51,952 | 64,327 | 50,073 |
| Dark | 3,749 | 8,147 | 6,298 |
| | 55,701 | 72,474 | 56,371 |

### Comparisons with Previous Years

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Sales— | | | |
| Total Sales of new crop to date | 62,075 | 49,438 | 68,912 |
| Sales of new crop to date. Original inspection | 50,208 | 40,265 | 60,234 |
| Rejections— | | | |
| Rejections this Week: | | | |
| Burley | 612 | .... | .... |
| Dark | 16 | .... | .... |
| Total | 628 | 302 | 641 |
| Percentage of Rejections to Auction Sales: | | | |
| Burley | 20 | .... | .... |
| Dark | 29 | .... | .... |
| Total | 20 | 20 | 25 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 15,488 | .... | .... |
| Dark | 571 | .... | .... |
| Total | 16,059 | 13,685 | 11,018 |
| Receipts— | | | |
| Receipts this week | 2,001 | 1,333 | 2,121 |
| Receipts, Jan. 1 to date | 57,472 | 43,223 | 62,338 |

### Tobacco Sales for the Week and Year to December 16

| Warehouses | Week: Auction sales | Week: Private sales | Week: Total for week | Year Jan. 1 to date |
|---|---|---|---|---|
| Turner | 371 | .. | 371 | 6,504 |
| Kentucky | 661 | 4 | 665 | 17,086 |
| Main Street | 415 | .. | 415 | 11,310 |
| Planters-Farmers | 682 | 13 | 695 | 16,321 |
| Tenth Street | 534 | .. | 534 | 11,183 |
| Louisville | 370 | 4 | 474 | 11,338 |
| | 3,133 | 21 | 3,154 | 73,742 |
| Year 1920 | | | 1,587 | 55,701 |
| Year 1919 | | | 2,856 | 72,474 |
| Year 1918 | | | 1,187 | 56,371 |

### Classifications of This Week's Sales

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 49 | 1,859 | 1,191 | 3,099 |
| Dark | ... | 47 | 8 | 55 |
| | 49 | 1,906 | 1,199 | 3,154 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 7,507 | 59,448 | 2,064 | 69,019 |
| Dark | 3,077 | 1,622 | 24 | 4,723 |
| | 10,584 | 61,070 | 2,088 | 73,742 |

### Official Quotations at Louisville, Dec. 16, 1921

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix.) | 6 to 8 | 6 to 8 | 8 to 10 |
| Trash (sound) | 10 to 12 | 10 to 12 | 12 to 14 |
| Common lugs | 10 to 14 | 12 to 16 | 16 to 20 |
| Medium lugs | 14 to 16 | 16 to 20 | 20 to 25 |
| Good lugs | 18 to 20 | 20 to 22 | 25 to 30 |
| Common leaf (short) | 15 to 18 | 15 to 18 | 20 to 25 |
| Common leaf | 18 to 20 | 18 to 20 | 25 to 28 |
| Medium leaf | 20 to 25 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 56 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Paducah Market Active

PADUCAH, Ky., Dec. 16.—The loose floor and wagon sales market has continued active throughout the week, but offerings have not been heavy at any time. The weather has been rather unfavorable for ordering and delivering, and as most farmers rehung their tobacco after stripping, and will have to wait for an ordering season, is the cause of the light offerings. Prices have ruled firm on all grades of leaf of merit, but low and common grades and lugs have been irregular and some easier.

Farmers are generally pleased with prices their tobacco is bringing, for they realize that their crops are more or less mixed and not as good as they first thought. The bulk of the leaf selling has been at prices ranging from 12 to 20 cents, but there is quite a sprinkling of better grades selling up to 35 cents, while low and common grades of leaf are selling at 12 cents down. Lugs are selling at from 1 to 3 cents for the common, and from 3 to 6 cents for medium and good.

There has been some more activity in the country this week than there has been heretofore, and the various buying interests are beginning with country purchases, but so far selling in the country has been comparatively light.

There has been very little activity in the market for hogshead tobacco and only a few sales have been reported.

The weather during the past week has been pleasant and dry, but we are having a shower this morning and if we have a good season we look for a big rush of deliveries between now and the Christmas holidays, and no doubt when we do have a suitable season for ordering, the greater part of the crop will be gotten ready for delivery.—W. B. KENNEDY.

## "Fair" Prices at Lexington

LEXINGTON, Ky., Dec. 19.—Prices for the 132,770 pounds of burley tobacco sold at the Jewell warehouse, the only one in Lexington open for the sale of burley tobacco this year, averaged $22.48 a hundred pounds. The highest priced crop averaged $36.88 a hundred. Some high priced baskets sold at $55, $54 and $49 a hundred pounds. Many wagons still are coming in and are on the streets waiting to unload. Growers whose tobacco is in the pool of the Burley Tobacco Growers' Association say that the prices being paid are fair. As most of the successful tobacco growers are in the pool, it is said, tobacco now being sold is not of the quality of that which is pooled and, therefore, the pooled tobacco should bring a higher price.

**FRIEDBERG BROS., Inc.** **LEAF TOBACCO**
Dealers in All Kinds of
BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.
We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

**The Transcontinental Tobacco Co.**
*Importers and Exporters*
**1018 W. Main Street, Louisville, Kentucky**
Cable "Aledreux," Louisville, Ky. Codes A B C 5th Edition, Western Union, Bentleys
*Foreign Offices:* Paris, France Antwerp, Belgium Mayence, Germany Algiers, Algeria

**ALL KINDS OF LEAF TOBACCO**
Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.

## Owensboro Active

OWENSBORO, Ky., Dec. 17.—The Kentucky and Virginia Leaf Tobacco Co., Inc., makes report as follows:

**Sales of Pryor Tobacco**

| | Pounds | Average |
|---|---|---|
| This week..... | 2,356,155 | $18.05 |
| Previously reported.. | 7,660,650 | 16.91 |
| Total to date..... | 10,016,805 | $17.18 |

**Quotations**

GREEN RIVER.

| | Leaf. | Lugs. | Trash. |
|---|---|---|---|
| Dark ... | 7c. to 25c. | 5c. to 18c. | 2c. to 6c |
| Brown.. | 9c. to 35c. | 7c. to 20c. | 3c. to 10c. |
| Red ... | 15c. to 55c. | 8c. to 25c. | 3c. to 12c. |

ONE SUCKER.

| | Leaf. | Lugs. | Trash. |
|---|---|---|---|
| Dark.. | 6c. to 18c. | 5c. to 10c. | 1½c. to 3c. |
| Brown | 8c. to 30c. | 6c. to 20c. | 3c. to 6c. |
| Brown . | 9c. to 35c. | 7c. to 20c. | 3c. to 10c. |

With more tobacco on the floors than could be disposed of the market continued strong and active throughout the week at a slight advance in general average over preceding weeks.

Sales will be suspended on the 23d inst. until Monday, Jan. 2.

## One-Sucker Market

BOWLING GREEN, Ky., Dec. 17.—A total of 1,553,150 pounds of dark tobacco has been sold during the present season. This is about three-fourths of the crop. The average price has been $15 the 100 pounds. The market has been much stronger this week. The next sale will be Wednesday, which will be the last until January 3. The season will close January 20. The range of prices has been as follows: Leaf, $8 to $35; lugs, $4 to $26, and trashes, $2 to $8.

## Hopkinsville Average, $15.14

HOPKINSVILLE, Ky., Dec. 16.—Total sales for the week, 1,078,685 pounds; average price per 100 pounds, $15.14; sold to date of 1921 crop, 2,089,845 pounds; average price per 100 pounds, $15.20.—J. W. HANCOCK, Chairman Sales Committee.

## Richmond, Kentucky, Market Opens

RICHMOND, Ky., Dec. 17.—A total of $51,918 was distributed among farmers who sold tobacco over the floors of the Home Warehouse at the opening sales Thursday.

The total poundage sold was 173,375. Rejections were considered unusually light, everything considered, only 7,000 pounds being rejected by the farmers. Most of the rejections were said to be of real high-class tobacco, which seemed to sell under what some thought it should bring.

The average for the day was $31.40 for all tobacco which went under the hammer—a figure which, tobacco men say, goes to prove that Richmond is, and always has been, the best tobacco market in the state and that the best tobacco is raised around in its territory.

There was keen interest all day Thursday in the sales and big crowds followed the buyers as they moved from row to row. As a rule prices were considered very good. Members of the Burley Association who were watching the sales very closely were much pleased with the prices. They believe that they are a sure index of splendid prices for their weed when it is sold.

One of the outstanding features of the day, according to those who watched the sales, was the "stinging" that a number of members of the Ancient and Honorable Order of Pinhookers are said to have received on the opening sales. One of the high members of the order is said to have watched a crop of tobacco that he paid 55 cents for go under the hammer at 30 cents. Others are said to have dropped sizable sums, their judgment having gone sadly astray in many instances regarding the prices that some crops were going to bring. Notwithstanding the first day's set-back, most of them were on duty bright and early for the second sales Friday.

## Covington Top Price, $62

COVINGTON, Ky., Dec. 17.—An active sale marked the closing of the week's business in the Covington loose leaf burley tobacco market yesterday, the aggregate offerings amounting to 68,555 pounds, with no rejections reported. The cash value of the tobacco sold was $16,055.27, representing an average of $23.42 per 100 pounds. The top price for the day was $55 per 100 pounds for an extra bright leaf, and the lowest quotation was reported at $5.

Although yesterday's average was the lowest of the week, warehousemen called attention to the fact that the tobacco was inferior in quality. That prices were satisfactory to sellers throughout the week was evidenced by the absolutely clean sale, there being no rejections reported since the market was opened last Monday.

The following is a summary of the transactions at the Kenton Warehouse for the past week: Offerings 408,195 pounds, actual sales 408,195 pounds, cash value $109,563.67; average per 100 pounds $26.84, high quotation $62, low quotation $1.

## Greeneville Average, $30.46

GREENEVILLE, Tenn., Dec. 17.—Total sales for the week, 557,928 pounds; average price per 100 pounds, $30.46; sold to date of 1921 crop, 720,404 pounds; average price per 100 pounds, $30.65.—THE AUSTIN CO.

## Cincinnati Market

CINCINNATI, Dec. 17.—The closing of the week in the Cincinnati burley leaf tobacco market was held yesterday morning at the Globe Warehouse, with the largest single day's offering that has yet prevailed in the hogshead market. The preponderance of low grades in the old stock had the effect of reducing the average a little but prices in the main were satisfactory to sellers. Medium to good red leaf and lugs were steady and exhibited an occasional spurt forward high quotations.

New crop stock offered yesterday was in good request, and sold readily at previous high quotations.

## Batavia Mart Opens Well

BATAVIA, Ohio, Dec. 17.—The Batavia loose leaf burley market opened this week with two good sales. The first sale was held on Tuesday, with offering of 150,000 pounds, and prices ranged from $3.50 per hundred pounds to $54 per 100 pounds. Floor average $27.

Offering for Saturday's sale was 110,000 pounds, with 83,000 sold when sale had to be called on account of darkness. Prices ranged from $2 per 100 pounds to $58 for fancy light. Floor average $25.72.

All of the big four buyers are represented on the market, and several other tobacco firms have their buyers present, and the market is lively as the competition is strong. There was good floors in evidence at these sales. Mediums and short reds were steady and in good demand, with fancy bright tobacco from 39 to 58 cents.—CHAS. A. DAVIS.

**Old Hill Side Smoking Tobacco**
**Booster Twist—Axton's Natural Leaf Twist Tobacco**
and
**CLOWN CIGARETTES**
are manufactured by
**AXTON-FISHER TOBACCO CO., INC.**
**Louisville, Kentucky**
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

**To Manufacturers of Scrap and Fine Cut Tobacco**
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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*Leaf Tobacco Dealers and Brokers*
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
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**GREENEVILLE, TENN.**
*Latest Proctor System*

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**Tobacco Inspection and Warehouse Men**
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Proprietors of Red River and Ryman Warehouses
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REASONABLE RATES

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*Leaf Tobacco Broker*
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
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Fifth & Triplett Streets
Warehouse and Steam-Drying Plant
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*You need every week*

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WAITT & BOND BLACKSTONE

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Long Havana Filler

WAITT & BOND TOTEM

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

## Everybody Wants the Best

EDGERTON, Wis., Dec. 18.—C. E. Sweeney & Son, for the Fendrich interests, (Evansville, Ind.,) Smith & Son, for the Weil's, Frank P. McIntosh of Viroqua; Bekkedal & Son of Westby, the General Cigar Co., representatives; A. Jenson & Son, and the Lorillard Co., have during the past 10 days plowed the mud and jumped the ruts of the northern Wisconsin roads to get near the best and of the 1921 crop, and they have picked several hundred acres. There has been no clean-up, however, anywhere in the valleys of Vernon and Crawford counties. Buying is slow because everybody wants only the best, and the Northern crop is most uneven in point of soundness. The good is very, very good, the rest is a badly mixed affair. The best is well handled and well cleaned and easy to buy at figures from 15 to 25 cents; the rest stands for a dicker.

In the southern section some looking has been done, but so far no actual sale.

### So, There!

Friday night the long spell of soft weather was broken, closing with a day of pouring Spring showers, the wild geese honking in the sky and the robin chirping in the shrubs. Today a raging blizzard from the northwest is covering the fields with a mantle of dancing white snow and making roads that the most courageous tobacco buyer looks at, shakes his head, lights his cigar and throws his feet on the other chair in front of a glowing stove fire in his office: nothing doing!

And yet,—the movement started up north is the harbinger of hope of a not distant realization. If the weather and roads permit, something may start next week, even though it is Christmas week. Some packers have their eyes on crops in the southern part of Dane county that they want, and want them pretty eagerly at the right price, somewhere between 10 and 20 cents. This section has the soundest tobacco this year; it is leafy, and it weighs well. It will run between 1,250 to 2,000 pounds to the acre. To sell and deliver now just after bundling with the moisture well held in it would bring the total price per acre pretty well up, even if the price per pound should linger around 12 to 15 cents. If weather and roads keep the buyers out of the field for a week, the chances are that with the coming of the new year activity in earnest will start. Not that a stampede to get the crop is anticipated; far from it; but a pretty steady pull to secure good binders. The percentage of sound, leafy, fancy goods is not, as has been stated in these reports before, abundant even in this large crop of tobacco. The growers know it, and the packers know it. The high points and the low ones in the price of the crop as a whole are, therefore, likely to be pretty far apart.

### Making Their Weed Into Cigars

The 1920 in the hands of the growers is on the march, but in single file to the doleful tune of 6 to 8 cents as before. One packer who has a lot of old first class B's has started to make cigars for the local trade. The straight Wisconsin nickel cigar turned out is a marvel for aroma and burn. In the St. Cloud district, Minnesota, the farmers are starting to make the leaf into cigars, and even the Wisconsin co-operative marketing association is talking about going into the manufacturing of cigars out of the native leaf. At an exhibit held in Milwaukee week before last an attempt was made, and samples of the smokes won much favorable comment. Representatives of the association who recently were in New York to try to make sales are disgusted at the prospects of movement and price on old Wisconsin leaf, and who can tell what it may lead to. If the tobacco cannot be sold in the manufactured state, it may sell when made into cigars. A reciprocal trade may develop between the large membership of cheese makers, potato growers, bee keepers, wool growers on one side, and the tobacco growers on the other, to trade out their goods as near home as possible in order to move it at living prices. The risk one way is about equal to the one the other way.

That the growers and packers will stay in the manufacturing game is not to be feared. They do not want to do it, but they need money, and they may take desperate chances in an effort to turn their tobacco into cash.

The standardization program is carried forward by the Wisconsin Marketing Department under the field men appointed and licensed by the department. Monday of this week a number of packers and expert handlers of tobacco are invited to come to the Agricultural experiment station at Madison to judge certain types of leaf sampled for this purpose. The tobacco section of the horticultural department has carried on fairly extensive trials in growing and handling Wisconsin leaf, and is earnestly endeavoring to enlist the growers in a campaign to use such seeds only which have proven successful on the different soils. Some type of seeds will produce better results in quality of leaf in one soil than in another. That proper seed selection will help toward the establishment of permanent standards cannot be doubted; at any rate the start must be made from that end.—STOKMANN.

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# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

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P. O. Box 495 Cable ANTERO

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Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
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TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
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Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
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LEAF TOBACCO and CIGARS
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SAN MIGUEL 85, HAVANA, CUBA
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CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

# Holiday Business Nearing Climax in Cleveland

## Stores Report Rapid Decrease in Stocks—All Popular Brands Notably Scarce—Santa Claus to Be a Busy Distributor—Dealers Provide for Women Buyers—Packages of Ten Prove to Be Very Popular—Interesting News Notes.

CLEVELAND, Ohio, Dec. 17.—Holiday business in Cleveland is fast approaching its climax.. Stores are already reporting rapid decreases in stock, and believe that in but a few days, their complete stock of holiday goods will be reposing in private closets waiting for Santa to pass them out. All popular brands of cigars, especially in 1/40th packings, are becoming scarcer and scarcer as the days go on. Dealers are not forgetting, however, that although many people do their Christmas shopping early, that there are multitudes of "doubtfuls" who do theirs at the last minute.

In pursuing their plans for their holiday business, dealers are not forgetting the woman buyer. Especially at this time, the woman buyer plays a considerable part in the business of a concern. Special signs encouraging the woman buyer and offering her expert advice on the choice of brands are a part of every store's display. It seems that no newspaper's comic section is complete without reference to the woman's poor or rather unfortunate, choice of cigars. Expert and unmercenary advice on this subject will surely eliminate this fault in real life, think the dealers. Hubby can now enjoy a real Christmas smoke instead of giving away his yuletide cigars to the janitor and the iceman. Real, honest-to-goodness, quality cigars and not that kind with the flashy label and the fancy box, will be sold to the woman buyer with everybody concerned being happier in the end.

### Sam's New Job

Sam Gottloeb, starting the first of the year, is to be in the employ of Gradiaz, Annis & Co., of New York, makers of the Don Julian cigar. Sam was formerly the Girard's exponent here for Antonio Roig & Langsdorf, of Philadelphia. Sam is bound to make just as big a success in his new associations as he did when he jobbed the boosting corps of the Girard cigar.

### In New York

J. C. Newman, of the J. C. Newman Co., which makes the Judge Wright cigar here, is in New York for the holidays. The Judge Wright has more than done its share of the year's cigar business in Cleveland.

### Doing Great Holiday Business

The A. D. Goodman Co., is reporting wonderful holiday business especially on the Webster and the Red Dot cigars. "Big-time" window displays and attractive and large newspaper ads have been big factors in contributing to the sales of these popular cigars.

### La Palinas Featured

The cigar most featured over town this week is the La Palina, distributed here by G. B. Scrambling Co. Hardly a window can be noticed in which the attractive La Palina brand is not a considerable factor in its attractiveness.

### A Gotham Visitor

Graham Davis, of the General Cigar Co., was a visitor this week. Mr. Davis was here to confer with the Wallace & Schwarz Co., his local distributors. It is hard to see how Cleveland sales of the Owl and Robert Burns could increase very greatly—they are already so big.

### Robbing Time in Cleveland

Cleveland may be the "city of conventions," but to have a burglar's convention—isn't that going a little too far? To all facts and appearances this city must have enjoyed, or rather endured,—a convention of burglars this week, who during their spare time plied their trade without hindrance. Cleveland has not, for an extremely long time, seen a week in which burglaries were quite so numerous. Included in the list of those who had been burglarized were four cigar stores, The United, Pyle & Allen's, Fred Gollmar's, and Chandoux.

Two gunmen held up Harlan Woots, clerk at the United Cigar Store at East Ninth and Euclid, at midnight and at the point of a gun forced him to lie down behind the counter while they removed a sum of seventy dollars from the cash drawer. A single bandit held up Norman Upton in Pyle & Allen's Park Building Store, and forced him to empty the cash drawer of its sixty some odd dollars and hand it over to him, before coolly lighting a cigar and calmly sauntering forth.

In Fred Gollmar's case—it was simply a case—somebody, somehow, got into his Arcade store and walked off with that case full of cigars. At Fifty-fifth Street and Broadway two members of the "Plunder Society" waltzed into the store, forced Chandoux into the cellar, locked the door, and took their time about pilfering the store. Can't be hurried, you know, if you want to do a thorough job. We sincerely hope that these "conventions," especially if held in Cleveland, are very few and far between.

### Packages of Ten

Packings of ten are proving decidedly popular again this Christmas. Many stores throughout the city are featuring them in their holiday displays. Included in the brands being offered this way, are El Verso, El Tacon, San Felice, Blackstone, Dacia, T. R. and Lucius.

### Playing Santa Claus

Siegel's Smoke Shoppe on Prospect Avenue is playing Santa Claus to many pipe "fans" throughout the city. One can easily tell that Christmas is here by the many pipes that have been sent in for repairs. It seems that "hubby," or "he," would rather have his old "buddy" fixed up than break in a new pipe. Be as it may, the number of pipe repairs during the last week, has been greater than ever before. By the way, it is vacation time down at Western Reserve, and Al Siegel will be back behind the counter, to help out Dad, and to wait on his many friends. Al, somehow, always seems to put just a little more pep into doings at that store.

### Attractive Holiday Present

The Locktite tobacco pouches that are being featured in many stores this week surely do make an attractive Christmas present. These pouches come in a variety of colors and grades and offer an unlimited choice in the way of an attractive gift for any tobacco loving man.

### Sunk

Muter & Grossart, owning a cigar store at Warren, Ohio, have gone under, a petition for bankruptcy being filed just recently. Muter & Grossart have been in business for a number of years and when the above announcement was known, it was a considerable surprise and shock to everyone.

### On Vacation

A. Weiss, formerly owning a big store on East Fifty-fifth and Central, is on a vacation tour. The tour will extend east to New York, Philadelphia, Boston and Washington and then back to ol' Cleveland.—HERB.

### To Aid Co-operative Move in North Carolina

LEXINGTON, Ky., Dec. 18.—Having completed the work of organizing the burley tobacco growers of Kentucky, Indiana, Ohio and West Virginia, Kentucky leaders will aid North Carolina in a three-day whirlwind finish of the campaign in that State, December 28, 29 and 30.

Among the Kentucky speakers will be James C. Stone, president and general manager of the burley association; William Collins, of Paris; Virgil Chapman, of Paris and Lexington, and Clifton Rodes, of Burgin.

### New Cigar and Pool Business

GRANITE FALLS, Minn.—Woody Bros. have opened a cigar and pool business.

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Cuba**

*S. S. Mexico* .....—Dec. 13

| | Cases |
|---|---|
| B. Wasserman & Co | 9 |
| Charles & Co | 4 |
| Benson & Hedges | 5 |
| United Cigar Stores Co | 2 |
| Alpers & Mott | 2 |
| G. W. Faber, Inc | 21 |
| Acker, Merrall & Condit Co | 19 |
| Duncan & Moorhead | 5 |
| British-American Tobacco Co | 4 |
| R. G. Lane | 21 |
| New York & Cuba Mail S. S. Co. | 31 |

**Tobacco from Cuba**

*S. S. Mexico* .....—Dec. 13

| | Bales |
|---|---|
| American Cigar Co | 82 |
| New York & Cuba Mail S. S. Co. | 1 |
| F. La Rosa | 26 Barrels |
| Portocuba Corp. | 7 Packs |

**Cigars from Porto Rico**

*S. S. Ponce*.....—Dec. 12

| | Cases |
|---|---|
| Villar, Lanza & Co | 4 |
| United Cigar Stores Co | 119 |
| Pedro Costa | 2 |
| Porto Rican-American Tob. Co | 156 |
| Habana Cigar Co | 1 |
| Infanzon & Rodriguez | 30 |

*S. S. Porto Rico*.....—Dec. 19

| | Cases |
|---|---|
| Porto Rican-American Tob. Co | 167 |
| United Cigar Stores Co | 117 |
| Villar, Lanza & Co | 4 |
| F. Bonilla | 3 |
| National City Bank | 3 |
| Porto Rican Express Co | 3 |
| Andres Ortiz & Co | 3 |
| Sidney J. Freeman & Sons | 5 |

*S. S. Sagua*.....—Dec. 19

| | Cases |
|---|---|
| United Cigar Stores Co | 167 |
| Porto Rican-American Tob. Co | 94 |

*S. S. Maracaibo*.....—Dec. 19

Infanzon & Rodriguez.....16 Cases

**Tobacco from Porto Rico**

*S. S. Helen* .....—Dec. 11

Durlach Bros., Inc.....4 Bales
Durlach Bros., Inc.....75 Barrels

*S. S. Ponce* .....—Dec. 12

| | Bales |
|---|---|
| Durlach Bros., Inc | 44 |
| H. W. St. Johns & Co | 2 |
| Rosenstadt & Waller | 182 |
| W. O. Smith & Co | 3 |
| Hamburger Bros. & Co | 10 |
| Julius Marqusee & Son, Inc | 71 |
| Pedro Costa | 4 |
| J. B. Lichtenstein & Co | 44 |
| Leo Hirsch | 18 |

*S. S. Clare*.....—Dec. 17

| | Barrels |
|---|---|
| Durlach Bros., Inc | 21 |
| H. W. St. Johns & Co | 2 |
| National City Bank | 21 |
| Leo Hirsch | 174 |
| Pedro Costa | 20 |
| Max Gans & Sons | 42 |
| Julius Marqusee & Son, Inc | 159 |
| Durlach Bros., Inc | 58 Bales |

| | Barrels |
|---|---|
| Chatham & Phenix National Bank | 21 |
| Durlach Bros., Inc | 45 |

*S. S. Porto Rico*.....—Dec. 19

| | Bales |
|---|---|
| Durlach Bros., Inc | 14 |
| Rosenstadt & Waller | 66 |
| Pedro Costa | 4 |
| Wm. Quanjer, Inc | 10 |
| Leo Hirsch | 28 |

*S. S. Sagua*.....—Dec. 19

| | Bales |
|---|---|
| H. W. St. Johns & Co | 4 |
| Selgas & Co | 30 |
| I. Lewis Cigar Mfg. Co | 138 |
| Rosenstadt & Waller | 43 |
| Porto Rican-Amercian Tob. Co | 10 |
| Durlach Bros., Inc | 26 |

| | Barrels |
|---|---|
| J. Cohn & Co | 58 |
| David H. Delmonte | 38 |

| | Bales |
|---|---|
| Julius Marqusee & Son, Inc | 74 |
| Robert Gans | 61 |
| Hamburger Bros. & Co | 85 |

| | Barrels |
|---|---|
| Durlach Bros., Inc | 215 |
| Pedro Costa | 31 |
| Leo Hirsch | 178 |
| Stern, Mendelsohn Co., Inc | 50 |
| Julius Marqusee & Son, Inc | 136 |
| Julius Klorfein | 100 |
| Hamburger Bros. & Co | 53 |
| J. B. Lichtenstein & Co | 38 Packs |

| | Barrels |
|---|---|
| Selgas & Co | 50 |
| Rosenstadt & Waller | 274 |
| Pedro Costa | 89 |
| Durlach Bros., Inc | 31 |
| Wm. Schall & Co | 124 |

**Tobacco from Puerto Plata**

*S. S. Iroquois*.....—Dec. 17

Michelena & Co.....44 Packs

**Cigarettes from Puerto Plata**

*S. S. Algonquin* —Dec. 9

Tobacco Products Exp't Corp...1 Crate

**Cigars from Kingston**

*S. S. Santa Marta*.....—Dec. 15

British-American Tob. Co....17 Cases

**Tobacco from Patras**

*S. S. Sheaf Field*.....—Dec. 16

Hesse, Newman & Co....547 Seroons

| | Bales |
|---|---|
| E. Halzicostas | 368 |
| Ravazoula Bros. | 28 |

**Tobacco from Constantinople**

*S. S. Dochet*.....—Dec. 19

| | Bales |
|---|---|
| Equitable Trust Co | 813 |
| Order | 100 |

**Cigarettes from Constantinople**

*S. S. Dochet*.....—Dec. 19

Order .....1 Case

**Tobacco from St. Thomas**

*S. S. Fort St. George*.....—Dec. 19

Virgin Island Cigar Co....100 Barrels

**Tobacco from Glasgow**

*S. S. Algeria*.....—Dec. 18

Irving National Bank.....13 Cases

**Tobacco from Liverpool**

*S. S. Cedric*.....—Dec. 19

Universal Leaf Tobacco Co..223 Bales
Maddock & Miller.....1 Box
Universal Leaf Tobacco Co....2 Cases

**Cigarettes from Liverpool**

*S. S. Cedric*.....—Dec. 19

| | Cases |
|---|---|
| G. S. Nicholas & Co | 1 |
| Quebec S. S. Co | 1 |

**Cigarettes from London**

*S. S. Michigan* —Dec. 7

A. Frankau & Co.....8 Cases

*S. S. Montana*.....—Dec. 20

United Fruit Co. (In transit to West Indies) .....1 Case

**Cigarettes from Southampton**

*S. S. Olympic* Dec. 6

Bane & Ward.....1 Case
R. H. Macy & Co.....1 Case

**Corn Leaf Cigarette Wrappers from Lisbon**

*S. S. Citta Di Messina*.....—Dec. 20

Benj. E. Teale .....27 Cases

(*Continued on page* 34)


**"The Perfect Cigar Gum"**

WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN

ALSO

**GUM TRAGACANTH**

*Special Grades for Cigar Manufacturers*

**F. E. RICHARDSON & CO., 114 John Street, New York City**

**M. ABELLA**

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street Habana, Cuba

Cable: Abella

**CONSTANTINO JUNCO**

GROWER, PACKER AND DEALER IN

All Kinds of Havana Leaf Tobacco

129 Lealtad St., cor. Dragones St. HAVANA, CUBA

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S. en C.

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## Key West Key Notes

KEY WEST, Fla., Dec. 17.—The management of several of the factories are preparing for the regular annual inventory. The holiday orders are being rushed, and are shipped by mail and express daily in large numbers.

Several factories have suspended work until the first of the new year, and others will suspend on Christmas Eve.

### Filling Last Minute Orders

At the E. H. Gato Cigar Co. the force is busy filling last minute orders and shipping out those already filled. When asked as to conditions your correspondent was told that these remained about the same, that the holiday orders were being rushed, and that the factory would possibly close on the 24th for the purpose of taking an inventory of the stock, and arranging for the New Year.

The M. Perez Co., suspended temporarily, today, Saturday. The holiday orders have been hurried to their distributers, and everything will be put in readiness for a stock taking inventory next week. This factory will resume work the first week in January with exceedingly bright prospects for 1922.

### A Steady Drive

Mi Favorita Cigar Co., continues to work steadily, but with the last shipment of holiday orders, which will be Saturday the 24th business will be suspended and during the remaining weeks of December stock inventory will be taken. This factory will resume business during the first week of January.

The R. L. Trujillo Cigar Co., continues to work a large force. The packing department is busy getting out the large shipments ordered for the holiday trade.

Thompson & Co. report business good. Their orders continue large, and shipments are made daily. This factory will close on Christmas Eve, and during the week intervening between that time and the first of the New Year an inventory will be taken, after which business will be resumed.

Abraham Haas, leaf tobacco dealer, was an arrival here this week. Mr. Haas was en route from Havana, Cuba to New York where he will spend the holiday season.

Fernando Lopez, prominent in the tobacco industry was an outgoing passenger on the steamship *Mascotte* bound for Tampa where he will spend several weeks.

Ignacio Gobo, the well known dealer in leaf tobacco, who had been in Havana for several days returned Friday on the steamship *Cuba*.

A. M. Gomez, connected with the office force of the Martinez Cigar Co., of Havana, was a recent arrival in this city. Mr. Gomez was enroute to New York where he will spend a vacation covering a period of several weeks.

An important visitor of the week was H. M. Sylvester, of the American Cigar Co., of Havana, who arrived for a short stay in the Island City.

Francisco H. Alvarez, leaf tobacca dealer of Havana, who spent several days in Key West during the week attending to business matters, left for Chicago, where he will spend the holidays, and incidentally take a well earned vacation.

Returning on the steamship *Governor Cobb* from Havana Thursday was Juan Ramirez, a prominent figure in the tobacco industry. Mr. Ramirez spent several days in Havana attending to business matters.

Albert Kaffenburg, prominent leaf tobacco dealer of Havana, was included in the arrivals here Saturday afternoon from Havana enroute to New York where he will visit for several weeks.

## Gallipolis Steady

GALLIPOLIS, Ohio, Dec. 16.—About 60,000 lbs. of tobacco was offered and sold on the floor of the loose leaf warehouse here today. The market is steady and rejections few. The crop of J. A. Daniels averaged 38c. per lb. and best basket bringing 56c. per lb. Lewis Houck's crops were sold at an average of 28½c. to 35c. per lb. Heavy sales are predicted after the holidays.


AROMATIC PALATABLE MILD STAPLE

If You Haven't - You Should TRY

# HENRY the FOURTH

A wonderfully good cigar from TAMPA, FLA.

ALVAREZ, MENDEZ & CO., Makers, Tampa, Fla. Preferred Havana Tob. Co., Owners, 257 4th Ave., New York

# Tampa Taking Keen Interest in News From Havana

**Report from Cuban Capital Announces the Closing of Cigar Factories for Indefinite Period—Many Tampans Have Allied Interests—Manufacturers' Association Getting Settled in Office—To Sell "Made-in-Tampa" Labels in January.**

TAMPA, Fla., Dec. 17.—Recent word from Havana, Cuba, is that the cigar factories in Havana will close their doors today, the 17th, and remain closed indefinitely. Tampa manufacturers are watching the situation with close attention, as its effect upon the industry here is uncertain. No one cares to predict at this stage. This much, however, if the Fordney bill passes, Cuba is bankrupt.

### Tampans Have Allied Interests

Many Tampa manufacturers have allied interests in Havana. They were hard hit when, in 1920, England increased the duty on cigars. This resulted in many cancellations; and, what was more serious, the loss of trade prestige and accounts. Now when the duty is lighter and exchange easier, and they can again ship to advantage, the manufacturers find they have hard work to win this trade back.

The new tobacco crop in Cuba is short. In quality it is normal except that there appears to be a considerable shortage of the finer grade leaf used for wrappers, and it is bringing less money than usual.

### Tampa Has Leaf Supply

Our manufacturers still have a large supply of leaf on hand, bought at peak prices, which will, of course, have to be used. This means that for another year they will have to forego their profits and operate at or near cost.

### Fought Against Odds

Truly our manufacturers have made a game fight against odds, but they are winning out. Their holiday orders have been filled with but little trimming and no serious delay. The trade understood the situation and has been patient. All last Summer, owing to extreme hot weather, no cigars were made, except to fill spot orders. It was not possible to store a stock and, contrary to the usual condition, Oct. 1 found the manufacturers with none on hand. This caused delay in filling the earlier orders, which was later largely remedied through shipping by express.

### Association Located

The Tampa Cigar Manufacturers' Association has moved into its offices in the new Lucas building, but will not be regularly open for business before January, when it will be open for the sale of the new "Made-in-Tampa" labels. At no time in the history of Tampa have the manufacturers been so unanimous in their work and plans for the good of the industry, and this new move means that vigorous and far reaching campaigns will be planned to keep Tampa's big industry systematically before the world, and as funds become available, to reach the retailer and eventually the consumer. It goes without saying that, in these plans, the Association will have the loyal support of all those who believe in Tampa. The Association will take no part in the individual problems of individual manufacturers, but will concern itself chiefly with the larger affairs affecting the general welfare of the industry.

### Resting on His Laurels

Alex Metzger, the "down east" representative of Berriman Bros., is in Tampa "resticating" for a few weeks. While resting he is studying the latest developments affecting the cigar industry. In spite of his years, 70 young, he is a live wire, as he needs to be to hold down his territory, which he does to the eminent satisfaction of his firm.

A. L. Cuesta, Sr., returned on the 10th from Havana, Cuba.

### Not Much Time for Invoices

Tampa factories aren't going to put much extra time into inventory taking this year. They'll need all they can use making cigars for January delivery according to reports and there will be very few who will close down for more than two days at New Year's.

Perfecto Garcia & Bros., with orders enough ahead for the first fifteen days of January, and prospects for a big rush coming aren't going to be down but two days, along with scores of others.

E. H. Fleischman, of Chicago, treasurer for W. J. Seidenberg & Co., is among the visitors here making headquarters with Francisco Arango & Co.

E. W. McElwey reports the Hava-Tampas going strong in the southeastern territory and prospects for a big January ahead.

Two visitors with Yanez & Company, where Tuves are the notable regulars, are D. Frank Williams, of Williams Brothers, Salisbury, N. C. and L. J. Hackett, of Louisville.

Joe Lozano reports the F. Lozano, Son & Co., order hook getting a bit jammed with January orders and predicts a regular month with vim and vigor.

The middle west is going to have to have a lot of Tampa smokes according to Gordon D. Nussbaum, Berriman Brothers' western representative, who is here until Monday. He reports most of the "War Babies" gone and shelves pretty bare after a fine business for the retailer.

August Kuttnauer, New York leaf tobacconist was here during part of the week calling on the trade.

Another visitor from the Metropolis to the Florida metropolis was John W. Merriam, New York manufacturer, who spent a few days with friends and left Friday for home.

### New Distributer for Portina Cigar

TAMPA, Fla., Dec. 17.—So great has been the increase in the cigar business in Florida that F. L. Kenney, vice-president of the Porto Rican-American Tobocco Company, has appointed new distributers for the Portina and El Toro cigars, and on December 15, the Eli Witt Cigar Company of Tampa, Jacksonville and Miami, took charge of these popular brands in Florida.

## Cigar Factory Workers

WASHINGTON, D. C., Dec. 20.—The Bureau of Labor Statistics, Department of Labor, has compiled figures based on reports received from 54 cigar factories showing the persons employed and wages paid in these factories during the months of November, 1920, and November, 1921. There were 16,899 persons employed in these factories in November, 1920, as compared with 16,733 in the same month of this year, a decrease of 1 per cent. The wages paid decreased from $357,656 in November, 1920, to $286,295 in November, 1921, a decrease of 20%.

The Bureau also shows a comparison between employment and wages paid in 57 cigar factories during October and November, 1921. In October there were 17,596 persons employed as compared with 17,242 in November, a decrease of 2 per cent. The wages paid in these 57 factories amounted to $317,188 in October as compared with $293,302 in November, a decrease of 7.5 per cent.

The Bureau has the following to say in connection with changes in wage rates and per capita earnings during the period of October 15, to November 15; in the cigar industry:

"Curtailed operations caused a decrease of 5.7 per cent in per capita earnings for November as compared with per capita earnings for October."

## New Store at Asheville

ASHEVILLE, N. C., Dec. 17.—The Stewart Cigar Co. is the latest addition to the business ranks of West Asheville and the company will carry a general line of high class cigars and cigarettes.

J. W. Lakey will represent the firm and will have charge of the sales. The firm moved to West Asheville from Statesville.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

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de
Sanchez & Haya

and

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GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
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Connecticut, Havana and Broad Leaf Tobaccos
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# Connecticut Tobacco Situation Not Very Clear

## Growers and Packers Appear to Hold Divergent Views Regarding Prices—No Doubt About Quality, but Buyers Are Not Stampeding the Market—Some May Hold Out Too Long and Miss the Goods Required—Slight Activity Noted.

HARTFORD, Dec. 19.—The Connecticut tobacco growers seem to be confronted by market conditions similar to those of the southern cotton growers which was found to be distressing a year ago. The growers at the present time have a good crop on their hands, and the buyers are offering far less than it was worth regardless of the actual cost to the individual grower.

### Demand for Havana Stalk

There has been considerable demand for Havana stalk and some sections have been practically cleaned up at prices ranging from 20 cents to 32 cents in the bundle and considerable has already been delivered. In the Massachusetts district also some sales have been made, and there too, the prices have been disappointing.

There have been a few scattering sales of Broadleaf at prices reported ranging from 28 to 35 cents per pound in the bundle and some assorted crops are reported as high as 55 cents.

Local buyers are waiting for Broadleaf, but as yet have not made any start on the buying of the Broadleaf. The sales that have been made are to an out of town company who has had representatives driving in various sections looking at Broadleaf.

### Tobacco Chief Hartford County Crop

Tobacco is the chief farm crop in Hartford county and it gives employment to thousands of men, women and children practically the entire year, and when the growers cannot get a good price that yields him a reasonable profit he and his employees are hard hit.

### Consider Acreage Reduction

In various towns there have already been meetings of the growers to discuss the advisability of making a great reduction of the tobacco acreage next year and unless the growers do not get better offers for their crops from the buyers, such a policy may be necessary. They have watched the effect of the reduced acreage in the cotton belt the past year and find that the cotton growers got better prices by reducing their acreage, which necessarily reduced the growers' expenses.

### Mainly Cigar Tobacco

Most of the tobacco grown in the Connecticut Valley goes into cigars, and the fact that fewer cigars have been made and smoked during 1921 than during 1920, is a question whether the falling off in demand for cigars is great enough to warrant the low prices offered the tobacco growers for their crop is a question for the economists to wrestle with, but whether it is or not the growers cannot take big losses this year and plunge as extensively into cultivation of the crop next year with no prospect of better prices then. Should the acreage of the Connecticut crop be curtailed the effect will not only be on the growers and the host of workers that they employ, but also on the fertilizer manufacturers, the railroads and all the individuals and organizations that are associated with the tobacco industry.

### A County Committee

At the annual meeting of the Hartford County Farm Bureau held in this city on the 16th, a tobacco committee of twenty-five members was nominated. The county committee was formed to analyze market needs, to give out market information, to make uniform selling contracts, to further legislative activity, and to act in an advisory capacity to the tobacco experiment station. The members of the committee and the towns they represent are as follows: Avon, J. J. Anderson; Bloomfield, W. K. Rice; Canton, C. H. Snow; East Granby, H. E. Thompson; East Hartford, L. P. M. Hickey and F. H. Ensign; East Windsor, W. W. Thompson, A. D. Ellsworth, and H. A. Middleton; Enfield, J. T. Burgess and S. H. Phelps; Glastonbury, A. E. Bidwell; Granby, Raymond Case; Manchester, L. S. Grant; Simsbury, W. J. Hayes; South Windsor, P. F. Grant, J. F. Driscoll and W. F. Skinner; Suffield, G. A. Peckham, G. W. Phelps, B. R. Spear, and J. B. Rose; Windsor, S. F. Brown and L. A. Clapp; Windsor Locks, L. C. Seymour.

The Farm Bureau has been doing good work the past year through its agent, Ben Southwick, who is a tireless worker on tobacco subjects.

### Charles Soby

Early last week Charles Soby succumbed to an attack of pneumonia. Mr. Soby was born in Suffield, Conn., and in his early life started the manufacturing of cigars in this city and built up a very large business.

Hipple Brothers, of Philadelphia, have been among the growers of Broadleaf in various sections of the Valley and have bought various lots of Broadleaf.

### Some Insurance Claims Paid

Several of the claims for storm damage insurance against the Rutgers & Globe Insurance Co., of New York, which had not been paid, although proofs of losses had been filed promptly, were paid last week and others are to receive checks this week. Payment had been held up and a hearing was held in New York City recently before the New York State Superintendent of Insurance, and it was expected that suits would be brought by those who were insured and whom the company refused to pay. However, it now appears that the company has reconsidered and is making settlements without suits.

### Still in Doubt

It appears to the growers that there is a determined stand on the part of local buyers to buy this new crop far below its real value, and all kinds of arguments are being made to try to convince the grower that he has got to come to their prices, but while it may work on some growers who are not very well posted, it is doubtful if the new crop can now be "taken," and the general opinion is that buyers have got to come up or else they will not get the best choice of the 1921, at the prices which growers are talking. Better prices will prevail later.

A few sales of 1919 broadleaf, made lately, do not indicate that the manufacturer expects to get his stock of tobacco given to him, as one buyer was looking for 1919 seconds (Broadleaf) and was going to pay $1.25 per pound and No. 2 seconds were recently sold for 80 cents per pound, and yet there are rumors that new seconds should be bought for around 40 cents. Does it look consistent on the part of the packer to hold old goods at these prices and expect to get the new crop for a song? The situation is covered in part in the brief of the National Cigar Leaf Tobacco Association submitted to the Finance Committee opposing an increase on the present tariff on tobacco, which is, "If their price is raised because of the increased duty, the cigar manufacturer will have no alternative but to reduce the price he can pay, for domestic wrappers, binders and fillers, unless he can cut the wages of his workmen, which now appears to be out of the question."

The growers feel that they have got to stand all the cuts and the workmen in cigar factories still get the high wages and profits, notwithstanding the actual cost to him in growing the crops.

## "Sir Walter"

Frishmuth Bros. & Co. of North Philadelphia, Pa., report the registration of "Sir Walter" as a trade-mark for smoking and chewing tobacco, cigars, cigarettes and cheroots.

## San Francisco

(*Continued from page* 4)

sociated with the firm, covering the coast territory. He takes the place of T. M. Ryan, who has been transferred to the valley run, formerly covered by M. Belmont Glass. H. L. Judell is expected to return to San Francisco from his oriental trip about December 29, when the steamer *Empire State* is due in San Francisco.

## Two New Developments in Prospect

SAN FRANCISCO, Dec. 13.—Two announcements made today will probably later have a most interesting reflection in the cigar and tobacco industry of San Francisco, these being the word from Washington that the proposed San Francisco bay bridge has been endorsed by the government, and the report that the Bowman Syndicate is figuring on building a large hotel in San Francisco. Such development would be of the utmost good to the city and would mean much prosperity for its merchants later on. The proposed bay bridge would connect San Francisco and Alameda county and would mean a far greater business for this city. John McE. Bowman is visiting San Francisco looking over sites for a monster hotel, it being claimed that he will also have a new hostelry in Los Angeles as a unit of the Bowman chain. It is understood that James Woods, formerly manager of the Hotel St. Francis but now of New York, would be Pacific Coast manager for the Bowman hotels, making his headquarters in Los Angeles.

### Rinaldo to Distribute Van Camp Cigar

The Joseph Rinaldo Cigar Co. today made an announcement to the trade which will prove of more than passing interest, the firm having taken over the distribution of the Van Camp cigar, made by the Marca Petri Cigar Co. of San Francisco. The Van Camp, which has been on the market for about two years, has come to the front in the past three months and is now well placed. The Rinaldo Company will also distribute Petri Italian stogies. Mr. Rinaldo is enthusiastic over his new account, as well as his general holiday business. He reports that Say-So twentieths have been oversold.

William Kraus, of Kraus & Co., Say-Sos and Flor de Moss, is now in Los Angeles, following a tour of Texas. He is planning to return to San Francisco shortly and then depart for the east.

John Glenn, Roi-Tan missionary, and I. I. Hess, of Ehrman Bros., Horn & Co., have returned from a trip to Los Angeles. Izzy Mendelson, of the same company, is planning to leave Jan. 6 for trip through Nevada.

### More Matrimonial Music

Wedding bells will resound through the offices of Ehrman Bros., Horn & Co. this week, Miss Mazie Kelly to become the bride Thursday next of Lieutenant Fenton. Miss Ruth Benas, also of the office force of Ehrman's, will be maid of honor, and practically the entire staff will be in attendance. Miss Kelly has been a member of the House of Ehrman for several years.

### A Memorable Event

Dec. 14, 1921, will always have a heavy ring around it for Charles de Salvatore, up and going member of the staff of the General Cigar Co. On that day, which is tomorrow, he will start on his initial trip as a road representative of the company. Charlie has been taking great strides in his advancement and the well wishes of the trade are with him. He has been assigned to the Sacramento River points, Sierras and Nevada territory. Mr. de Salvatore has been holding down an inside sales job and welcomes the opportunity to travel for the house.

### To Make Big Drive on Manilas

The Harry Bercovich Cigar Co. announces that it will make a big retail drive on Manila cigars shortly after the first of the new year. Mr. Bercovich says that the company has a quarter of a million Demonstro Manila cigars in excellente shapes, which will be sold at 5 cents. Heretofore these cigars have retailed at two for a quarter.

Dave Erdreich, of the Consolidated Cigar Co., has gone east, where he will visit the factory.

### Important Conference

Branch managers of the General Cigar Co., met this morning with the heads of the company at a conference in the main office. Julius Louisson, of Portland; F. V. Welsh, of Los Angeles, and Lew Cheney, of Seattle, were in attendance. Announcement has been made that Dave H. Burns has been placed in charge of the Denver branch, succeeding L. Isaacson, resigned. Mr. Burns formerly had charge of the Sacramento territory, which is to be taken over by E. A. Sayre, of the Sonoma district. Roy Mosher, formerly at the Hotel St. Francis stand, has taken over the inside sales desk, formerly occupied by Charles de Salvatore.

Sale of Dycketts has been discontinued until after the first of the year, according to announcement of the General Cigar Co. All Christmas packings of the company, with the exception of White Owls, have been oversold.

F. Bogovich, merchant, of Reno, Nev., visited in San Francisco recently.

### Outside Looking Out for Orders

B. Blohm, formerly cashier in the San Francisco office of the General Cigar Co., has joined the selling force and his position has been taken by J. O'Connell, formerly credit man.

### To Have New Retail and Wholesale Stores

Marks Bros. are to establish a new retail and wholesale store in the new Alexander building, at Montgomery and Bush streets, San Francisco. This firm specializes in the Insular line, for which it is also distributer in this section.

A. Glaser, of Glaser Bros., has gone east on a business trip, expecting to be away several weeks.

Charles Knubel, western representative of Charles the Great, is now visiting in San Francisco.

### Takes Over Manufacturing Co.

The Cooperative Cigar Co. has taken over the old California Cigar Manufacturing Co., at 526 Commercial street. Mr. Fleckles, formerly of the St. Elmo Cigar Co., Los Angeles, is a member of the firm.

W. J. Shiffert, cigar manufacturer, of Modesto, has moved his factory to Stockton and has opened a retail store there.

Mack Horn, of the Golden State Leaf House, has returned from a trip to Los Angeles, returning by way of the valley.

### Operating on Open Shop Plan

The Cimino cigar factory at 706½ Sansome street has announced that it is now operating on an open-shop plan. The owner sought a reduction in the bill of prices and when this was refused he determined to establish the open shop.

Announcement is made that Sweet Caporals and Hassan cigarettes have been reduced from $8 to $7.75.

### New Currency Has Strong Call

That the New Currency cigar has proven one of the big things of the year is the declaration of S. Bachman & Co. Despite big shipments received frequently the company is finding it difficult to fill orders.

The Gunst and United Cigar stores are now selling 16-cent tobaccos at 15 cents.

Moses Gunst, of the General Cigar Co., has returned to San Francisco, following an extended trip abroad.

R. N. Bode, manager of the cigar department of William Cluff Co., has been covering the San Joaquin Valley district in company with Jot Wood, in the interest of the Champagne nickel cigar of J. C. Winter & Co., Red Lion, Pa.

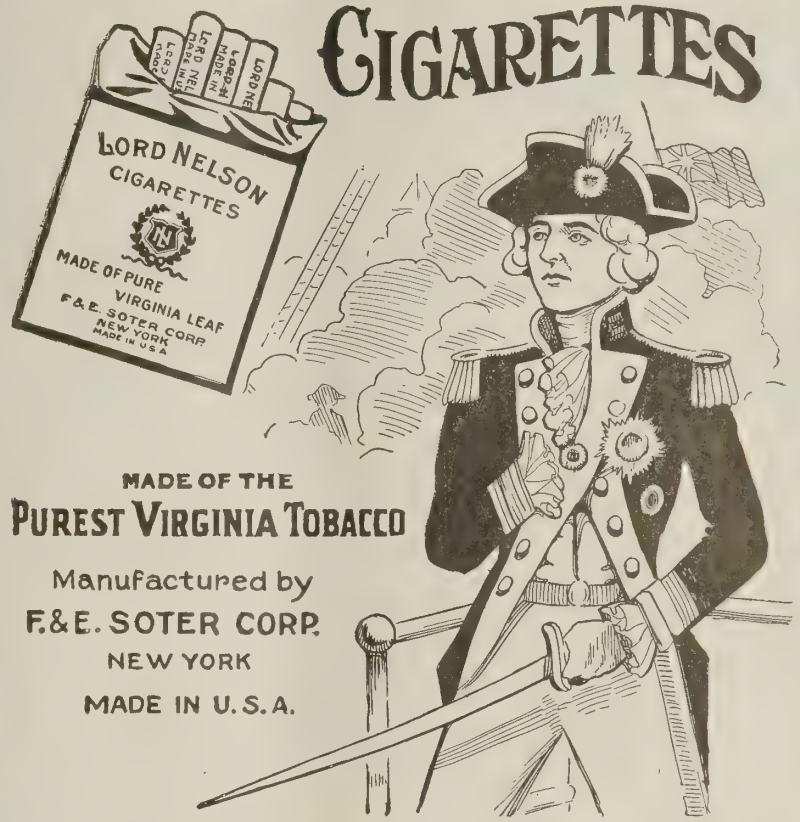
Frankel, Gerdts & Co. are now distributing their new two-for-quarter La Natividads to the San Francisco district trade.

### Prize Winners Coming

The five winners of the American Tobacco Co. sales competition, including D. E. Baird, San Francisco; H. G. Porter, Oakland; Charles D. Rutter, Seattle; E. R. Semmens, Butte, and C. J. Gaupp, Phoenix, will leave San Francisco for New York, Dec. 23, in company with Vice-President Nightingale and R. T. Briggs, field salesman. The quintet were given a trip as an award.

Henry Bohls, well known cigar and cigarette man, has returned from an extended visit in Germany.


SMOKE
LORD NELSON
CIGARETTES

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**Philadelphia, Pa.**
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**PROTECTIVE PAPERS**
for packing cigars, cigarettes, tobaccos, etc. Contain no wax. Sweet and pure. A sure protection.

Glassine — Greaseproof
Vegetable Parchment — Parchmoid

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Bridgeport (near Philadelphia) Penna.

# Philadelphia's Holiday Rush Is On In Full Swing

## Manufacturers, Jobbers and Dealers Are All in the "Thick of It"—Scrambling from Cleveland Wants More Goods—Factories Busy Supplying Local Trade—Prospects Bright for Closing Good Season—Face Future With Confidence.

PHILADELPHIA, Dec. 20.—The final rush of the holiday trade is on, and manufacturers, jobbers and retailers alike are engaged in it. During the week the manufacturers closed up virtually all their business for distant points, and were concerned only with trade for points immediately accessible. And yet there were exceptions.

### Anxious for Goods

For instance, the Congress factory was visited at the close of the week by George B. Scrambling, of the Scrambling Co., Cleveland, to make assurance doubly sure that he would receive the supply of La Palinas for which his trade is clamorous. Mr. Scrambling donned overalls in the shipping room to expedite shipments to his firm. Said he to THE TOBACCO representative, "I am holding orders back home for some 400,000 La Palinas which I could sell tomorrow if I had them in hand. I am here to try to get as many and as soon as possible."

### Supplying Home Trade

While trade from distant points is over the manufacturers find plenty to keep them rushed in promptly meeting or trying to, the requirements of the city and adjacent retailers. The stocks the dealers laid in were not very large, and the demand already has been quite sufficient to absorb them and reorders are plentiful. Unquestionably the season's business will exceed that of last year, although it will be behind the abnormal business of two years ago.

### Hopeful Outlook

There is every reason to believe that the season's business which will close with the week will be entirely satisfactory, even to those who being optimistic, had rather larger expectations.

Manufacturers, too, look toward the new year with entire confidence, the problem now being not so much to dispose of goods as to join in the general movement for price adjustments. They recognize the fact that it is most unlikely that leaf prices will decline, and while they are loath to tackle the wage problem, they are convinced that larger reductions than have been attempted must be made before the industry will be on a sound and lasting basis.

It is reported that the first of a series of prosecutions by manufacturers against persons who fraudulently secured goods, has been instituted.

### Making Unique Campaign

Of very general interest is the campaign which the cigar department of Reeves Parvin & Co. is inaugurating for the purpose of making a city wide canvass of all the 5,000 retail cigar stores for the purpose of opening additional distribution points for two of the lines it carries, the Keen Kutter and La Havencia. The manufacturers of these two brands have joined with producers of many articles handled by the grocery trade in a sales campaign conducted by the Advocate Sales Agency, an organization of the wholesale grocery trade. To make the canvass the Reeves-Parvin Co. has organized a special force of twenty-five cigar salesmen who will begin the tour this week and will continue for some time. Sales Manager E. N. Forristall, of Waite & Bond, visited the Reeves-Parvin headquarters during the week interesting himself in its activities in pushing the Blackstone.

### Flor de Manuels Going Strong

Allen R. Cressman's Sons Co. reports phenomenal sales for its recent introduction, the Flor de Manuels in pocket package size containing ten, and retailing at 90 cents. The packets are boxed in cartons, and are very attractive. The firm has on the street now the first of five special auto delivery cars, from which its salesmen will make immediate deliveries of small orders. Each car has capacity for 10,000 cigars. The firm reports business far beyond its expectations.

Nef Affrime, proprietor of the chain of Post cut price stores, is reported to have sold the first of the group during the week, disposing of the 13th street branch, opened only a few weeks ago, to M. Balis.

New Flor De Manuel Pocket Packages of 10 Each

### Cigarette-Making Machine Exhibited

M. Soffian, who recently sold his cut-price store at Ninth and Market streets, to A. Magen, has re-entered the business, opening a stand at 135 Market street. At this and at his old location there is being conducted a demonstration by the Alliance Tobacco Co. of its hand cigarette-making machine, together with various grades of tobaccos for the makin's. The show attracted a large number of spectators and quite a number of buyers.

### Doing Cut Price Stunt

Dan Ostrow is installing in the store he opened a week ago at 718 Market street, and which was temporarily equipped, special fixtures being made by Frank Rieder & Sons, 343 N. Fourth street. The Ostrow offerings consist of a job of 200,000 Lord Temple, being sold

(*Continued on page* 34)

# Pennsylvania's 1920 Tobacco Crop Still Moving

**About 1,200 Cases Changed Hands Last Week—General Buying of New Weed Not Yet Started—Only a Few Sales Noted—Prices Remain in Doubt—Court Writ in Snyder Tangle—Cigar Factories Working Full Force.**

LANCASTER, Pa., Dec. 17.—Buying of the 1920 crop is still being kept up and about 1,200 cases have been disposed of this week.

Geo. Whollan, local representative of A. H. Spitzner & Son, of New York City, bought about 1,000 cases this week from different local and county packers. The goods bought were all of the wrapper grade.

Geo. S. Mann, packer of this city, bought about 200 cases, 1920 sized fillers, from Jacob Bowman, head man of the Lancaster County Growers' Association.

### The 1921 Crop Lingers

Growers are still in the dark as to the disposition of their 1921 crop. General buying has not yet begun, although here and there a crop has been contracted for. The most important of these sales was one consummated lately when Bayuk Bros., through their vice-president, Louis Kramer, with headquarters in Philadelphia, purchased the product of P. W. Baker's numerous farms, amounting to upward of 100 acres. The price is kept secret, but the writer learns on good authority that the tobacco was sold at a price commensurate with the times and the buyers can make nickel cigars from the product. If the price at which this tobacco was sold is a criterion, then the local growers will have to take considerably less for their 1921 crop than they got for the 1920.

Another indication of the downward trend of prices is the figure at which packers of 1920 have disposed of, and are now disposing of, their holdings. These packings are going to the manufacturers at an average price of from 25 to 28 cents running sizes. This is about 10 cents per pound under the prices realized for the 1919 crop.

### "An Open Secret"

It is an open secret here that one of Water street's largest dealers took a loss amounting to thousands of dollars on his Pennsylvania holdings. Other dealers broke about even, or sustained a small loss.

The break in the tobacco market is attributed to various reasons. The falling off of export trade, due to difference in exchange, is one of the vital factors, declared a well known authority, who was interviewed yesterday.

"This particularly affects Lancaster County," he asserted, "inasmuch as heretofore large quantities of the local filler was marketed abroad."

### Buying Started Late

General buying of the 1920 crop did not begin until February of this year, when the General Cigar Co. inaugurated the movement, closely followed by other firms. By the end of that month most of the leaf had changed hands, and at prices ranging from 15 to 21 cents.

It is believed in well informed circles that the buying will again be late and little is expected this year. The price is a matter of conjecture, but 12 to 15 cents is now considered a good guess with inferior crops selling far below this figure.

### A Talk on Wild Fires

At a meeting of the Lancaster County Tobacco Growers held here early in the week, F. S. Bucher, farm agent, discussed the cause and remedy for wild fire. Mr. Bucher's discourse was certainly educational and the farmers listened with a great deal of interest. Growers are very much concerned about the price they will realize for their hanging crops and they, one and all, were discussing the subject.

### In Snyder Case

A writ was issued here today by the Farmers' Trust Co., for $1,500 on a property at Pequea, Pa., owned and mortgaged to the company by H. H. Snyder, the absconding manager of Otto Eisenlohr & Bros.' plant here. The writ was issued against Snyder by the Trust Co.'s attorney. The property was bought about a year ago by Snyder.

Despite the State-wide search made for the man since his disappearance months ago, nothing has ever been heard of him and his whereabouts, whether dead or alive, still remains an unsolved mystery.

The report appearing recently in the issue of several of your contemporaries that Otto Eisenlohr & Bros. purchased a crop of 1921 York County grown in the Druck Valley, turns out all buncombe. The writer investigated the matter and found out one of the buyers of above concern was inspecting the crop but never made any offer for the tobacco, neither he did he buy it.

### From the Submerged District

Chas. Polachek, of New York City, sent four carloads of Porto Rico tobacco to York County recently to be dried, and if possible gotten into marketable shape. This tobacco was on the bottom of the river at New York for several weeks, and then salvaged. It was from the steamer *Tanamo* that went down in New York harbor.

### Had Fire Loss

Samuel Levin, a local packer and dealer, had a fire in his warehouse this week, which entailed a damage of $8,000 by fire, water and smoke on his stock. He had on hand Little Dutch of the 1917 and 1918 crops; also a number of bales of old Florida tobacco. The stock and building, owned by Mr. Levine, were covered by insurance of $11,000, in various companies. The cause of the fire is unknown. Four years ago the same warehouse was afire and Mr. Levine suffered a considerable loss.

### Kimbrough in Court

R. L. Kimbrough, who was the founder and manager of the now defunct Lancaster County Tobacco Sales Floor, was haled before Alderman John Heinitsch of this city, and given a hearing in a suit brought by a farmer for confiscating and selling his crop of tobacco when the farmer alleges he has warehouse receipts for the same. The witnesses for the prosecution were J. K. Leaman, a local leaf dealer, and the officers of the Agricultural Trust Co. Kimbrough was held

(*Continued on page* 34)


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# St. Louis Cigar Business Shows Heavier Demand

**Sales Steadily Climbing—Considerably Better Than Was Expected a Month Ago—Reservations Give Way to Real Buying—Popular Brands in Strong Request—"Something Just as Good" Not Required—Trade Tidings.**

ST. LOUIS, Dec. 17.—The cigar business during the past week has been steadily climbing. Last week the indications were that there would only be about the normal trade, but at the close of the week the demand commenced to show a betterment. This week, the one before Christmas, everything points to an unusually heavy demand. Last week only reservations for Christmas were made, but this week actual buying is being done and it is very heavy. The popular brands are in big request and fortunately for the customers the distributers were prepared and everybody will be able to get their wants filled and will not be compelled to take substitutes or "something just as good."

### Everything for Smokers

The window displays were never more attractive than they are this season. No particular brands are being shown, but some of every brand the store carries. Cigarettes are also much in evidence, as are also pipes, humidors, smoking outfits, and everything essential for a smoker.

### Successful Aggressive Work

Fred P. Baldwin, representing the Don Julian and "That Paramount" brands, distributed through Brinkman, Meisel & Recker Cigar Co., says both these brands are going splendidly and a big Christmas sale will be the result. Mr. Baldwin has done some very aggressive work to make these two brands popular with consumers and the result is now being seen. Special shipments by express are being received daily, so no one has been compelled to take something the buyer did not wish.

### A Forthcoming Event

The members of the Southeast Missouri Drummers' Association will hold their mid-winter meeting Thursday, Dec. 29, at the Marquette Hotel and the business session will be followed in the evening by a dinner-dance at the Century Boat Club. On the entertainment committee will be several representative drummers connected with the cigar concerns, so it goes without saying that there will be plenty of good smokes of the highest class brands provided.

### Changes Scene of Action

G. J. Duffy, who has been conducting a campaign on the La Costa brand, made by Jos. J. Schaeffer, for several months, closed his work here a couple of weeks ago and has gone to Cleveland, Ohio, where he is going to put on another drive on the same brand, which is distributed in that section through the Weidmann-Fries Cigar Co., of Cleveland.

### On Firing Line Again

E. W. Marlin, representing M. F. Minden & Co., although not yet himself because of his recent illness from pneumonia, with which he was laid up at Denver, managed to do some business, and not only kept his regular customers well supplied with goods from his house, but opened several good accounts.

### Making a Final Survey

Several representatives from the leading cigar manufacturers spent a day or two in St. Louis recently and saw that the local distributors did not overlook their respective brands. Among some of the best known were Louis Heitmann, of Louis Heitmann Co.; August Tietig, of Arnold Tietig & Sons, and Carl Sweisher and Mr. Smith, sales manager of the J. H. Sweisher & Son Co.

### A Hustler Hustles Home

W. W. Haynie, of the Haynie System, is back from a brief trip to Omaha, Neb., Kansas City and Chicago.

Two leaf tobacco representatives were also here recently—Henry Taussig, of Henry Taussig & Co., Chicago, and William Levison, of Friend & Co., of New York.

## U. S. Interests Take Over New Cuban Hotel

HAVANA, Dec. 19.—The organization here within the past few days of an operating corporation, to take over from the well-known banking and realty house of Mendoza & Co., the newly-constructed $2,000,000 Hotel Almendares may be accepted as a strong indication of an upward trend in the economic situation in Cuba.

The fact that President Frank Steinhart, of the Havana Electric Railway and Power Company, accepted the presidency of the new company gives the undertaking a virile American atmosphere.

There are indications of a revival of investment and speculation, which are heartening to the American business interests. President Zayas has practically abandoned all work, except that of straightening out the national budget upon a vastly reduced basis, and guiding the plans for the establishment of a national system of taxation which will guarantee Cuba in future revenues.

Cuba expects a substantial loan from United States bankers with the approval of the American Government.


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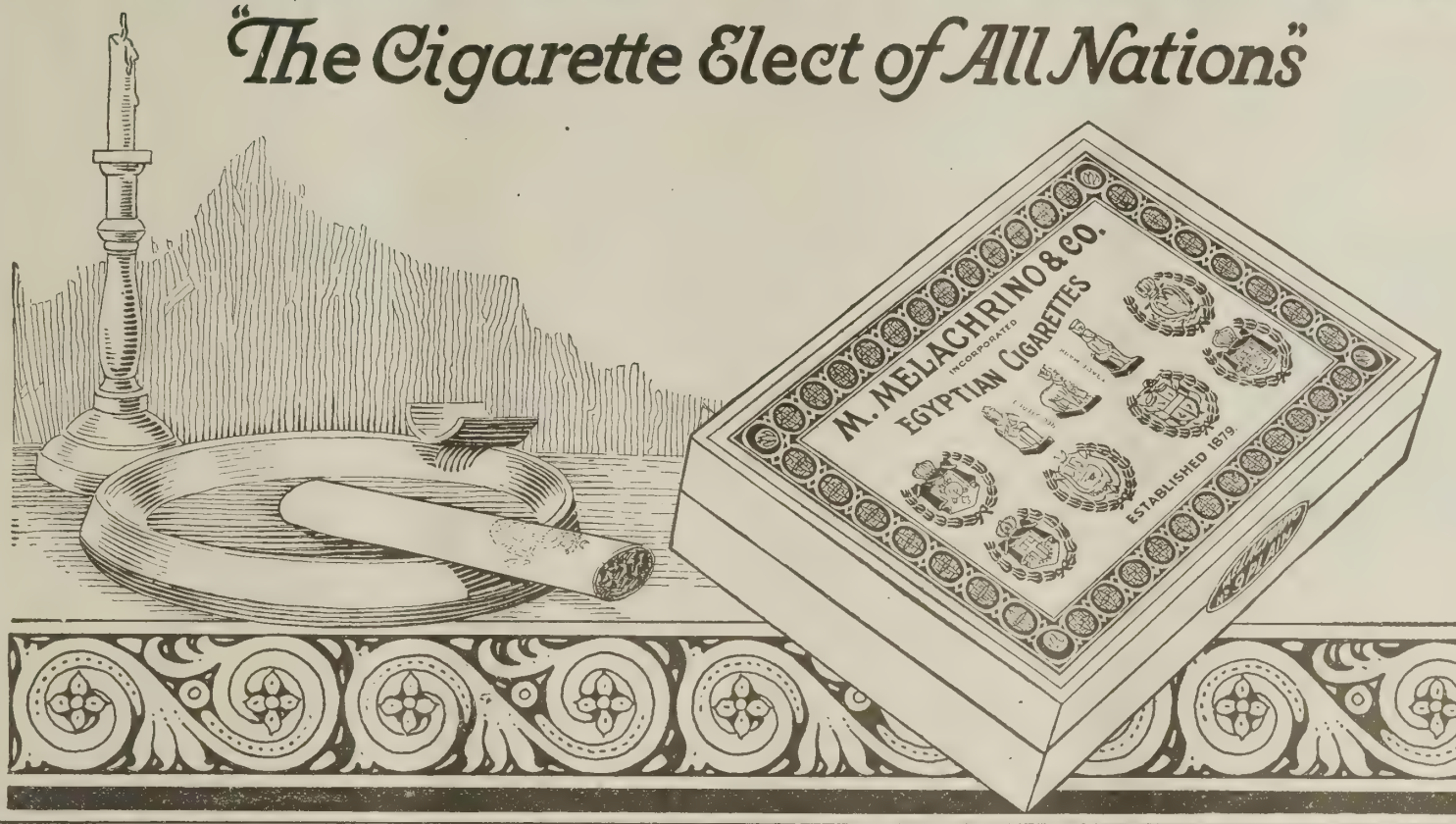


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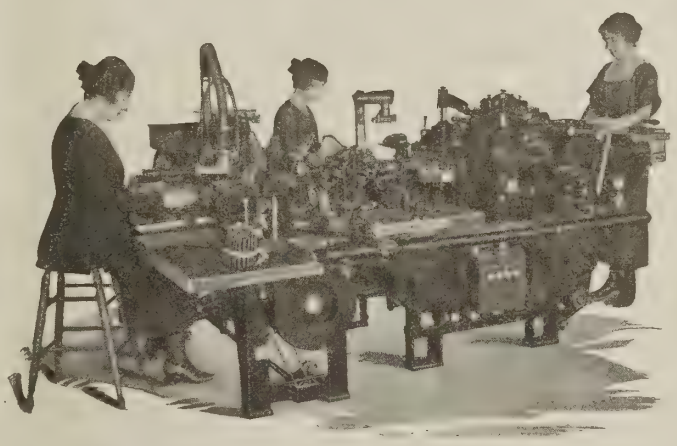

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# Chicago Dealers Are in Midst of Busy Season

## Smokers' Goods Going Over Counters in Regular and Holiday Style—Everybody Getting a Reasonable—Share—E. P. Oakes Has More Territory to Cover—Now Has Considerable Portion of Southern States—Spellman Closes Important Deal

CHICAGO, Dec. 17.—Retail sellers of cigars, cigarettes, tobacco, pipes, humidors and smokers' articles, find themselves in the thick of a busy season, and everyone appears to be getting a fair share of holiday and regular business.

### Oakes Gets Increased Territory

On his arrival from New York this week E. P. Oakes announced that he has taken over a considerable portion of the Southern States for the E. H. Gato Cigar Co., in addition to his present territory. He is looking for a good cigar salesman to work with him.

### New Palina Shape

E. Hoffman & Co. have received a shipment of the new 10 cent La Palina major size which will go to the retail trade at $75. Right after the first of the year the Hoffman sales force will place this size with the dealers.

Oscar Klein, who was for many years with Jack Tobias until he sold out to Keffer & La Duc, has returned to the old store at 313 East 55th Street, and will be manager for Keffer & La Duc.

Paul Frickow, who has operated a cigar stand in the Western Union Building for several years, sold out this week.

### New Distributors for Joan of Arc

Al Spellman arrived Monday from Minneapolis with important news. While up north Al closed with the Winstin-Harper-Fisher Co. to distribute the Joan of Arc 3 for 25 cent seller, who will place it next year in the northwest territory. This is one of the biggest deals made in the northwest this year and Spellman deserves much credit. Joan of Arc is made by the San Telmo Cigar Co. of Detroit.

The Hotel Sherman is showing the very latest, Hotel Sherman, a full Havana, shade wrapped cigar, packed in Boite Nature. This private brand which they carry in three fancy sizes is made in Tampa by Eduardo Gonzalez Co.

### To Announce Change

Louis Goldstein, who has been representing Barnes-Smith Co. in the middlewest, reached here Wednesday. Lou is going to make a change and will give out the news early next month.

### More Liberal Than Ever

The gratis deal on each 1,000 Chesterfield cigarettes has been increased from 3 ten cent packages free to eight ten cent packages.

Large El Producto ads are shown in the Chicago newspapers.

### Played Host

W. D. Fleak, head of Schinasi Bros. sales force in this territory, tendered all his sales force a party at Woods Theater and a banquet at the Hotel Sherman. Fleak will remain at his Chicago home over the holidays.

### Well-Earned Vacation

The entire Chicago sales force of M. Melachrino & Co., goes on a vacation Dec. 24, which will last until Jan. 3. The boys have earned it and have made Melachrino a big winner locally.

### Van Dyck Christmas Box

The General Cigar Co., Inc., has distributed the Christmas package of Van Dyck cigars. The size is the Bankers 2-inch foil 10 to the box, which sells for $1.25. Packed in a very handsome cardboard box, each box being glassine wrapped. This new offering will make a good Christmas seller.

Ryan & Raphael Cigar Co. has placed with the trade a 10 cent Bon Ton size of the Tolosa mild Havana, made in Tampa.

Press Club cigarettes, made by Randall & Laudfield Co., are being placed in a new packing called No. 10 that retails at 20 for 25 cents.

The Monroe Cigar Co. shows Dulce De Luxe, made by Wodeska-Villar & Co., of Tampa.

Eddie Crooks leaves in a few days for Philadelphia on his first visit to the Congress Cigar Co.'s factories. Ed is the local boy for La Palina and he 'sure" does make them sell.

While in Evanston this week I called on Steinkamp & Co., who cater to the élite of that college town. In their cigar cases they show rows of Antonio & Cleopatra, Tadema, Tom Palmer, Lucius, Cuesta Rey, La Venga, Pancho Arango, Charles the Great and Perfecto Garcia in clear Havana cigars. They also feature in blended goods Chancellor, Garcia Grande and La Preferencia. Karl Steinkamp, one of the owners and an ex-college boy, has a large student following. He reports a very good fall business and looks for a large holiday trade.

### Fatima Signs

Fatima Christmas signs are shown everywhere. A large red bell embossed in white letters, decorated with holly are seen in many show windows. Fatima window signs are upon many store windows.

### On Vacation in East

Wm. Rheaume, the looper for M. Melachrino & Co., has just subscribed for TOBACCO. After a very successful year Bill has left for New York and Boston, where he will spend his holiday vacation.

### In "York" State for Holidays

Wm. Foley, of Philip Morris cigarette fame, has left for New York and Buffalo, where he will spend the holidays.

### Had Successful Trip

E. E. Wood, chief of the Melachrino sales staff, is expected back at his Chicago office this week. E. E. has been on a western trip featuring the Christmas Melachrino packings. He was very successful from the reports that have reached his Chicago office.

The Miles Cigar Co. has sold thousands of José Grande cigars to customers for the holidays. José Grande has proven very successful with this firm who carry it in many sizes.

The new reduced prices of Cyrilla are Perfecto Fino 2 for 25 cents, list $95. Corona Chica 15 cents, $115. Favoritas and Elegantes 3 for 50 cents, $130 and $135. Exceptionales 25 cents, $170.

### Knows How

Phil Buchstein, of Barron Bros., makers of the High Sovereign cigar, very popular on the West Side, reports a large business for this season of the year.

### Five Manilas for 20 Cents

The Albert Breitung stores, twelve in number, now feature the 5 cent Manila made Bolano cigar at 5 for 20 cents.

Clever signs of Dunhill, the pipe of the century, now appear in many of the loop stores. The Dunhill line of pipes has a wide local distribution.

D. Sherman, 241 North Clark street, shows Ben Bay and High Sovereign cigars in his display windows.

The United Cigar Stores Co. will on Jan. 1, open a retail store in the remodeled Hotel Mayer, at Wabash avenue and 12th street.

### His Own Boss

Ed. Finder, until recently cigar department manager of the Tibbets & Garland store, is the new owner of the cigar stand in the Western Union Building.

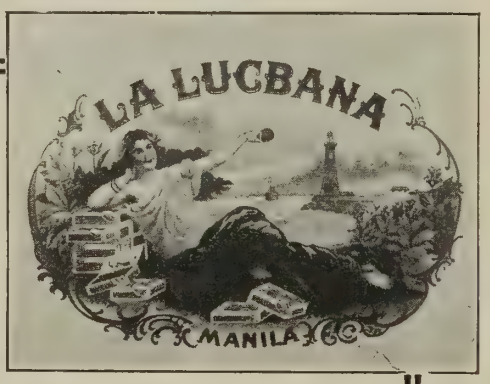
Walter M. Woolfson, wholesale cigar dealer is giving the trade a classy key ring holder, which is covered with a black leather case. Walter is right there when it comes to the "niftick" things.

The Brunswick-Balke-Collender Co., 623-633 South Wabash avenue, advertised in the Chicago newspapers cigar humidors for Christmas. They carry a big line of humidors.

# Manila Cigars of Reputation

Our Motto:

*"Not to Undersell but to Excel."*




We maintain a uniform, dependable quality and offer surprisingly good values to be retailed at

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*Strictly Hand Made* *Long Filler* *Mild and Aromatic*

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## The Weather

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TRADE MARK

# —but Conley Foil *still* Protects!

Think of all the changing weather menus from arid Arizona to moist Maine!

The "wets" and "drys" in every state, are daily attacking the condition of your cigar—your cigarette—your tobacco.

It's best to make sure of freshness —flavor—taste—cleanliness—with Conley Foil.

Heat, dampness, odors, dryness *can't get in*—taste, flavor, freshness *can't get out.*

And consider looks! Conley Foil will enhance the appearance of any tobacco package or cigar.

Brilliant—it reflects light! Rich in color and texture—it attracts the eye! Clean and smooth—it suggests goodness inside!

Forty years of foil manufacture help us to help you improve your package—your wrapping. Write us—you will be interested in knowing more about Conley Foil.

## The Conley Foil Company

**541 West 25th Street**
**New York City**


# Baltimore Market

### Receipts Decrease—Sales Increase

BALTIMORE, Md., Dec. 15.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland—While receipts fell off to 305 hogsheads, sales increased to 627 hogsheads during the past week, and of which latter many were old 1919 crop reinspected hogsheads.

The demand for the better grades seemed less urgent, and prices now are about 2 cents lower, or from 48 to 50 cents for the top grade.

Ohio—Nothing doing.

### Official Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending December 14:

**Receipts**

| | This week | Prev. | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland. | 460 | 36,864 | 37,324 | 33,628 | 24,414 |
| Ohio..... | ... | 366 | 366 | 366 | 2,968 |
| Total... | 460 | 37,230 | 37,690 | 33,994 | 27,382 |

Reinspections this week: Maryland, 155; to date, 3,696.

**Deliveries**

| | Maryland: Coastwise and Domestic | Maryland: For. | Maryland: Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 166 | 1,077 | 1,243 | .... | 1,243 |
| Previously | 5,677 | 27,238 | 32,915 | 1,064 | 33,979 |
| | 5,843 | 28,315 | 34,158 | 1,064 | 35,222 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1..... | 17,379 | 4,591 | 21,970 |
| Receipts since..... | 33,628 | 366 | 33,994 |
| | 51,007 | 4,957 | 55,964 |
| Delivered since ..... | 34,158 | 1,064 | 35,222 |
| Stocks today..... | 16,849 | 3,893 | 20,742 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week..... | 627 | .... | 627 |
| Previously ..... | 32,990 | 2,342 | 35,332 |
| | 33,617 | 2,342 | 35,959 |

Ground leaves to date, 471 hogsheads.

### Up to $90 at Lynchburg

LYNCHBURG, Va., Dec. 16.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week..... | 706,600 |
| Sold to Dec. 16, 1921..... | 5,542,500 |
| Sold to Dec. 17, 1920..... | 2,228,400 |
| Increase for 1921..... | 3,314,100 |

The market closed today for the holidays with prices as strong as at any time this season.

The demand for all rich red grades was very great indeed, and such type brought very high prices.

Inferior and common sleazy types were somewhat stronger, making the average for the offerings of the week $22.43.

Wrappers were actively sought after, choice lots going to $90.

**Quotations**

| | |
|---|---|
| Lugs, common sleazy..... | $5.00 to $8.00 |
| " common fat..... | 7.50 to 11.00 |
| " Good, fat..... | 10.00 to 18.00 |
| Leaf, short..... | 18.00 to 35.00 |
| " good ..... | 35.00 to 50.00 |
| " wrappers ..... | 50.00 to 90.00 |

With the market closing with all desirable grades in such strong demand it is confidently expected that prices will be high when sales are resumed on Jan. 3.

### United Realty Earnings

The United Cigar Stores Co. reports earnings of its real estate department for November of $154,961, compared with $74,472 in November, 1920.

For the eleven months ended November 30, earnings amounted to $1,551,755 compared with $664,139 in 1920.

### R. E. Rice Has Sold Out

LITTLE FALLS, Minn.—R. E. Rice has sold his cigar and pool hall in this place to J. J. Schmidt and F. Lappin.


# La Confesion

**A favorite for forty years**

## Draws Trade

***Because—***

**1—Choice Havana Filler**

**2—Imported Sumatra Wrapper**

**3—Cuban Hand Work**

**4—Nine Popular Sizes**

**Sizes and Prices**

| | |
|---|---|
| Invencible | 3 for 50c |
| Waldorf | 15c Straight |
| Club House | 15c Straight |
| Perfecto | 15c Straight |
| Concha Especial | 2 for 25c |
| Epicure | 2 for 25c |
| Panetella | 2 for 25c |
| Bouquet | 10c Straight |
| Miniatures | 5c Straight |

**Some open territory in middle west.**

## BENITO ROVIRA CO.

(INCORPORATED)

**311-321 East 62d Street, New York**

# Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

**Tobacco Association of the United States**

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

## Imports

(*Continued from page* 23)

**Cigarette Paper from Lisbon**

*S. S. Citta Di Messina*.....—Dec. 20
Daniel P. Avareto .....1 Case

**Cigarette Paper from Havre**

*S. S. Roussillon* —Dec. 7
Cases
Surbrug Co. ..... 38
American Tobacco Co..... 127

*S. S. Collamer* —Dec. 9
Rose & Frank.....10 Bales
Rose & Frank.....164 Cases

*S. S. Paris* —Dec. 12
H. H. Strauss.....1 Case

**Cigarette Paper from Bordeaux**

*S. S. Collamer* —Dec. 9
Cases
American Tobacco Co..... 660
R. J. Reynolds Tobacco Co.....1950

**Cigarette Paper from Hong Kong**

*S. S. Amur Maru* —Dec. 9
Commercial Co. of Tokyo.....1 Case

**Corn Shucks for Cigarette Wrappers from Rotterdam**

*S. S. Westerdyk* —Dec. 11
Heidelbach, Ickelheimer & Co.,
22 Cases

**Smokers' Articles from Southampton**

*S. S. Aquitania* —Dec. 9
Irving National Bank.....3 Cases

**Smokers' Articles from Rotterdam**

*S. S. Westerdyk* —Dec. 11
A. B. Newman & Co.....3 Cases

**Clay Pipes from Rotterdam**

*S. S. Westerdyk* —Dec. 11
American Clay Pipe Co.....84 Cases

**Smoking Articles from Hamburg**

*S. S. Mount Carroll*.....—Dec. 13
European Novelty Importer....1 Case

## Lexington Market Shows Decline

LEXINGTON, Ky., Dec. 18.—Another decline of about 5 cents a pound from Thursday until Saturday was recorded in the burley tobacco sales here yesterday, 122,315 pounds being sold at an average of $20.14, the average of the previous day having been $20.46 and that of Thursday $25.96 a hundred. Only unpooled tobacco, of course, was offered. The Jewell warehouse in the smallest in Lexington and the only one of the eighteen which has opened for the sale of burley tobacco. It has been literally swamped with crops, and sales every day the coming week are planned. Saturday the sales totalled 122,315 pounds.

The warehouses outside the pool which are selling will hardly have enough business to keep them busy for very long, as nine-tenths of the burley crop of the district is in the pool. In former years it has taken from eight to ten or twelve weeks to sell the crop over loose-leaf floors. If the claims of the management of the Burley Tobacco Growers' Co-operative Association as to the amount the association controls are correct, it will be seen that there will be little business for the outside warehouses to pick up.

The Danville, Ky., market will be opened next week. The warehouse interests in that town fought the pool quietly and for a long time kept Boyle county out of the pool. Danville business interests, however, turned the scale in its favor.

## Central Virginia Dark Markets

(*Continued from page* 17)

beds will be prepared within the next few months and preparations made for a large tobacco crop next year. Such is the trend here, but lower prices and failure to install a new marketing system will have a great effect upon the extent of the 1922 crop. Here in the James River Valley with its rich lands and splendid farms, all adapted to wheat, corn and grass, the farmers will not again lose any time with tobacco if there is a prospect of having to sell for less than the cost of production. This entire region will turn entirely to grain and grass unless tobacco sells at a reasonable figure. And growers state emphatically that they are done with the auction system which gives the buyer every show at the expense of the seller.

The freedom of the tobacco now being marketed throughout Virginia from wildfire, blackfire, and other kindred diseases is remarkable in every section. The 1921 crop was what might be termed totally free from disease. This some attribute to the very dry summer. It is known that dampness is conducive to many tobacco diseases.

The Lynchburg Chamber of Commerce is sending out a bulletin which states that while tobacco is free from disease this year there is a chance that next summer will be wet and that the maladies of the plant will again assert themselves. This bulletin therefore urges growers to treat their seed before planting and to boil thoroughly the canvas covering for the plantbed if used previously for the purpose. Growers are also urged not to plant tobacco in the fields which grew tobacco last year unless early and deep fall plowing is done.

Growers throughout the dark belt are generally of the progressive type who will take due precautions against all the known diseases. Those who plant tobacco next year are determined to leave no stone unturned to produce a crop of tobacco which will be thoroughly acceptable to the new markets of the Co-operative Association.

—PLUMMER F. JONES.

## Pennsylvania

(*Continued from page* 29)

in $500 bail for trial at the next term of court. He had his bondsman ready and furnished the requisite bail.

### High Prices Unlikely

While it is generally recognized that the 1921 tobacco crop will be wanted by the trade, the packers say high prices cannot prevail and that it is a thing of the past, because the cigar-manufacturers now face the alternative of furnishing cheaper cigars or losing orders.

The nickel cigar has evidently come back to stay and the smokers demand a good smoke for that price and under such conditions the new crop cannot command a good price.

### The Forthcoming Tobacco Show

At the recent meeting of the Tobacco Growers' Association of Lancaster County in this city, details of the tobacco show to be held at the Stevens House in this city on Jan. 9, were announced by Otto Olson, secretary of the association. A banquet which will be under way at 6 o'clock will be held at the same hostlery.

There will be prizes given for the best hands of both sweated and unsweated wrappers and fillers.

The individual samples will be entered at the State farms' product show at Harrisburg, which exhibition takes place the latter end of January, 1922.

John Reist, representing the Mt. Joy Farm Products Co., which is sweating and packing tobacco in a co-operative way, announced recently that a meeting to which all growers of the entire county are invited, will be held in the near future at Mt. Joy.

### Cigar Factories Working to Capacity

Cigar business with those making a 5 cent product is good, and factories are pushed to their capacity. There seems to be no diminution or let-up for this class of goods. Makers of high-grade cigars, however, report business sluggish and draggy and say there is plenty of room for improvement.

General Cigars Co., Otto Eisenlohr & Bros., and the Mendelsohn Cigar Co., have closed their local and York County factories for the usual annual inventory and the writer is informed they will resume operations early in January.

Indications are good for a prosperous and successful New Year and the merchants in this section are optimistic in the extreme. Normal conditions will be with us in the very near future.—DICKIE.

## Philadelphia

(*Continued from page* 28)

at half their regular price, and of a large offering of discontinued sizes of the Juan F. Portuondo Cigar Mfg. Co., which are being retailed at half regular prices.

The Ben Franklin restaurant, 1024 Chestnut street, opened a short time ago, which carried a stock of cigars and tobaccos, is closing them out at sacrifice prices.

The cigar stand in the Continental Hotel, lately opened by Samuel Nahon, has been taken over by the Continental Drug Co.

S. Feinstein has removed his retail store and small La Vada brand factory from 21st and Market streets, this city, to Second and Market streets, Camden, N. J.

The P. C. Fulweiler Co. is removing its factory from York, Pa., to 927 Sansom street, where its offices long have been located. Frank Parker has been appointed superintendent of the Philadelphia factory.

The Puritan Cigar Co., Fourth and Cherry streets, is producing large quantities of Smoke Wells for Yahn & McDonnell, as well as its own brand, the new El Vendura.

Manager Thomas J. Daley, of the Stratford Cigar Co., is confined to his home, 5116 Chester avenue, with pneumonia, his condition being so serious last week that his son was summoned home from a trip.

Charles R. Cox has returned to headquarters from a three months' trip through the New England district. He opened many new accounts.

### Kohlberg Factory Reopened

The factory of Kohlberg Brothers, Second and Dock streets, which was closed for a long time earlier in the year, has been reopened permanently. The firm has large sales for its Internacionales in the South and West, and is rapidly developing a local market for this brand.

Large shipments of Havana-made goods to Yahn & McDonnell before the shipping strike, placed it in a comfortable position for the Xmas trade.

Willis A. Andruss, sales manager for the La Palina factory, is at headquarters after a very successful Western trip.

G. Brier, of Brier Brothers, makers of the Spencer Morris brand, 812 Winter street, is on a tip through the State.

### Bayuk Activities

Visitors to the Bayuk Brothers' headquarters during the week included C. L. McClure, Indiana representative; Fred. Brown, New York office, and President MacIntosh, of MacIntosh Brothers, leaf dealers, Edgerton, Wis. The firm is sending to its patrons beautifully embossed Xmas cards reading, "There is something in this season of the year that creates a warmth of gratitude. There is something that develops the feeling of optimism. It is the good will of our customers—may we continue to deserve it and extend to you at the same time our greetings, Bayuk Brothers."

### Personal Paragraphs

Harold J. Bedard, of the Portuondo Co., is traveling through Eastern and central New York, specially featuring the firm's newest smoker, the Ace.

The White Owls, made by the General Cigar Co., were given a show window display during the week by the *Record* newspaper.

The temporary office of the National Cigar Co. is at 153 North Third street, with L. P. Kimmig.

Sidney J. Freeman, of New York, was a visitor in trade circles during the week.

D. Harry Moulsdale is visiting the new store of Leach & Co., Eighth and Chestnut streets. The window and interior fixtures are of mahogany and are decidedly attractive.

W. H. Bailey & Co., Second and Arch streets, report being heavily over-sold on the new line of Havana Fives. Louis Simons has been added to the sales force. He will cover the New Jersey territory. Ralph Parris has returned from a Southern trip as far as Norfolk.

TURKISH and GREEK
TOBACCO
*Imported direct from Producers*
American Commercial Co.
109 Broad St., N. Y. City
Cable Address "Ocirema" Phone Broad 4620

## CLASSIFIED ADVERTISEMENTS

**OPPORTUNITY**

EXPERIENCED TOBACCO MAN conversant with SUMATRA, having bought at Inscriptions, likewise familiar with ALL CIGAR LEAF tobacco, thoroughly familiar with EXPORT BUSINESS, having bought both HAVANA and DOMESTIC tobaccos as well as CIGARETTE and other HOGSHEAD tobaccos—open to consider a change on or soon after January 1st, 1922.

"ARTAMUS," care of TOBACCO.

SALESMAN WANTED for Middle West and West, covering the jobbing trade, for a good reliable firm. Write to Alonzo, c/o Tobacco, 10 East 39th Street, New York City.

SALESMAN WANTED on a commission basis, principally to sell stripped fillers. Write "Fillers," care Tobacco, 10 E. 39th St., New York.

**FOR SALE**

| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP.... | 45c |
| CONN. CIGAR SCRAP..... | 15c |
| PICADURA SCRAP..... | 12c |

SAMPLES SENT ON REQUEST

J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 9 NEW YORK, DECEMBER 29, 1921

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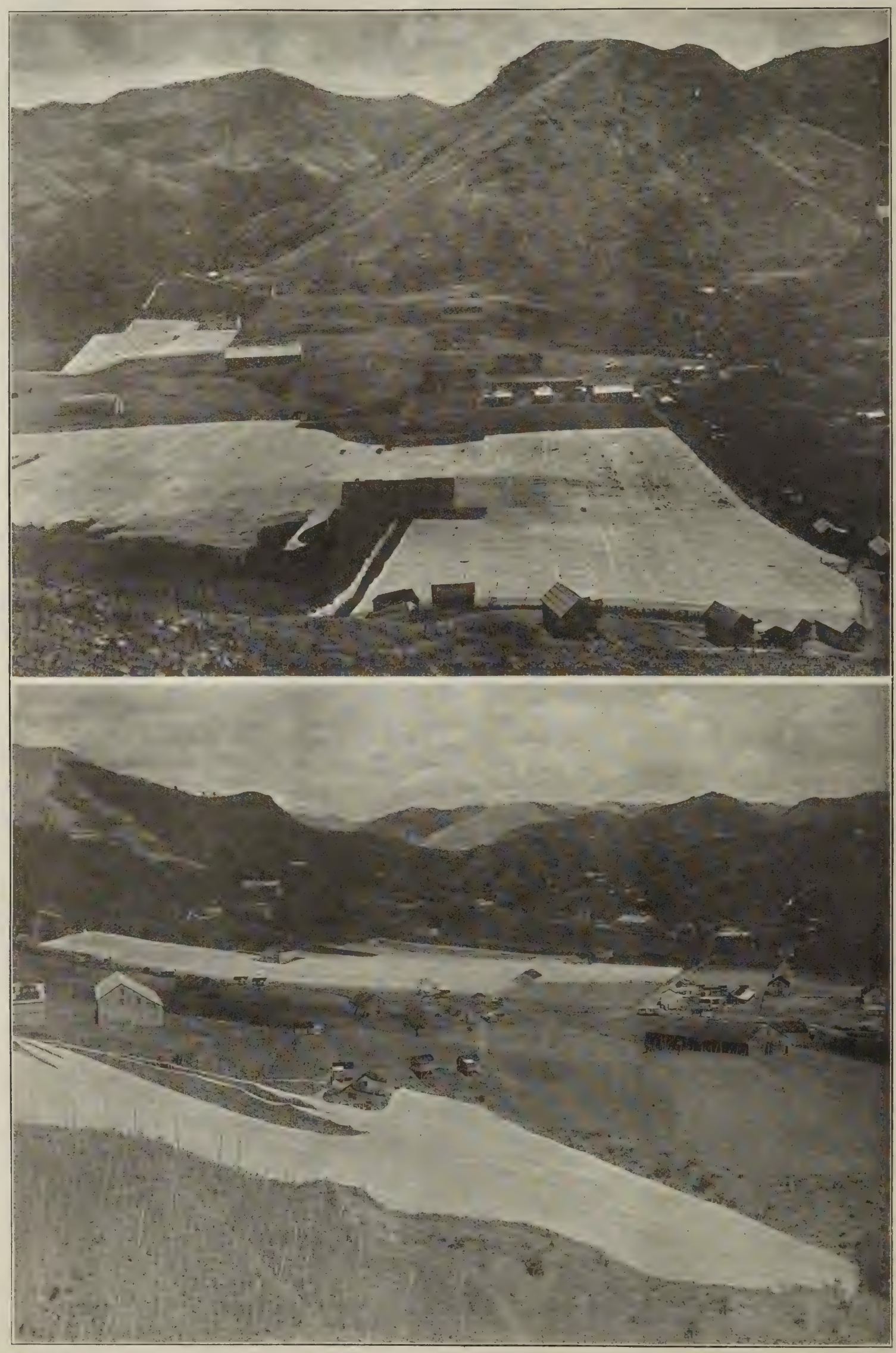
Per Copy, 25c


# PORTO RICAN NUMBER

To the skeptic who wants proof of the possibilities of tobacco culture in Porto Rico, here is convincing evidence of success that can be attained by a skilled and intelligent Porto Rican tobacco grower



Where the tents of shade grown tobacco spot the Porto Rican landscape like patches of snow.

# Our Special Numbers

Here, the Porto Rican number speaks for itself. Unless it promotes business, a trade paper does not serve its purpose. If TOBACCO could not render real service to readers and advertisers, scant indeed would be any excuse for the existence of this publication. Each issue, special or regular, should be its own justification. To give and receive full value is a fifty-fifty proposition that appeals to us all.

Quicker than the reading matter or the pictures, in the edition now presented, numerous advertisements show the importance and activity of the Porto Rican tobacco industry. Such an array of worthy advertisers is impressive; it indicates sturdy backing; it bespeaks confidence; it induces others to be appreciative; it is an attestation of true co-operation. The better the product, the more proper the publicity; as a producer of desirable business, this number is helpful to Porto Rico and beneficial to TOBACCO. No attempt is made to hide the fact. Nor is there any effort to camouflage intentions to prosper and increase; by enlarging its service, by extending its usefulness, this paper proposes to be an advertising medium, especially advantageous to those who use it.

Attention is called to this issue, and to the announcement, here made, that other attractive specials will appear at intervals.

In Porto Rico, Connecticut and Dixie they will tell you of the enduring value of special numbers of TOBACCO.

Leading men in the tobacco trade throughout the world preserve special numbers of TOBACCO as authoritative references

# When the Pen of the Historian Touches the Tobacco Plant

**Centuries Ago the Development of the Tobacco Industry Began in Porto Rico—Commencing with the Gift of Dried Leaves to Columbus—How the Solacing Herb Was Introduced to Europe—Tobacco's Old Time Opponents—Long Distance Legislation for Porto Ricans—The Decree of Philip III—The Beginning of Cigar Manufacturing—People Allowed to Own Property—Export Business Given an Impetus in 1836—Statistics of Exportation—Soldiers Made Most of the Cigarettes—Winners of Gold Medals in 1893—Porto Rican Cigars Obtained Appreciation in England and Spain—Havana Was the Best Market for Leaf from Porto Rico—Tit for Tat Under Autonomy—A Very Interesting Story.**

**By Dr. CAYETANO COLL y TOSTE**
*(Paraphrased from the Spanish.)*

Tobacco was brought to the attention of Christopher Columbus very soon after the discovery of America.

From the Islands of Guanahani and Yumai, which Columbus re-named San Salvador and Fernandina, came the first tobacco ever seen by Europeans.

The dried leaves, offered to the Spaniards by the Indians induced to come aboard the caravel Santa Maria, were regarded as extraordinary gifts. By signs and gestures the aborigines indicated that the tobacco betokened friendship and peace. It was the most precious thing they had to give.

In his log book, the great discoverer made a note of the gift of leaves. Later, on Tuesday, November 6, 1492, Columbus made notation of the reports of his representatives, Rodrigo de Jerez and Luis de Torres, who visited the Indian chief of Camaguey in Cuba. Rodrigo and Luis stated that, on their way to see the chief, they met warriors and squaws who applied a burning brand to dried leaves and then inhaled the smoke.

The Great Admiral, Christopher Columbus, told of this new plant when he reported to King Ferdinand and Queen Isabela, the discovery of the New World.

"The natives of the Antilles used this plant as an excitant, in their religious ceremonies. The augur prepared a kind of snuff which was taken through the nose, by means of an instrument, the pipe or tube of which was called "tabaco." While the augur was inhaling the smoke he would mutter a prayer imploring his God. The act of taking this powder was called cojiba. This act was performed by the bohique enchanter before entreating the protecting zemi. This ceremony was also performed in certain meetings or councils of Chiefs before making any important resolutions, specially warlike."

So this aromatic plant was introduced into Europe by the Spaniards. In 1560 M. Nicot, the French Ambassador to Portugal, took tobacco to France. He obtained it from a Flemish merchant who sold the leaf in Lisbon, Portugal. M. Nicot showed it to Queen Catherine de Medici in Paris, and for some time afterwards tobacco was known as "yerba de la reina" (queen's herb). Upon classifying it specifically, the French botanists named tobacco "Nicotiana" in honor of the Ambassador who introduced it.

Cardinal Santa Croce, the Papal nuncio in Portugal, took tobacco to Italy. Cardinal Nicolas Fornabona, the Papal legate at Paris also assisted in the introduction of the trans-Atlantic leaf to the Italians. For a time, in Italy, tobacco was known variously as "yerba de Santa Croce" and "yerba de Fornabona."

Sir John Hawkins, Ralph Lane and Sir Walter Raleigh were the sponsors for tobacco in England. And an English king, James I, obtained the dubious honor of being about the earliest anti-tobacco agitator. He published a book against smoking. He called tobacco a "wicked plant." In 1619, about the time Virginia began exporting tobacco to England, King James sought to have royal disapproval become the equivalent of stringent anti-tobacco laws.

Employees of La Colectiva busy stringing tobacco in a curing barn

A czar of Russia, the grandfather of Peter the Great, was another monarch who gave the force of law to his antipathy to tobacco. Amurat IV, the Sultan of Turkey, issued a decree commanding the law officers of his empire to cut off the noses of all persons caught using tobacco.

The tobacco habit kept on becoming popular throughout Europe. The Austrians acquired the habit with such fervor, that in Transylvania, a principality of Austria, a decree was published in 1689 by means of which the government could confiscate all the properties of anyone who would dare to plant tobacco, also imposing a fine of three florins to those taking snuff, and of two-hundred florins to those caught smoking.

The Pope, in 1624, excommunicated all Catholics who used tobacco inside of a church. Priests then were much addicted to snuff. Costly snuff boxes were in vogue and the offering of a pinch of snuff was an act of ceremonious politeness.

But despite the prohibition of that day, people continued to derive enjoyment from the use of tobacco. They found it a distraction from their troubles and sorrows, a stimulant for intellectual work, a solace and a satisfaction they would not forego.

Tobacco as a source of wealth was not exploited in Porto Rico during the early colonial days. In a royal decree proclaimed by King Ferdinand on September 27, 1513, it was ordered that everyone having Indians in charge should plant in four years, four trees of each of the following species: pomegranate, pear tree, apple tree, peach tree, apricot, hazel and walnut tree.

These attempts at enforced horticulture failed completely. In legislating for Porto Rico, 1.500 leagues away, Spanish legislators went wide of the mark. Eventually, by long experience it was learned that the profitable crops for Porto Rico were sugar, tobacco and coffee.

D. Sancho Ochoa de Castro, the Governor of Porto Rico, wrote to the King under date of January 1, 1582, that the products of Porto Rico were sugar, hides, cassava, corn and ginger. At this time tobacco and coffee were not being planted extensively.

The people planted tobacco for their own use, but without knowing that tobacco culture could make the island prosperos.

During the reign of Philip III, in 1614, a royal decree was issued permitting the people to plant tobacco freely, but prohibiting the sale of leaf to foreigners. The order read as follows:

"Notwithstanding the old prohibition, caused by the fraudulent commerce carried on with strangers, enemies of our King, it is our desire that the people of the islands of Barlovento, Tierra Firme and others, where tobacco is planted and harvested, shall not lose the gains obtained from it, and our Royal Treasure enjoy the benefits resulting from such commerce. We therefore allow tobacco to be planted freely, with the condition that all the tobacco not consumed which is to be exported from each island or province, where it is cultivated, shall be sent directly to Seville, Spain, and those sending their tobacco anywhere else shall pay with their lives and property half of the property for our government and half for the judge and accuser, who should divide equally. We therefore order all our Governors to execute this law infallibly, therwise they will lose their positon forever, and also lose half of their properties which will be divided as mentioned before."

Therefore, tobacco could be planted only for the domestic use of the people of the island; and the surplus could be sent through the port of San Juan, Porto Rico, the only one used in that remote period, directly to the city of Seville, Spain. The Porto Ricans in spite of such terrible treatment, sold large quantities of tobacco in other ports of the island to English, Danish and Dutch shipmasters. This proves that the prohibitive system is a great mistake, especially as applied to commerce; for this reason, the great historian, Macauley, says wisely that the evils of liberty are cured by liberty itself.

Tobacco for exportation was sold in Porto Rico at two "reales" per pound (25 cents per pound). In 1646 it produced to the Treasury the miserable tribute of 8,000 "reales" ($1,000). The people preferred to sell tobacco to the foreigners as contraband, in spite of all dangers; for by selling it to the government they did not make any profit.

According to the report of the Royal Commissioner D. Alejandro de O'Reilly, in 1765, tobacco was cultivated in Porto Rico. This tobacco was of the first, second and third grades, and was sold at one dollar fifty cents per twenty-five pounds, composed of all three grades.

The "Renta del Tabaco" (Tobacco Revenue) was established in Porto Rico by a Royal Order, with date of May 23, 1766. The entries in the Treasury were small because the planters still preferred to sell tobacco surreptitiously to the Dutch, who were their best buyers.

By Royal Order of July 3, 1784, a "Real Factoria" (Royal Factory) was founded on the condition that all the tobacco planted in it was to belong to His Majesty, special care being taken that this tobacco was not sold to anyone. The Spanish Government continued making laws, but the first person to disregard them was the Governor, who understood that they meant the ruin of the planters. Therefore, he let them do as they pleased with their tobacco, forcing them only to pay a duty of 10 per cent.

The disadvantage of the laws checked the great development that might have attained at that remote period. Nevertheless the people of all the cities of the island always cultivated tobacco as a money crop. Coamo, for example, in the five years between 1760 and 1765 obtained a profit of $12,000 from the sale of leaf tobacco, when Ponce, in the same time, only gained $1,000.

The Royal Decree of January 14, 1778, in which the King gives to the people of the island their lands "as property," for up to then they had only "their use without ownership," encouraged the Porto Ricans to cultivate tobacco in a larger scale. The Royal Order of August 10, 1815, also called "Cedula de Gracias," which permitted Catholic

strangers to establish themselves in the island; and the reforms of the Minister D. Jose de Galvez, with the fixing up of the ports: Fajardo, Ponce, Cabo Rojo, Mayaguez and Aguadilla, for use in exporting products of the island, increased powerfully the cultivation of tobacco in Porto Rico. And, be it remembered, that in 1608 a Royal Order prohibited the cultivation of tobacco in the island of Porto Rico. Also the Pope passed a papal bull excommunicating those using it.

The planting of tobacco for exportation began to develop in 1836.

Statistics of the exportation of tobacco from Porto Rico starting from the year 1850 show what business was done, year by year.

| Year— | Pound | Value | Revenue |
|---|---|---|---|
| 1850 | 2.973,308 | $118,932.32 | ..... |
| 1851 | 6,474,484 | 258,979.36 | ..... |
| 1852 | 5,339,742 | 213,589.68 | ..... |
| 1853 | 3,698,894 | 147,955.76 | ..... |
| 1854 | 3,958,130 | 158,325.20 | ..... |
| 1855 | 2,475,687 | 99,002.48 | ..... |
| 1856 | 3,453,019 | 138,120.76 | ..... |
| 1857 | 4,024,921 | 160,996.84 | ..... |
| 1858 | 4,115,373 | 164,614.92 | ..... |
| 1859 | 2,144,032 | 84,761.28 | ..... |
| 1860 | 2,557,448 | 95,010.77 | ..... |
| 1861 | 7,753,821 | 310,152.84 | ..... |
| 1862 | 8,933,472 | 357,338.88 | ..... |
| 1863 | 4,493,344 | 179,733.76 | ..... |
| 1864 | 3,458,600 | 152,741.36 | ..... |
| 1865 | 4,760,790 | 190,431.60 | ..... |
| 1866 | 3.379,966 | 105,198.60 | ..... |
| 1867 | 1,627,314 | 65,093.76 | ..... |

The great loss suffered in 1867 was due to havoc caused by a great storm, long remembered as the hurricane of San Narciso.

| | | | |
|---|---|---|---|
| 1868 | 2,658,985 | $106,359.40 | ..... |
| 1869 | 3,578,983 | 143,159.32 | ..... |
| 1870 | 5,950,322 | 238,012.88 | ..... |
| 1871 | 5,381,081 | 215,243.24 | ..... |
| 1872 | 6,189,296 | 247,571.68 | ..... |
| 1873 | 4,999,086 | 109,963.44 | ..... |
| 1874 | 4,177,512 | 167,100.48 | ..... |
| 1875 | 5,691,552 | 227,662.08 | ..... |
| 1876 | 3,175,375 | 127,015.00 | ..... |
| 1877 | 5,797,998 | 431,219.80 | ..... |
| 1878 | 5,237,961 | 891,630.66 | ..... |
| | Kilograms | | |
| 1879 | 3,961,298 | $594,194.70 | 7,969.64 |
| 1880 | 5,540,235 | 831,035.45 | 10,124.56 |
| 1881 | 3,482,431 | 1,054,559.45 | 7,570.46 |
| 1882 | 2,335,530 | 761,382.76 | 5,138.23 |
| 1883 | 1,757,892 | 408,129.17 | 2,754.24 |
| 1884 | 1,251,930 | 573,129.17 | 3.867.37 |
| 1885 | 3,495,393 | 1,139.498.11 | 7,689.88 |
| 1886 | 2,053,478 | 662,433.82 | 4,517.63 |
| 1887 | 3,462,491 | 1,128,772.06 | 7,616.58 |
| 1888 | 1,518,570 | 495,053.81 | 3,340.85 |
| 1889 | 3,509,848 | 1,144,210.34 | 7.721.66 |
| 1890 | 1,808,176 | 589,465.37 | 3,977.99 |
| 1891 | 2,398,370 | 781,871.58 | 5,276.42 |
| 1892 | 1,908,408 | 763,363.20 | 4,198.49 |
| 1893 | 1,908,695 | 801,651.90 | 4,199.25 |
| 1894 | 1,528,434 | 641,942.28 | 3,362.55 |
| 1895 | 1,662,441 | 698,225.22 | 3,657.38 |
| 1896 | 1,006,934 | 422,912.28 | 2,215.25 |
| 1897 | 2,843,615 | 1,194.318.30 | 6,255.93 |

Luxuriant Porto Rican tobacco

Tobacco long had been one of the wealth-producing crops of Porto Rico. But the export tax, imposed in 1879, and continued for years, was a serious impediment to industrial development. To a market extent, quantity of production was diminished but quality was kept up to previous high standards. The saythen was: "Our tobacco is as good as Cuban tobacco. The whole world has been smoking Havana cigars as if the tobacco really came from Vuelta Abapo, when its legitimate source is in the districts of Comerio and Jayuya in Porto Rico."

For Porto Rican capas (wrappers) and tripas (strippings) the best market then was at Havana.

In those days the manufacturing of tobacco in the forms of Dutch cut, scraps, snuffs, cigars and cigarettes was caried on in a desultory way on the island. The Dutch cut was consumed and is still consumed by countrymen and the laborers. A long time ago a countryman would not cross a river while sweating unless he had a chew of tobacco in his mouth. For he thought this was a sure preventive of tetanus.

As scrap, smoked in a pipe, Porto Rican leaf was used by very few people. Generally they were foreigners. It always has been a rare sight to see a countryman smoking a pipe in Porto Rico.

Some snuff was exported. The clergy were the principal users of snuff. Finally it went out of use.

The manufacturing of cigarettes in Porto Rico was done by soldiers in the Spanish garrisons. The great majority of the people used to smoke cigarettes in small boxes brought from Havana. The cigarettes manufactured by Susini & Son of Havana, Cuba, were the favorites. Nobody rolled their own cigarettes as was the custom in Spain. Some of the Spaniards who came to Porto Rico started to smoke ready-made Havana cigarettes as soon as they arrived.

Most of the cigars were made in factories. Some of the factories were quite small, mere shops, behind grocery stores where three or four men would be employed in cigar making. Yet, cigars made in Porto Rican factories then were declared to be quite as good as choice Havanas.

At the last exposition held at San Juan, under the Spanish regime, in 1893, gold medals were awarded to manufacturers of cigars, cigarettes and scrap, as follows:— Segundo Alvarez & Co., Luis Casals, Cabanas & Carbajal, Larrea Bros., Andreas Rodriguez, Rogelio Portela & Co., Rucabado & Bro., Jose Rodriguez Fuentes and Vicente Arizaga. For their leaf tobacco:— Sola & Co., Garcia & Bro., Sola & Nephew received gold medals. Luis Chianchini received a bronze medal for his Dutch cut tobacco.

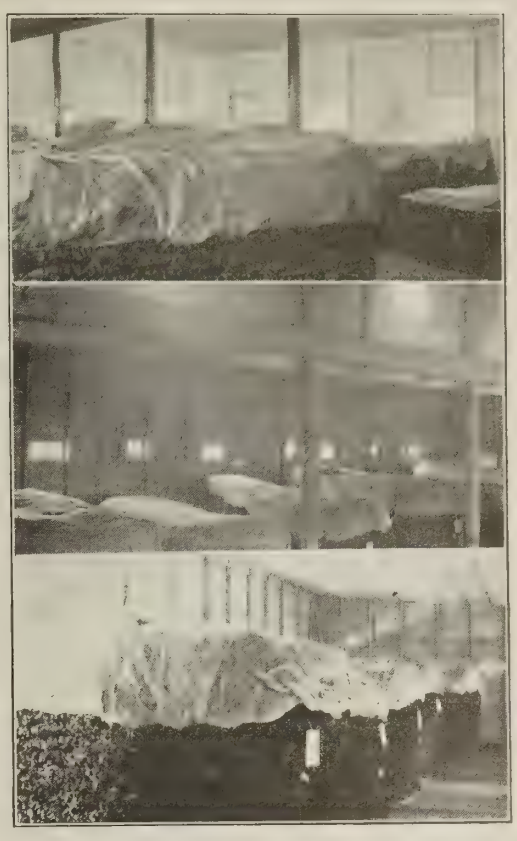
At this period Porto Rico was exporting an average of two million kilograms of leaf tobacco. The best leaf was exported from the city of Caguas. Sola & Co. used to sell about 20,000 "quintales" (hundred-weights) to Havana.

The following makes of cigars were represented in the Exposition held in 1893, La Ultramarina, La Flor de Cayey, Las Dos Antillas and La Nueva Indiana. All these makes could compete readily with Havana cigars.

The first Porto Rican tobacco factory which sent its products as far as London and Barcelona to compete with Cuban cigars was Las Dos Antillas, owned by Jose Rodriguez Fuentes. This factory was located at the city of San Juan, and occupied the same house as the Cafe de Furull, where the Banco Territorial y Argicola is located today.

It is certain that the tobacco districts of Caguas, Aybonito, Cidra and Comerio constitute the Vuelta Abajo of Porto Rico.

The autonomy granted by Spain to Porto Rico in 1897 had a great influence in the development of our tobacco industry.



Proper fermentation has much to do with bringing tobacco to perfection — Three views of tobacco in piles

Our best wrappers and strippings were being exported to Cuba. We were exporting our raw material instead of manufacturing it at home.

The first thing Cuba did upon receiving her autonomy was to close her doors to our leaf tobacco. This provoked a great controversy.

At this time I was Sub-Secretary of Agriculture, Commerce and Industry; and D. Jose Severo Quinones, later President of the Supreme Court, was Secretary. I can still see my generous friend come into my office, and placing his hands on his head, say: "Doctor, what a struggle we have on hand. Our sister island closes her doors to our tobacco. The Governor himself has given me this information. He advises us to draw up a rogatory letter and send it to the Queen so that she may intercede on behalf of our tobacco."

"Don Pepe, you will have to draw up that rogatory letter all by yourself for as far as I am concerned I would rather cut off my hands."

"And what do you advise?"

"Do unto others as they do unto you. We should answer the blow the Cubans have hit us, with another blow."

"What blow?"

"Let us impose a heavy duty on Havana cigars and cigarettes."

"But who is going to smoke cigarettes manufactured by soldiers? Who can make in Porto Rico a good Havana cigar?"

"The same people who manufacture them at Havana. It's all a question of beginning. We have the principal thing, the raw material. At the time we impose a heavy import duty on Havana cigars and cigarettes, we should encourage the establishment of cigar and cigarette factories by giving them absolute liberty, that is, not imposing any tax."

My plan was accepted. It gave the tobacco industry of Porto Rico new impetus.

The next year, that is to say n 1898, came the change n government, and North American capital began to promote the exploitation of this industry in a large scale, and important cigar factories sprang up. Of these, La Colectiva is an example.

# The Future of Tobacco Culture in Porto Rico

**Originated by the Indians the Industry Has Been Maintained Since Pre-Historic Times—Scientific Farming Brings Greater Rewards to the Tobacco Grower—Suggestions Concerning the Use of Fertilizers—Assistance Desired at the Experiment Station.**

By DR. MAYS
*Agricultural Station (Mayaguez)*

Who can say when tobacco first was cultivated in Porto Rico? The Indians were addicted to the weed, presumably for centuries, before Columbus came.

After European visitors, to the New World, had acquired the tobacco habit, the growing of tobacco in Porto Rico became an established industry.

As time went on, if there was one crop to which the Spaniards in Porto Rico paid particular attention it was tobacco.

Availing themselves of what information the Indians could give, by instinct and by applied knowledge, the Spaniards rather happily discovered the soil capable of producing leaf of satisfying quality.

The industry has continued in the main on those lands that had already been shown to produce good leaf. The preferred sections are certain valleys of the interior and northern slopes.

Since the Spanish-American War, not only has there been a great increase in the growing of filler tobacco but thousands of acres are planted under cheese cloth for the purpose of producing a thin, fine, smooth wrapper. And the interior valleys so planted give the traveler a thought of snow-filled valleys of the Western States after the Summer sun has melted the snow from the hill.

From the beginning of the tobacco growing before the change of sovereignty no scientific methods had been developed. However, many practical methods were followed which were the result of observation and tradition through many decades of the industry.

There has been no great change in the methods of planting and cultivating, but there has been a great change in the system of fertilization.

Fifteen years ago the main fertilizer used was cotton seed meal. This formula was adhered to until the results showed that a change was necessary. The continual application of cotton seed meal was one-sided and did not fully meet the requirements of the plant. During the last ten years a lot of experimenting has been carried on with various fertilizers and the best combination for the tobacco soils is being ascertained.

Tobacco is a quick growing plant and it needs a fertilizer that is readily available. It is a product modified not only by the soil but also by the fertilizer used. The value of tobacco depends primarily upon its aroma. A fertilizer that will give growth and burning qualities and leave no undesirable taint is the one to be used. For nitrogen, nitrate of soda and tankage are worthy of first consideration. The nitrate of soda is first available, the tankage somewhat slower. For phosphoric acid, superphosphate and bone meal are recommended as sources. Of these, the superphosphate is the more quickly available. For potash, potassium sulphate is preferable.

Owing to the high freight rate to the island and also from the sea port to the tobacco regions, it is best to purchase concentrated fertilizers. As to the combination of the elements, the grower should carry out what has been suggested by well defined experiments, either with a ready mixed fertilizer which he can get now in the form that he desires, or by mixing the fertilizer units himself. The various ingredients can be purchased in the larger seaports of the island.

During the season of the year when the tobacco crop is not on, it is the custom to grow another crop, usually corn. If a green manure is used, that is if a legume is planted, it should be put in the ground immediately after the tobacco crop is harvested so that, when plowed under, the plants will be well rotted before the tobacco is set in the field. The cowpea or "frijol" is a splendid crop for this purpose. There is a new legume that the experiment station has recently introduced called Crotalaria juncea or Sunn hemp of India, which doubtless will make a good cover crop for tobacco, though we have not as yet made experiments in this way. It matures in three months and makes a very rank growth. Many of the beans that are used as food by our people could be grown on the land and the owner would make a gain if he would allow laborers to plant beans after the tobacco crop, giving them the resulting crop of seed and plowing under the vines. Liming tobacco soils in Porto Rico has given good results.

A few suggestions on tobacco growing on the island may be of value here. Seed beds should have more attention, as often the number of plants secured is not enough and the season too far advanced to replant. It is best to burn over the seed bed. This destroys the insects and sterilizes the soil. The ashes left from the burning trash act as a soluble fertilizer for the little plants. More horse-drawn implements should be used in preparing the land. Hill side plows are far cheaper than a man with the hoe. There is still much to be desired in the matter of curing and fermenting. I believe that the future will work out a plan whereby the tobacco will be purchased as it comes from the field and be cured in houses belonging to firms or associations of planters. In such warehouses the moisture and temperature are controlled absolutely so that a uniform product of the highest quality will be obtained in every case. The same firms or associations would also have the most modern scientific processes for fermenting the tobacco.

Under such control the proper degree will be reached and process stopped without deterioration or loss.

Another point that is of great promise in the tobacco industry is the matter of selection and breeding. The experiment station would like to have a man or men who could devote their entire time to the question of selecting types from the tobacco fields of the island and obtaining specimens from other tobacco growing countries for trial here.

Some systematic experiments in growing various sypes should be carried on with a view of obtaining the tobacco of larger yield, of higher quality, of a lighter color for wrapper and resistant to the diseases that break out from time to time.

## Porto Rico's Leaf Tobacco Exports

Exports of leaf tobacco from Porto Rico by fiscal years since 1916 are reported officially as follows:

| Fiscal Year. | Lbs. | Value |
|---|---|---|
| 1916-1917 | 9,408,723 | $3,850,670 |
| 1917-1918 | 17,196,323 | 8,982,130 |
| 1918-1919 | 17,859,559 | 8,420,583 |
| 1919-1920 | 20,507,566 | 13,416,388 |
| 1920-1921 | 14,564,394 | ..... |

Here is a panoramic view of a Porto Rican tobacco plantation that is a picture of promise, prosperity and

# The Procuring of Protective Insurance on Tobacco

**Policies for Important Amounts Too Often Accepted Without Inquiry — Trained Experts Are Valuable Adjuncts of Well Regulated Establishments—Services of Reliable Representatives Procurable Without Expense—Difference Between Agents and Brokers Defined—Numerous Cases by Which Policies Are Voided.**

By SYDNEY G. STEVENS

You have on your staff high-class men who buy your merchandise, others who attend to grading, manufacturing and selling your product; others have charge of finances and general supervision of your business, but have you a trained expert in every line of insurance to watch the most important feature of your business?

There is probably no phase of commercial affairs in which the ordinary business man or firm so utterly fails to use caution and ordinary prudence as in the purchase of insurance.

Policies are accepted covering the property and often representing the entire worldly assets without a single inquiry. No interest is taken as to how the contracts are drawn; they are seldom, if ever, read but assumed to be all right and to grant the complete cover they should. The bill for premium is paid and policies thrown into the safe. When the loss occurs, anxiety and trouble begin.

Would you consider for a moment buying a piece of real estate or making any important contract without having an expert lawyer examine the title, draw your deed or represent you in making a contract? Certainly not—but insurance!!! Some clerk telephones the order to one or more agents; when policies are received they are paid for and placed in the safe, but when a loss occurs how carefully they are read.

Why not have your own expert to see to it that the policies are so worded as to fully protect you in event of loss and that the rates on your fire, use and occupancy, rents, leasehold interest, automobiles, bonds, steam boiler, engine breakdown, flywheel, tornado, marine and other forms of insurance are as low as you are entitled to or can secure with expert engineers' advice; that the proper riders are attached to your policies and, conversely, that there are no riders attached which should not be there?

Do you know that you can secure the services of experts to represent you without any expense; who will see that policies are worded to your advantage; represent you in event of loss; have trained insurance engineers and rating experts examine your plants to see that you obtain the lowest possible rate; see that your use and occupancy and profits insurance forms are so drawn that in event of fire destroying your property you do not lose the profits you are making, nor the loss on account of shutdown; see that you obtain proper marine insurance, which is a business which should be cared for by experts only, etc.?

You can secure these services by placing your insurance in charge of large insurance brokerage firms to represent you.

There exists among the public a general misunderstanding regarding the status of insurance agents and insurance brokers.

Insurance companies appoint representatives in every locality to issue policies and collect premiums. These representatives obtain their authority from the companies and are called "Agents."

The business of insurance is a technical one and the forms and policies in general use are somewhat complicated. The insurance law, the insurance contract, the rules and regulations of the underwriters' associations, the make-up of rates and the adjustment of losses are not understood by the average business man and the necessity for expert advice developed what is known as the "Insurance Broker."

The broker represents the assured in securing the insurance policies from the companies; sees that they are in such form as to give proper coverage; that the rate is correct and in various other ways acts in an advisory capacity for the assured. This service is valuable and indeed indispensable, although it costs the assured nothing, as the broker receives his compensation through a commission paid him by the company based on a certain percentage of premium.

It is well settled as a question of law that the broker is the agent of the assured, but as a matter of fact it is not generally so understood by the insuring public, the almost unanimous assumption being that he is an agent of the insurance company.

If the broker is responsible for an error in an insurance policy, which results in loss to the assured, the broker is personally liable to the assured for such loss. Also if the broker undertakes to keep his principal insured but fails properly to renew a policy or procure coverage as agreed, he may be held for the resulting loss.

There are several causes of insurance litigation, but while some litigation arises on account of the insufficient financial responsibility of companies, by far the greater part is due to poorly worded and ambiguous forms. Therefore it stands to reason that the large brokerage firms, with experts on forms and a Loss Department which has had the adjusting of thousands of losses, by combining their knowledge with that of the Engineering Department's knowledge of the risk, are in a better position to arrange a contract for an insurer than a local agent, who necessarily has but a limited experience.

How many insurers realize that their policies are void if they conceal or misrepresent anything of importance, or their interest is not truly stated; or if they move to another location without transferring their insurance, or if a chattel mortgage be placed on personal property, or their insurance is with more than one company, unless permission is granted for other insurance, or if a manufacturing plant be operated later than 10 P. M., or if they cease to operate for more than ten consecutive days, or if the hazard be increased, of if mechanics are employed for more than fifteen days altering or repairing the premises, or if the assured's interest be other than unconditional and sole ownership, or if the building stands on leased ground, or if foreclosure proceedings be commenced, or if any change other than death of the insured takes place in the interest, title or possession of the property, or if the policy be assigned before a loss, or if illuminating gas or vapor be generated in the building, or if (any usage or custom of the trade or manufacture to the contrary) there be kept, used or allowed any explosives or combustibles, such as benzine, gasoline, etc., or if buildings become vacant or unoccupied for more than ten days, or if loss be occasioned by war, invasion, riot, strike, or by order of civil authority, or if building falls previous to fire.

ace, in which is revealed beauty and wealth as well as every evidence of the farmer's skill and care

# 562 YEARS of SERVICE

## The remarkable record of seventeen men in the creation of cigar labels, bands and cigar advertising. They have averaged 33 years each of service in the Label Division of the American Lithographic Company

IN 1867, in a little shop at 2½ Murray Street, Louis Ettlinger began the making of cigar labels.

That was fifty-four years ago. New York was a city of horse-cars; of little low buildings and open areas. The present thirteen-story home of the American Lithographic Company, if it had been erected then, would have risen like a great mountain out of the open plains. There were no electric lights; no telephones.

It would be interesting to take a directory of the concerns which were doing business on Manhattan Island at that distant date and compare it with a similar directory today. How many promising industries have come and gone! How many have been swallowed up by more fortunate competitors! How many have broken up and been rebuilt again and again out of different men!

The business that Louis Ettlinger founded very soon developed one remarkable characteristic — *it had an unusual power of keeping a firm hold on the loyalty of its men.*

Men came to it to stay. They did not shift to other relationships. They went on, year after year, accumulating experience, growing wiser with each new problem which they met and solved; and bringing each year an added measure of knowledge and counsel to the businesses of their clients.

As a great surgeon becomes more expert with each operation he performs; as a great lawyer, like Elihu Root, grows more seasoned with each year of practice, so these men by their long experience *together* came to be recognized as the leading organization of specialists in the creation and production of cigar labels, bands and cigar advertising.

| | Years of Service |
|---|---|
| Louis Ettlinger, Treasurer | 54 years |
| C. A. Speakman, Vice President | 30 " |
| F. A. C. Kennett | 39 " |
| J. A. Hofmann | 39 " |
| W. B. Growtage | 30 " |
| Wm. Intemann | 15 " |
| A. Wilson | 23 " |
| F. W. Stuke | 37 " |
| J. E. Eaton | 36 " |
| J. C. Rufenacht | 27 " |
| F. J. Maudsley | 14 " |
| J. G. Wallaster | 33 " |
| Wm. Werle | 39 " |
| C. Schoder | 48 " |
| F. Mendel | 50 " |
| G. Schulz | 40 " |
| Peter Taylor | 8 " |
| TOTAL | 562 years |

To mention many national brands in whose launching they have had a part would make a long list indeed; and many a famous name would be written on it. The service they have rendered has been far more than a mere printing and lithographic service. They have been taken very intimately into the counsels of their customers. They have originated names, designed labels, suggested sales plans and helped to formulate every step in the development of successful sales policies.

The little business has become a great industry. The few thousand labels which Louis Ettlinger made in 1867 have now become many millions a year — but Louis Ettlinger, as Treasurer of the American Lithographic Company, is still active in the direction of the Company's affairs; C. A. Speakman, Vice President, is rounding out his thirtieth year of service, and there are fifteen other men whose time with the company averages thirty-three years.

Such a record is rare in any industry. It speaks volumes for the quality of the service which this group of specialists has rendered through the years; and the service which they—and the younger associates they are building around themselves—*are* rendering and *will* render in the years to come.

Standing, left to right—G. Schulz, Wm. Intemann, F. Mendel, F. J. Maudsley, A. Wilson, J. C. Rufenacht.
Sitting, left to right—J. A. Hofmann, F. A. C. Kennett, Louis Ettlinger, C. A. Speakman, W. B. Growtage.

F. W. Stuke, J. E. Eaton, J. G. Wallaster, Wm. Werle, C. Schoder, Peter Taylor were out of town when this picture was taken.

# How Porto Rico Is Guarding Her Tobacco Reputation

**Guarantee Stamp Law Designed to Protect Manufacturers Against Imposition—Previously Other Tobacco Was Palmed Off As the Porto Rico Product—Severe Punishment Provided for Violators—Qualifications of J. F. Vazquez, Guarantee Agent in New York—Workings of the Law Explained.**

By H. H. FISHKIND

Porto Rico is proud of her tobacco. It acknowledges superiority to none in the world. Annually America's West Indian Island produces more than 25,000,000 pounds of tobacco, the greater portion of which is consumed in this country. Cigar manufacturers concede that as a filler or properly blended Porto Rican tobacco makes a cigar superior to any in the world. Farseeing Porto Ricans, ever on the alert, have heard faint rumblings against Rum's demon brother, tobacco, but they fear not. They are proceeding in the even tenor of their way, determined that the product from their island shall take its rightful place in the estimation of the smoker. The first step towards this goal was the recent passage of the Tobacco Guarantee Law which the inhabitants of the whole island have hailed with rejoicing.

Before the passage of this law tobacco, presumably Porto Rican, was as a matter of fact all to frequently not a product of this island's rich soil. It may have been Santo Domingo's leaf, it may have come from Florida's fields, or it may have originated almost any other place where tobacco grows. For several years past certain shippers seeing a chance for profit, have made a practice of importing inferior and lower-priced tobacco into Porto Rico; strip it there, and then reship it as Porto Rican tobacco. The growers learning of this practice naturally sought to throttle it. They realized that the industry would suffer if a way was not found to check it.

By newspaper propaganda, verbal agitation, and other means, conducted mainly by the Tobacco Growers' Association of Porto Rico, a law was passed to prevent this unscrupulous practice of re-shipment and misrepresentation. This law was passed several years ago, but interests affected by it fought it in the courts and were successful in defeating its purpose. The government claimed that the law was passed for the purpose of inspection, but the opponents of the law charged that it was a revenue measure. The present law which recently went into effect was drafted to be within the limits imposed by the decision of the court.

Some of the provisions of the law by which the smoker who asks for a Porto Rican cigar will be sure of obtaining it are interesting, set up as they are by a government specifically for the protection of a private industry. The act is designed to protect Porto Rican tobacco against fraud and adulteration by means of a Guarantee and Advertising Agency in the city of New York, by the issuance of Guarantee Stamps determining the origin of the tobacco, and by expert inspection. Severe penalties are provided by the act for the punishment of all violators.

Tobacco at Hacienda Miramontes

J. F. Vazquez, formerly Chief of the Bureau of Internal Revenue on the island, came to New York last July to act as the Tobacco Guarantee Agent of his Government and opened an office at 126 Maiden Lane. While not actively engaged in the growing of tobacco or the manufacture of cigars in his native country, he came to know, through his travels as a representative of the revenue bureau, practically every cigar factory on the island. He was born in the tobacco-growing region and is admirably fitted for the post for which he was chosen. The product of Cayey, Caguas, Comerio, Cidra, Barranquitas, and the other important tobacco districts in Porto Rico, will be carefully guarded by Mr. Vasquez.

Shade grown tobacco shown in all its glory —Telling of Comerio a wonderful story

"This law has practically stopped alll unscrupulous dealers from manipulating tobacco," said Mr. Vazquez, "and there is now more Porto Rican tobacco being sold that is real Porto Rican, not reshipped makeshift. By an intensive advertising campaign in this country in the trade papers, we are making known the objects of the law and educating the dealers, jobbers, and cigar manufacturers to the meaning of the different stamps so that they may see at a glance exactly what they are getting. The results already accomplished are beyond our fondest hopes. Later, as our appropriation grows, we intend to acquaint the smoker with the efforts our country is making to insure their getting Porto Rican tobacco when they ask for it. Our growers will be encouraged to raise a good product, for now they know they will be protected."

One of Mr. Vazquez's chief duties is the directing of the advertising and propaganda campaign to make known the Guarantee Stamps provided for in the protection law. His success along these lines is attested by the publicity already accorded the stamps which are now widely known to the trade. Assisted by an efficient inspector, Luis Capestany, he is also guarding against all attempts to evade the law by checking the shipments arriving at the various United States ports to see that they carry the proper classification stamps.

The Tobacco Guarantee office in New York has established relations with the Tobacco Growers of the Island, and with the principal dealers in the United States and Porto Rico. They are given accurate information from the records of the agency on request. This is already proving of mutual benefit.

A system of colored Guarantee Stamps, one of which must be affixed to boxes of cigars, to barrels and containers of tobacco intended for consumption in Porto Rico or for export, has been created for the guidance of the purchaser. The stamps must be affixed to a part of the container which is visible to the consumer. Failure to affix the stamps or any attempt to ship tobacco, other than Porto Rican tobacco, under the name of Porto Rican tobacco, with the object of deceiving the buyer or the consumer, may result in a fine of not less than $200 nor more than $500, or by confinement in jail for not less than two nor more than six months, or both.

Three classes of stamps are provided by the act. White stamps must be affixed to all containers of cigars or tobacco consisting entirely of Porto Rican tobacco; blue stamps to mixtures of Porto Rican and other tobaccos, and pink stamps to cartons of tobacco and cigars which contain no Porto Rican tobacco. The law provides for the printing of these stamps in both English and Spanish to prevent any possible chance of confusion. The proceeds from the sale of the stamps goes into the Insular Treasury and constitutes a special fund known as the "Tobacco Inspection Fund." Accurate records are kept by all cigar manufacturers, strippers and dealers in leaf tobacco under penalty of the law, and these records are open to the tobacco inspectors. The same penalty for the failure to use the stamps where required applies to attempts at counterfeiting them.

Porto Rico, proud of her tobacco growers and of her tobacco; jealous of her reputation, has stretched out a real protecting hand. The growers have won their struggle.

## Lithographing That Pleases

A short time ago a representative of TOBACCO had a pleasant interview with J. A. Voice, secretary and general manager of the Pasbach-Voice Lithographic Co., Inc. Mr. Voice said that his company had enjoyed a good business and stands ready to take care of all the business that it may secure in 1922. He pointed out the facilities of the great plant in Brooklyn and dwelt on the fact of its being provided with the most modern equipment. "The quality of our work," said he, "speaks for itself. The large number of customers whose work we do year after year says something for the service rendered them by the Pasbach-Voice.

# Some Inside Facts On Porto Rican Cigars That Are Worth Your Reading

ISN'T IT SO, that cigars are, after all, pretty much like folks? You like some because you like them. But you keep on liking them, because the things you liked about them, keep right on.

In short, you can depend on their always being the same.

For the same reasons you drop some cigars, and keep right on smoking others.

This year's crop of Porto Rican tobacco is one of the best the island has ever known.

By best, we mean it runs *uniform* in quality.

You can depend on depending on the cigars running even.

As a further insurance to you, there lives The Rodriguez family down at Mayaguez, who have been makers of cigars for generations.

Mr. Rodriguez is one of those careful Spaniards who gives his personal attention to the making of his cigars.

Associated with him are members of his family, each carrying out most exacting instructions, each determined to keep their brands of cigars uniform.

Any preventable variation they take as a very personal matter.

They do more than just shrug their shoulders and talk with their hands.

They promptly see that it does not happen again.

The family pride and integrity of The House of Rodriguez is back of every Porto Rican cigar they make, and that we offer to you.

You can depend on depending on them.

***Jobbers write for territory.***

## INFANZON AND RODRIGUEZ

**Factory: MAYAGUEZ, PORTO RICO**

**New York Office: 45 E. 17th St.**

# Adequate Authentication and Honest Differentiation

**The Intent and Purpose of the Porto Rican Tobacco Guarantee Stamp Law—Comments of Those Most Interested—An Interview with Senator F. M. Zeno of Cidra, the President of the Association of Planters of Porto Rican Tobacco—What the Measure Means to American Smokers Who Prefer Mild Cigars—Reputation Should Be Associated with Actual Merit.**

"In the world's markets, especially in the United States where so much Porto Rican leaf is used in the manufacture of fine 'mild Havana' cigars, we desired to have the reputation of our tobacco fully and properly protected.

"On its merits, Porto Rican tobacco is capable of competing wth the best.

"Worthless money is not counterfeited. A hypocrite pretends to be better than he is.

"Because of the excellence and desirability of the best Porto Rican leaf, much inferior tobacco, 'grown God knows where,' has been made to masquerade as a product of Porto Rico.

"In the past years, who can say how extensively the fair name of the Island has been injured by the sale of questionable stuff?

"That deception might be the more successfully practiced, inferior tobacco was brought to Porto Rico. Stripped here, mixed perhaps with some of the cheaper Porto Rican leaf, it was packed in barrels and sold in the United States or elsewhere on the pretence that it was Porto Rican.

"Such procedure was not fair to the buyer. Neither was it beneficial to Porto Rico.

"Of the excellence that Porto Rican tobacco can attain, we are willing to let the world judge.

"The stamp law was made effective so that Porto Rican tobacco could be authenticated.

"Given legal assurance that tobacco to which the stamp of genuineness is affixed, is real Porto Rican tobacco, the buyer is afforded protection.

"The stamp law was passed expressly to prevent fraud.

"By the stamps, the origin of the tobacco is shown.

"The misrepresentation that once could be practiced concerning tobacco and cigars coming from Porto Rico, is thus made impossible now.

"The stamps tell the story.

"The American buyer gets the protection that the Porto Rican government provides.

"And the reputation of good Porto Rican tobacco is safeguarded.

"The passage of the stamp law was accomplished by Porto Rican planters. They sought to improve the market for their tobacco. They fought, in self defense, against the speculators and others who hurt the Porto Rican tobacco trade by practices that savored of misrepresentation and deceit.

"The stamp law places the selling of tobacco from Porto Rico squarely in the light of day. At least the law does not allow tobacco of other origin to be called Porto Rican and so be foisted on the market.

"It is a law in the interest of commercial honesty.

"It is a long step in the right direction."

Such are the sentiments of most of the tobacco growers of Porto Rico.

The author of the stamp law, the man who labored hard, intelligently and determinedly to secure its adoption is F. M. Zeno of Cidra, the president of the Association of Planters of Porto Rican Tobacco.

He is a prominent member of the Porto Rican Senate.

Known as "the farmer senator," Zeno is more than a successful politician.

He is a legislator of courage, zeal, foresight, shrewdness, ability, independence and far reaching influence.

The stamp law is one of several measures urged by Senator Zeno for the improvement and advancement of agriculture in Porto Rico.

The country home of Senator Zeno, in the municipality of Cidra, is on a plateau in the interior of the Island, right in the center of one of Porto Rico's most famous tobacco districts.

Speaking of the future of the Porto Rican tobacco industry, Senator Zeno referred to the fact that many thousands of American smokers have a pronounced preference for mild cigars. To smokers in this class, quality Porto Rican tobacco is particularly agreeable.

When such smokers know that the tobacco they most enjoy is a product of Porto Rico, the market for better grades of Porto Rican leaf is correspondingly improved.

Whether the cigars are called "mild Havanas" or otherwise, cigar manufacturers will be more eager to utilize Porto Rican tobacco if they know that customers demand it.

"It is possible for us to convince the American consumer that he can smoke very good tobacco and still economize.

"If we insist that our tobacco and cigars shall be properly labeled, if our tobacco products can be judged sans prejudice, if we, who know how good it is, ask simply that tobacco from Porto Rico shall achieve popularity according to its merits, we can be true to our own interests.

"We have no fear of fair and square competition.

"If our leaf is regarded as superior for use in the manufacture of mild cigars, 'there's a reason.'

"Naturally, in order to succeed, we must work persistently. It is encouraging to observe that public opinion in the United States now seems to be entirely favorable to the work of the Porto Rican Tobacco Guarantee Agency established in New York City."

Scene on a tobacco plantation of J. B. Lichtenstein & Co.

# A PORTO RICAN CIGAR FOR JOBBERS

CENTROSA
made from carefully selected Porto Rican Tobacco

CENTROSA
is made in a factory situated in the centre of the finest tobacco growing section of Porto Rico.

CENTROSA
is mild, sweet, aromatic long filler and hand made

CENTROSA
is a brand that builds up business

CENTROSA
wherever sold leaves satisfied customers

CENTROSA
can be sold from 6c. to 3 for 50c.

CENTROSA
can't be beat for the money

CENTROSA
is a standard Porto Rican Cigar

*Jobbers can make a reasonable profit.*
*Don't delay—get this brand for your territory*

## C. W. BOOM

CAGUAS PORTO RICO

# Fertilization of Porto Rican Tobacco Fields

**Warning Against the Excessive Use of Nitrogen—Suggestions Concerning the Application of Ammonia and Potash—A Well-Balanced Nourishment for the Soil —The Necessity for Soil Sampling—Advice to Growers Who Desire to Produce Leaf of the Best Quality.**

By JOHN B. STUBBE

In these days of low prices, the selection of the most suitable fertilizer is one of the many problems that confront tobacco growers. In determining what fertilizer should be used to best advantage, consideration must be given to the deficiencies of the soil as well as the requirements of the plant. Tobacco is very exacting. For its proper growth, tobacco needs great quantities of nitrogen, phosphoric acid and potash.

To induce the land to yield abundantly, to renew the soil that becomes partially exhausted in the production of a good tobacco crop, to develop in the plants the qualities that pertain to desirable leaf, carefully selected fertilizer should be applied correctly and liberally.

Nitrogen is indispensable to the life and growth of all plants but, in Porto Rican tobacco culture, an excessive supply of nitrogen is not recommended. Although much nitrogen will increase the yield per "cuerda," it makes the leaves thicker and less mellow. It increases the amount of nicotine, and of course the tobacco becomes stronger. It is desirable to apply nitrogen partly in the form of sulphate of ammonia and partly in vegetable form in order to avoid too sudden a growth of the plant; for a purely mineral fertilizer would hasten the development of the tobacco, the result being a leaf of inferior quality lacking the necessary fineness and smoothness. For twenty years we have been selling in this island fertilizer "Porto Rico" usually called Amarillo (yellow) made of cotton seed flour, which has given excellent results and is the favorite among tobacco planters, for it not only provides the soil with the humus so essential to its fertility but due to its slow decomposition it provides the plant with a constant and adequate amount of nitrogen which the latter uses up little by little according to its needs. Experience has taught us that in Porto Rico the best fertilizer for tobacco should contain a maximum of 6 per cent ammonia.

Another element of much importance in tobacco fertilization is potash, for it furnishes the leaf its essential combustible property; for if the plant cannot extract from the earth a sufficient quantity of potash the tobacco produced is nearly incombustible and is worth little or nothing. Potash has also a notable effect in the constitution of the leaves, the result being greater combustibility, delicacy, mellowness and flexibility. Tobacco grown in a soil poor in potash is of inferior quality while leaf produced in clayey soil with plenty of potash or land that has received a great amount of this element is flexible, fine and of good aspect. The most convenient form in which we should use this important element in the cultivation of tobacco is in the form of sulphate of potash. The muriate (chloride) should not be used because due to the chlorine it contains, it does not help the combustibility of the leaves. If the best grade of tobacco is desired, fertilizers containing 8 per cent potash should be used.

If the soil is acid and deficient in calcareous matter, the acidity should be corrected, for acid land is not in condition to produce good crops.

During the last twelve months we have analyzed in our chemical laboratory numerous samples of soil from different parts of the island and invariably we have found the samples to be deficient in phosphoric acid, for which reason we always recommend to farmers the use of a comparatively large quantity of phosphoric acid in order to attain the best results. The experiments made at Aibonito by experts from the Federal Experimental Station at Mayaguez clearly showed the superiority of phosphoric acid in the fertilization of tobacco. We have obtained the best results by using formulas with from 9 to 10 per cent of phosphoric acid.

This year, particularly, we have seen it proved by facts that a tobacco of good quality obtains a more easy sale and a better price; and this is a lesson that should not be forgotten by our tobacco planters. If you fertilize improperly the leaves developed are, generally, long, but lack fineness and flexibility and they have not the resistance and coloring which characterizes good tobacco. With a little study and a little care in the selection of fertilizers we can obtain excellent results.

# The Story of a Porto Rican Cigar

Do you know just what you get when you buy a Porto Rican cigar?

Not everybody does.

Some smokers confuse the Porto Rican with Havanas, and are either disappointed in them or avoid them. That is unjust to the Porto Rican product, and unjust to themselves as smokers. For there is as wide a difference between the two types of cigar, both in tobacco and workmanship, as between true Havanas and the domestic cigars of the United States.

The man who chooses a Porto Rican cigar under the impression that it is a cheaper kind of Havana is not smoking right. It has qualities of its own so different that it will disappoint him if he judges it from that particular viewpoint.

And the smoker who is neglecting Porto Rican cigars because he thinks that, like the Havana, they are of very full body, and therefore too rich for constant smoking, or not suited to his taste, is probably overlooking something quite choice in exactly the class of cigars he most enjoys.

During the past fifteen years Porto Rican cigars have been widely sold in the United States on their merits, as discovered by discriminating smokers. But they are still rather an unknown quantity. Therefore, some technical facts about them may be interesting and useful. They are one of the best products of our new colonial possessions, and information about them should be part of the smoker's knowledge of what's in tobacco the world over.

The Porto Rican cigar is comparatively new. Twenty years ago Porto Rican cigars were only known to Porto Ricans, to some of the Central American countries and in the Islands of the Antilles. Small shipments went also abroad to Spain and England, however, on account of their poor appearance they never found a market there. The cigars were dark, heavy and roughly made and did not attract any attention, although they were of good quality, of mild and sweet taste with very rich flavor. No proper attention was paid to the cultivation of wrappers. Furthermore, Porto Rico only had a limited number of cigarmakers who were working in small shops without any sanitary conditions, as the industry had never been built up there. In Spanish times, under a protective tariff in Spain, coffee was the most profitable crop, and most of the Island's energies were devoted to a choice grade of coffee which still holds first place in European markets despite grave handicaps under which the industry is now maintained.

When Spain owned both Cuba and Porto Rico, the tobacco crop from the latter Island went over to Havana, duty free, and was there blended with the filler used in the best brands of cigars. By reason of its peculiar aroma and free-burning quality, Porto Rican tobacco enriched the Havana cigar, and was a staple ingredient in its making.

When Cuba became a republic, and Porto Rico passed under the protection of the United States, this whole situation changed over-night. The new republic imposed a heavy duty on imported tobacco, shutting out Porto Rico's crop, and the character of the Havana cigar underwent a transformation that was noticeable.

At the same time, Porto Rico's products came under the tariff protection of the United States, giving an incentive for improving the tobacco and manufacturing it into cigars, and from that time dates the growth of the new industry.

Porto Rican tobacco has a character all its own.

It is a tropical leaf, and therefore has a ripe aroma peculiar to tobacco grown in low latitudes. But it is grown at considerable altitudes in the mountains, and on that account lacks the heavy body found in tobaccos grown on tropical lowlands.

More remarkable still, it is grown on soils practically free of chlorine. The latter mineral constituent is found in almost every type of tobacco soil in the world except those of Porto Rico, and according to the percentage present affects the burning quality of the leaf grown upon a given soil. If the percentage of chlorine is high, the tobacco yielded by such soil may be unburnable.

Chemical tests of Porto Rican tobacco soils show so slight a trace of chlorine that in some cases the investigators have doubted their results, thinking some error had been made in the samples for analyses, because the condition is almost unknown in other tobacco growing sections. In Porto Rico, however, the absence of chlorine is a constant factor of good tobacco lands in the mountains. Along the coast, near sea level, a very rough quality of tobacco is raised for chewing. The natives use up the

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crop—none of it leaves the Island. This chewing leaf is so impregnated with chlorine that it has a salty taste, and it would probably not burn in a cigar. But many of the finest tobacco fields in the mountains, where cigar leaf is grown, show no trace whatever of chlorine in the soils. It is utterly absent.

Now, these conditions fix the character of Porto Rican leaf.

It is first of all free-burning to a degree greater than any other cigar leaf in the world. There has never been a Porto Rican cigar rolled that did not burn perfectly. There has never been a portion of Porto Rican leaf used in the blend of a cigar made from tobaccos grown elsewhere but the Porto Rican leaf improved the burning quality.

This free-burning property adds immensely to the enjoyment of smokers who like the Porto Rican type of cigar. Such tobacco cannot be rank. It cannot burn unevenly. Perfect burning makes the tobacco give up its boquet freely and agreeably, a prime consideration with leaf that appeals to smokers who like a "light" cigar—that is, one of medium body.

Porto Rican leaf is classed among the mild tobaccos that appeal most to American taste, but it has a fuller flavor than domestic cigar tobaccos, a stronger perfume, and the free-burning character is as certain in the dark as in the light shades. It gives the Havana flavor without the Havana strength. The Havana is essentially a cigar for smokers who like a rich smoke occasionally, and in its proper place—say after the day's work is done and men meet to dine and talk—there is nothing better. But the Porto Rican cigar is one that can be smoked all day long, giving exquisite aroma with perfect smoothness, and in *its* proper place has no peer or substitute.

When American tobacco interests entered the Porto Rican field they found that it was necessary to build a cigar industry from the ground up. Ordinary grades of Island tobacco grown in the open by natives were of too poor and variable a quality for cigarmaking. The percentage of whole leaves for wrapper was very small, and the general character of the crop was so unstable that uniform brands of cigars could not be developed or maintained.

The wrapper question was met by growing tobacco under cheese cloth shades. These immense white shelters are a familiar sight today in the mountains of Porto Rico, and are humorously referred to as "Porto Rican snow." They extend for hundreds of acres in the best tobacco sections, and are often wrapped right around a mountain top, giving a rough resemblance to the eternal white of glaciers. But they are by no means eternal, for the cost of covering an acre is between four and five hundred dollars, and these immense stretches of fabric can be used for only one season.

Shade grown tobacco is uniform in color and texture. Insects cannot get at the crop, so the leaves are whole. Growth is controlled through the short, changeable season, and the tobacco produced under cheese cloth makes ideal wrappers.

Now that the method has been introduced and established in Porto Rico, many individual growers raise fine quality wrapper leaves under the cheese cloth shades, but the amount of capital required and the high standards that must be maintained have favored Company organization. So the Porto Rican cigar, as sold in the United States, is a product of American organization from start to finish. The field organization has thousands of acres of tobacco under cultivation, and employs from twelve to fourteen thousand persons at the height of the season. Quality and uniformity can be maintained with scientific accuracy under such conditions. Expert agriculturists are employed to supervise field work, and experiments and improvements can be carried out on a scale impossible for the individual grower, and with even greater efficiency than by government experts. For instance, if certain facts about the tobacco crop are to be determined by field experiments, the government experts are usually restricted to a series of trial plots grown for several years, when results can be compared and deductions made. But with the Company plan, as followed in Porto Rico, a dozen trial plots can be started the same season, in different localities, under different men, and results known in a few months. Moreover, the human efficiency of such an organization is as valuable as its scientific efficiency. One of the worst tobacco pests in Porto Rico is a mole cricket known as the *"changa."* Lands infested with *changa* had been abandoned as hopeless, though these were often the finest soils on the Island. Company management found a simple remedy for the pest in the poisoned dough used elsewhere for cut worms and similar pests, and Company organization made it possible to use this remedy so vigorously that the worst *changa* soils are now turned back into tobacco growing. American corps spirit has been awakened in the field organization from top to bottom, and the humblest foreman or harvest hand is encouraged to suggest improvements in method that make for either quality or economy.

**"Typical Huts" at Comerio**

Filler tobacco is grown in the open under as capable management, and the crop, harvested and cured by system, is passed over to the manufacturing department.

One of the most important details in making cigars that will please different kinds of smokers, and be found absolutely uniform from year to year, despite inavoidable variations in the crop, is the making of blends to be rolled into cigars. No cigar is made of one kind of leaf—there must be a sort of combination of different types, cured together, to get the final boquet. Tobacco men often speak of the finished cigar as a "tobacco salad" and as much skill, patience and resourcefulness are required in its mixing as in the making of a fine salad by a masterful chef. All the blends for Porto Rican cigars are made under the supervision of one man, to secure individuality as well as uniformity.

**Taking tobacco to the sheds**

Porto Rico aided Havana in making her reputation for cigars, and when the new conditions after the Spanish-American war threw Porto Rico on her own resources, Havana was drawn upon for aid.

The highly skilled *"tabaquero"* or cigarmaker of Havana was not know in Porto Rico. Before factories could be established and cigars exported to the United States it was necessary to train workmen. From the beginning Havana cigars have been notable for their excellent workmanship. All are rolled by hand, no machinery whatever being used in any detail of the process, and individual skill is a big factor in successful production.

The first small factory under American ownership was started in 1900. Trained "tabaqueros" were brought from Havana to act as teachers, and the maiden product, a rather crude *BREVAS* shape, was put on the market. There were a good many handicaps to overcome. The tobacco was not yet of wholly satisfactory texture. It lacked uniformity, and there was difficulty in securing the right kind of wrapper leaves. In spite of its crude appearance, however, this cigar quickly gained sales and reputation among American smokers on its superlative merit, and the output of one hundred thousand weekly rose steadily, until two years it was traveling toward the million mark. The shape is still widely sold, and is known to smokers as the "EL TORO" Breva.

Porto Ricans are intelligent, teachable, willing. They make good mechanics and factory hands, and are keen to rise in the industrial scale. The success of this small factory, the higher wages that men and women were able to earn there, and the facilities for acquiring a new handicraft, attracted the best class of employes. Soon it was possible to make better grades of cigars, and one brand was added after another. Today, in several large factories scattered over the Island, there are more than five thousand competent "tabaqueros" at work, making cigars that will compare with those made anywhere in the world. The Porto Rican product is conspicuous for diversity of shapes and grades. It ranges from the least expensive brands, combining fine tobacco with good workmanship into a cigar that has nothing especially fancy in looks, up to brands of the finest character. It meets every taste among smokers for cigars of the character associated with true Porto Rican leaf. Great possibilities have been found in sorting the Porto Rican product for color, as with Havana cigars, for more than one hundred and fifty different shades are graded for market by men with trained eyes working under even north light.

This is a brief description of the Porto Rican cigar, written for the information of smokers who like to know something about the fine tobaccos of the world, and to select their cigars with discrimination, for special qualities and purposes.

The Porto Rican cigar is the freest-burning of all cigars. It is mild, and can be smoked steadily, yet is rich in aroma because it contains volatile oils not found in tobacco grown outside the tropics. It costs less than a Havana cigar, or one made of imported tobacco in the United States, because it is admitted to this country duty free, as a product of our colonial possessions. It is made in a true tobacco climate, where moderate humidity from the sea prevents tobacco drying out, and so comes to the smoker with all its aromatic oils unchanged. It is a high grade product, with merits all its own, and as such should be smoked and enjoyed wherever good tobacco is appreciated.

*CODES: A, B, C, 5th edition*
*Bentley's*

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# A Sketch of the Discovery and Development of Porto Rico

**Columbus Took Possession in 1493—Christened the Island San Juan Bautista—Native Name Was Boriquen—Was Inhabited by Superior Type of Indians—Gold Early Discovered—Natural Wealth Cause of Many "Squabbles"—Four Centuries of History Briefly Outlined.**

By Dr. ARTHUR SELWYN BROWN

Columbus, on November 19, 1493, anchored his fleet of ships of his second expedition in a bay on the western coast of an island in the Caribbean, upon which he landed, took possession of it in the name of Spain and called it San Juan Bautista. He remained near where the first official settlement of la Aguada until November 22, when he sailed for Samana, Española.

Vicente Yanez Pinzon was appointed captain of the island by Royal decree on March 24, 1505. He transferred his rights and titles to the land to his partner, Martin Garcia de Salazar. The island was still referred to by the native name of Boriquen. Pinzon and Salazar established ranches which they stocked with Spanish cattle. In 1506 they began to feel that some of the later Spanish discoveries in islands to the east of San Juan Bautista and on the mainland might lead them to greater riches and afford them more exciting adventure. In 1508 they withdrew from San Juan and sailed for the mainland.

When the Spaniards discovered it a tribe of Indians of a superior type had numerous settlements on the island. These people received the white men politely and treated them with extreme kindness. Between the years 1493 and 1500 the chronicles relate that there were political insurrections, led respectively by Diaz, Margarit, Aguado, Roldan and many others.

Juan Ponce de Leon distinguished himself in fighting the Indians in 1505-1507, and the Governor, Nicolas de Ovando, appointed him a provincial captain.

While fighting in the Province of Hegiiey, Ponce saw gold ornaments worn by some of the Indians. He questioned them to find where it was obtained. Learning that they washed it from the sands in the head waters of the rivers, he decided to lead a prospecting expedition to investigate the placers.

Leaving the port of Salvaleon with a few followers and Indian guides in 1508, Ponce explored and prospected the Manatuabon, Manati, Sibuco and other rivers. Gold in small quantities was found in all of them.

Ponce quickly returned to his headquarters and then went to Española with the gold he had accumulated. Some of the soldiers of fortune who had accompanied him remained in San Juan and founded the Caparro settlement.

Ponce reported his gold discoveries to the King of Spain and in November, 1509, the captain received a letter from the King saying: "I have seen your letter of August 16. Be very diligent in searching for gold mines in the Island of San Juan; take out as much as possible and, after smelting it in Española. send it immediately." In those days the king claimed a large share of all the discoveries made by the conquistadores.

Ponce returned to San Juan in August, 1509, with the ad interim appointment by the king or governor. Diego Columbus, son of Christopher, the great discoverer of the West Indies and Grand Admiral of the lands beyond the Sea of Darkness, learning of Ponce's plans and the part he had played in Roldan's insurrection against his father's authority, decided to discipline him in the usual way. Columbus had been informed by King Ferdinand that Juan Ponce de Leon had been appointed by him Governor of San Juan Bautista and was requested to assist Ponce in every way possible. The royal orders settled Columbus. His father had been appointed Grand Admiral of the Indies with definite rights, one of which was the appointment of officials. Ferdinand had dared to appoint Ponce, therefore Columbus decided to dismiss him and appoint Juan Ceron governor and Miguel Diaz high constable in his place.

Ponce refused to give up office and appealed to the king and arrested the appointees of Columbus. The admiral retaliated by confiscating Ponce's estates in Española. The prisoners were tried before the Council for the Indies and Columbus was sustained. Ponce was recalled to Spain and removed his wealth from San Juan to be used in greater adventures in other lands.

The chief of the Boriquen Indians, Guaybana, became ill in 1510, and after a brief time died. He was succeeded by his brother, who in accordance with custom assumed his dead brother's name.

Christopher De Soto Mayo, a young Spaniard of good social connections, arrived in San Juan and, meeting Ponce, arranged to help in establishing a settlement on the southern coast near the Bay of Guanica. This place was called Sotomayor.

When Columbus visited the island in 1493 he found the Indians living a life of idyllic ease. The men passed the days swinging in their hammocks, playing ball or some musical instrument, swimming in a river or waters of a bay or dancing. They needed their spears and arrows on rare occasions only and did not have to give up much time to arrow-flint chipping. The women tended the fruit and manioc gardens.

The government instituted a system of "repartimientos" (distribution) or "encomiendos" (patronage) for working the Indians. In 1496 it substituted forced labor in place of the previous Indian tribute. The Governor Ovando was expressly instructed to see that "the Indians were employed in collecting gold and other metals for the Castilians, in cultivating their lands, in constructing their houses and in obeying their commands." Great abuses, naturally, grew out of these instructions and they soon resulted in the extinction of the charming and handsome natives, not only of Porto Rico but of all the West Indies.

Guaybana and Guarionez, the Cacique of Utudo, planned a rebellion. It was carried out in June, 1511. The whole settlement of Sotomayo was wiped out. Guaybana and his associated chieftains had an army of 6,000 Indians, whereas the Spaniards had only a handful of men. But the Spaniards were well armed and took great risks. Ponce de Leon finally got a few men together and led them against the Indians. Guaybana was killed, many of his troops were taken prisoners. The Caribs learned in the fighting that year that they could do little in combat with the Spaniards.

Shortly after this Indian rebellion the island was incorporated as a dependency of the Spanish Crown under the title of San Juan Bautista de Puerto Rico. Shortly afterward it became known to the world as Puerto Rico.

Ponce later on went out in search of new adventures, the chief of which was his discovery of Florida on Palm Sunday, March 27, 1512, and his search for the fountain of youth and beauty. A long peace finally settled on this captain of wild exploits at Matanzas, Cuba, where he was taken ill while returning to Porto Rico in 1521.

Other settlers followed Ponce and left the island to search for riches and new experiences in other islands and in Central and South America.

About 1555 British and French privateers began to prey upon the Spanish treasure ships from the West Indies. The more daring captains often decided to make raids on towns and settlements. Soon they found good opportunities in Porto Rico, and for many years that island became their favorite resort.

The war between the British and Spanish Crowns, in 1585, turned the attention of British sailors to the Spanish colonies. One of the cleverest of these, Sir Francis Drake, became closely connected with the history of Porto Rico. When he was studying navigation on a ship commanded by Sir John Hawkins he was captured by the Spaniards. When his country went to war with Spain he entered the fray in high glee because he recognized the large amount of satisfaction he would secure in fighting Spanish ships.

The British troops under Lord Cumberland seized Porto Rico in 1598. Admiral Bowdoin made an unsuccessful attack on the island in 1625. The British again attacked the island under Sir Ralph Abercrombie in 1678-1797. Between 1800 and 1808 British privateers were very active in the Spanish main. Every sporting Britisher who could secure a ship embarked upon the exciting business of commandeering French and Spanish treasure ships.

The Spaniards lost interest in the islands of the Carribbean after the discovery of Mexico and Peru. But in August, 1815, King Ferdinand issued new and more liberal regulations, "For promoting the population, commerce, industry and agriculture of Porto Rico."

There was a bad depression in the island in 1873-1880. Trade fell off and the country was unprofitably consuming its own small capital.

Fresh reform laws were promulgated on March 15, 1895, and autonomy was granted to Porto Rico by Spain on November 25, 1897. Governor-General Manuel Macias suspended the constitution and declared a state of war in the island April 21, 1898.

A few months later, as a result of the Spanish-American War, Porto Rico became a portion of American territory.

Porto Rico has opened a new epoch since it became a part of the United States. Education has been developed, sanitation has been introduced, good roads, ports, railways and governmental service and hospitals have been organized. Trade has prospered and much has been done to raise the hopes of the people to the highest pitch of expectancy.

Porto Rico is making great progress. Statistics show the wonderful results accruing to the people since the American occupation. The past twenty-three years have, undoubtedly, been the most prosperous and the happiest in the long and disturbed history of this delightful Caribbean island.

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# Buyers of Porto Rican Cigars Should Seek Quality

**Excellence Is Obtainable and the Knowing Smoker Demands It—Facts for the Information of Those Who Want the Real Satisfaction Associated with the Genuine Article—Desirable Tobacco and Skilled Workmanship Required in the Manufacture of Good Cigars—Some Pointers.**

**By a Porto Rican Cigar Manufacturer**

While the consumption of Porto Rican cigars has increased and will become greater, it must not be assumed that all Porto Rican cigars are alike. Some possess excellence to a decided degree, while others are mediocre and so lacking in quality that they seem rank and unpalatable to the smoker.

Porto Rico is especially favored both by nature and the character of its population for the production of cigars. In practically the same latitude as Cuba, the soil in certain sections of Porto Rico is much like that of the best tobacco growing districts of Cuba. And in some respects the climate of Porto Rico is better adapted to the production of fine tobacco.

Porto Rico is 500 miles further east than Cuba, and gets the full benefit of the moisture-laden and cooling trade winds that sweep over the mountains and bring to the interior valleys gentle showers each day.

Under these conditions the tobacco grown in the interior valleys, with their soil of wonderful fertility, attains a richness and luxuriance that hardly can be surpassed. It is only within a comparatively few years, however, that this tobacco has been properly cultivated and cured. Political conditions so circumscribed the market for Porto Rican tobacco, that up to the time of the American occupation, the planters in Porto Rico had not learned to exercise the care or to follow approved methods in curing and packing. Even yet there are many tobacco growers in Porto Rico that have not yet learned how to cultivate and cure tobacco in such a way as to develop and bring out all its finest qualities.

There are some growers, however, who have brought from Cuba and elsewhere, recognized experts to superintend the growing, curing and packing of tobacco on their Porto Rican plantations. Splendid results have followed. The growing of tobacco under shade has been introduced into Porto Rico with marked success. A superior quality of shade-grown wrapper is produced.

But it should be remembered that there is considerable tobacco grown in the lowlands near the coast which is entirely different, and of a distinctly inferior type. This coast tobacco, more easily raised is much cheaper. Therefore it is largely used by manufacturers to whom quality is a minor consideration.

It may also be said that there have been unscrupulous manufacturers who made a practice of importing cheap grades of tobacco from the United States, and making it into cigars in Porto Rican factories. This practice is less common than formerly because the increased cost of labor in Porto Rico makes it less profitable than it was a few years ago.

Another thing that differentiates Porto Rican cigars from those made elsewhere, is the fact that they are hand-made. Mould work, machine work and team work as employed in the United States is hardly known in Porto Rico. Economic conditions in the island are such that there is no advantage to be gained.

Wages for cigarmakers have steadily mounted during the past few years, but they are yet considerably below what they are elsewhere. This is due to the fact that living expenses are so low. The cigarmakers and their families are able to live on wages that would be entirely inadequate in the United States.

The natives of Porto Rico possess great natural dexterity and quickness of hand. And where, as in some instances, they have been personally trained by expert cigarmakers from the best factories in Havana, they have attained skill that cannot be surpassed anywhere. Thus it happens that some of the best factories in Porto Rico today are turning out cigars that in workmanship will compare favorably with the best that can be produced in any part of the world.

But all Porto Rican cigars are not made by skilled hands. Quantities are produced under conditions that are in many respects similar to those prevailing where the cheapest cigars in the United States are made. Entire families work, and under such conditions the cigars do not have the uniformity and finish that is apparent in the goods made by the skilled workmen employed in a regular factory.

At one period immense quantities of farm made Porto Rican cigars, many of them made from cheap coast grown tobacco, were shipped to the United States and distributed broad-cast before the trade had learned to discriminate. Indeed this flood of inferior cigars had the effect of temporarily checking the demand for Porto Rican cigars, a setback, from which it took two years or more to recover. As a matter of fact, it is reasonably certain that if the better grades of Porto Rican cigars had not been so commendable they could not have overcome, in a decade, the objections raised by poor cigars.

The best grade of Porto Rican cigars today enjoy greater favor than ever before.

The farms situated between Cayey and Aibonito, known under the name of "La Plata" have until now had the reputation of being the best for cultivation of tobacco, but inasmuch they have been cultivated without rest for a long time, and need to be fertilized heavily.

In Comerio are fairly good lands that produce a good quality of tobacco. This is not the case however, with the land of Caguas, where the tobacco is of good appearance, but is strong, and can best be used for cigars when mixed with tobacco of Cayey.

On J. B. Stubbe's plantation, Hacienda Miramontes, at Cidra

# RAMON MORAN & CO.

GROWERS—PACKERS—STRIPPERS

OF

# PORTO RICAN TOBACCO

MANATI,
PORTO RICO

NEW YORK OFFICE
96-98 WATER ST.

Until recently the lands in the southern parts of the island were devoted chiefly to sugar. Yet the typographical position and the style and color of the soil is very like, if not equal to that of Vuelta Abajo in the island of Cuba. Experiments have been made during the last few years in raising tobacco on them which have given the following results:

The seeding is done about the same time as in Cuba in order to give a similar succession of wet weather and dry weather. The ground is very fertile and does not need to be fertilized heavily. While in the other parts of Porto Rico the tobacco takes three or four months to ripen and yields only an average of 600 pounds per acre, in these southern lands the harvest only takes from 50 to 60 days to ripen and produce an acerage of 900 to 1,000 pounds to the acre with the further advantage that they produce a good proportion of tobacco suitable for wrappers.

The lands in the north coast of the island, such as Arecibo and neighboring lands, although they produce some tobacco, grow leaf that is not good for factory purposes and no manufacturer with the least scruple as to quality would use such stuff.

At the same time in the sothern part, as in Cayey, Comerio and other tobacco districts, there are tobacco lands that produce tobacco that is inferior.

In the seeding, planters use, mostly, Havana seed which gives the best results. In cutting the tobacco two styles are employed. One is to cut the entire stalk and the other is to cut leaf by leaf. This last system is known in Porto Rico under the name of stripling and as it takes away the sap, the leaf turns out thinner and better for warppers.

Classes are designated as follows:

Boliche—all the inferior tobaccos, short and brittle which can hardly be stripped.

Manojo Inferior, that is short fillers—the tobacco not very fine.

Manojo Superior, that is the finer fillers, composed of good leaf and all good class.

Deshojado, that is the tobacco suitable for wrappers.

Shade grown tobacco with the exception of a very small part is entirely suitable for wrappers—very leafy and all light colors.

In the preparation of material a great many of the manufacturers of Porto Rico are accustomed to putting the tobacco into barrels to make it ferment. Others put it in cases and there are still other methods employed, but the system adopted in the principal factories consists of moistening the tobacco and placing it on racks of canvas to dry, and then when it is half dry, to place it on the racks in piles to allow it to dry thoroughly. Then after making the proper combination, it is again put in piles well covered with canvas, leaving it there the necessary time in order to have it cured.

The different classes of tobacco mainly consist of Cayey, Comerio, La Plata Deshojado and some grown in the southern part of the island.

A beautiful field of shade grown at Comerio

A side hill field of shade grown tobacco

# Commended by Merit and by Use More Recommended

**Porto Rican Tobacco No Longer Considered as a Substitute for Havana—Because Mildness, Aroma, Good Burn and Superior Utility Place Desirable Leaf from Porto Rico in a Class Peculiarly Its Own—The Advantage of Being Non-Surfeiting.**

**By WM. B. SHAW**

Agreeable, aromatic, free burning Porto Rican filler has been helpful indeed in obtaining appreciation of, and popularity for, many brands of so-called "mild Havana" cigars. The desirability of Porto Rican tobacco perhaps is best shown by the utilization of immense quantities of good leaf from Porto Rico in the manufacture of cigars that have attained wide distribution and continuous sale throughout the United States.

The smokers who, by constant demand for light cigars, have encouraged the enormous production of mild Havanas, the tens of thousands of men who emphasize the reasons for their selection of smokes each day, are influential, undoubtedly, in causing the greater use of Porto Rican tobacco in cigar manufacturing.

In seeking a mild cigar, the smoker may be trying to get away from the "seed effect" of a domestic filled cigar. In asking for a "mild Havana," the average man does not suggest that he wants a cigar made entirely of tobacco brought from Cuba.

By cigar manufacturers, big and little recognition of the availability of Porto Rican tobacco has increased the demand, during the last ten years, from 13,000,000 to 30,000,000 pounds a year. Good Porto Rican tobacco is so much in request that, in an endeavor to supply the persistent demand, practically all of the land on the Island, suitable for tobacco culture, eventually will be devoted to the production of leaf.

The soil formation of Porto Rico is largely limestone, the result of disintegration of stone for centuries. The gradual erosion of the mountains, the result of constant trade winds and rain from the North, has left in valleys, plateaux and hillsides, a soil formation that produces mild, open-grain, free burning tobacco peculiar only to the interior districts of Porto Rico which are free from the salt blasts of the coastal plains.

One big advantage which Porto Rico tobacco offers to the manufacturer is that the smoker of Porto Rican filled cigars can smoke one cigar after another throughout the day without bad effect. The manufacturer who has a customer smoking Porto Rico filled cigars has a consumer whose average consumption is from two to three times that of the average Havana smoker. Manufacturers who recognize this fact, may prosper greatly if they have the foresight to acknowledge openly the use of Porto Rican leaf. Those who feature Porto Rico tobacco are gaining the confidence of jobbers and are building up a steady, healthy business.

Porto Rican tobacco, therefore, is no longer considered a substitute for Havana and unfortunately there is no tobacco that can be substituted for Porto Rico.

## The Proof of Porto Rican Value

Despite its great interests elsewhere, the American Sumatra Tobacco Co. now is the second largest handler of Porto Rican tobacco. Though the company entered the Porto Rican trade rather recently, its new plant at Catano is one of the most important on the Island.

In the warehouses and stripping plant at Cantano, under the direction of Prudencio Gonzalez and Jos. D. Galindos, upwards of seven hundred people are employed. The company has other stripping plants at Vega Baja, Arecibo and San Lorenzo. In all, in Porto Rico, it has more than 1,500 employees.

During the year the buyers for the company have secured quantities of the most desirable tobacco produced in Porto Rico. The selected tobacco comes from Comerio, Naranjitas, Ciales, Baranquitas and Toa Alta districts.

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Santurce, P. R.

*Calle Oceania*, Stop 22,
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P. O. Box A.

# HERMANN J. ROSE

## Packer of

# PORTO RICAN CIGAR LEAF TOBACCO

*Specializing in*

High Grade Leaf from the best tobacco sections of Porto Rico, cured, stripped and packed ready to work

Specially prepared scrap tobacco, heavy bodied, equal to Havana, free from sand, dust, hairs, etc.

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers

# QUALITY, NOT PRICE

# The Geographic Position and Economic Conditions of Porto Rico

**Island Has Delightful Climate and Unusually Rich Soil—Principal Agricultural Crops Grown Are Sugar Cane, Coffee, Tobacco, Cocoanuts and Fruits—Statistics Show Rapid Expansion and Point to Brighter Prospects.**

By Dr. ARTHUR SELWYN BROWN

Porto Rico is one of the most famous of the chain of islands guarding the Caribbean Sea. It is almost as square as a brick and resembles a dried sheep-pelt spread out in the sea between Haiti and the Leeward Islands. Its geographical position is between the parallels of 17 degrees 54 minutes and 18 degrees 30 minutes north latitude and 65 degrees 13 minutes and 67 degrees 15 minutes west longitude. Culebra and Vieques islands lie to the east and Mona and Monica islands are off the west coast. The Virgin Islands are a little further to the west.

The island of Porto Rico has a length of about 100 miles and a breadth of 36 miles. The length runs between east and west. A central mountain ridge divides the island into two unequal parts and has numerous lateral spurs. The mountains generally have rounded tops. The highest of the peaks is known as El Yunque, or the Anvil.

Between the lateral spurs numerous small rivers, few of which are navigable, run devious courses to the coast.

The forests were cleared off the island in the remote past. The climate being tropical and the soil rich, it should support a dense vegetation. The island once was likened to Paradise on account of its rich vegetable beauty. To-day, only long, white, winding roads and fields with a glimpse of vegetation, here and there, on the roadside and in a few of the small narrow valleys are to be seen. There is, however, enough natural scenery, particularly around the coast, and on the verdure topped hills, and in the gardens of tropical trees, palms, fruits and flowers, to gladden the hearts of all visitors.

The climate is very beautiful and healthy. Tropical storms of great violence are sometimes experienced, but generally speaking the island is a very pleasant place to dwell on.

San Juan and Ponce are the more important towns. Arecibo, Manati, Mayaguez, Aguadilla, Cabo Rojo and Yauco are smaller centers of business. Guayama is a well-situated town on the southern side of the island.

There are five important types of land forms in Porto Rico. The first is the large area of uplifted level land, or peneplane, through which rivers have cut deep gorges. The mountain chains, like the Luquillo mountains, on the eastern end of the island, and the Central Cordillera range, running from east to west through the island, the Atalaya mountains, on the western end and the rugged foot hills between these mountains and the sea coasts, comprise the principal mountainous land forms.

A rich, rolling lowland belt, about ten miles in width, running along the northern side of the island, the lower peneplane, constitutes the third distinctive type of land form.

Thick alluvial beds and newer rock formations, which show numerous erosion characteristics, such as "cuchillos," or knife-edge ridges, mark the land forms, while the extensive tracts of flat bottom lands, of "playas" fringing the coasts and running along the river courses, typify the final or fifth division of land forms. Each of these types is of economic importance. Each can be made to yield returns by the agriculturalist who understands intensive agriculture.

The picturesque roads of Porto Rico wind through the tobacco districts

Tobacco harvesters at work

Agriculture is the basic industry of the island and the important crops are sugar cane, coffee, tobacco, cocoanuts and fruits.

The total area of the island is 3,606 square miles, or 2,063,732 acres. This land was utilized in 1918 and 1921 as follows:

**Uses of Porto Rican Lands—1918-1921**

| Crop— | 1918 Acres | 1921 Acres |
|---|---|---|
| Cane | 256,431 | 241,372 |
| Coffee | 147,612 | 161,797 |
| Tobacco | 23,981 | 22,442 |
| Pineapples | 3,286 | 2,355 |
| Fruits | 100,502 | 101,382 |
| Pasture | 1,001,919 | 1,044,919 |

An area of about 9,400 acres is under cocoanuts and produces cocoanuts worth over $1,140,000 annually. The exports of cocoanuts in 1906 were valued at $129,793. In 1913 cocoanut lands were assessed at $353,690 and in 1920 at $1,142,412. These figures show the increasing importance of these products.

Sugar producing is the island's greatest industry. The exportation of sugar in 1920 amounted to 419,388 tons, valued at $98,923,750 as compared with 205,277 tons valued at $14,184,667 in 1906, and 284,522 tons valued at $23,545,922 in 1910. The sugar industry is making rapid progress and is assuming great importance. The principal mills are large, well equipped and managed and give employment to large numbers of men, women and children.

Coffee occupied the leading position in the export trade of Porto Rico in 1897. It accounted for 70 per cent of the total export values. Last year the exports were the largest since the American occupation and exceeded $9,000,000 in value, although the crops of 32,776,754 pounds was the smallest since 1905. High prices in the United States accounted for the large value of the exports.

Coffee is grown in the mountains. The quality of the berry is excellent, like all the West Indian coffees.

The fruit-growing industry was started about 1905 to supply the United States markets. There has been a striking increase in exports of pineapples, grape fruits and cocoanuts since 1916. The annual value of the orange crop is about $1,300,000, that of the grapefruit $1,100,000, and various other fruits $100,000, and pineapples $700,000.

The people of the island are jolly, good natured, musically inclined and kind. The total population is over 1,119,000, divided as follows: Urban population 224,620, or 20.1 per cent; and rural population 894,380, or 79.9 per cent.

The rural population consists of landowners, planters and workers. The "jibars," an Indian word from "jiba" mountain and "ero," man and meaning a hill-man, is an important factor in Porto Rican life. He is the principal cultivator of coffee and the hill crops.

MANUEL MADERA
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SAN JUAN PORTO RICO

We have the organization, the equipment, the stock, the facilities, the connections, the inclination, the desire to supply everything a manufacturer needs in the production of cigarettes.

The various articles we sell, undeniably, are of the best. To each and every customer, our promise is associated with all the zeal and attention requisite in modern business.

The preference accorded to "El Gallo de Tabaco" is due particularly to the diligence and intelligence with which we have served Porto Rican manufacturers who were, are, and will be our customers.

We carry ample stocks of shade grown, Connecticut, Florida and other domestic wrappers, Wisconsin, Connecticut and Havana binders, Porto Rican seed leaf, Spanish zimmer, Pennsylvania filler and Porto Rican stemmed filler. Our large warehouse contains an assortment and variety that offers every opportunity for choice.

Also we offer cigar boxes, 50 and 100, cigar cutters, cigar blades, boards, cigar bands, labels, tissue paper, 14 by 18, Regina gum, etc.

*SEE OUR SAMPLES* *NOTE OUR PRICES*

The climate of the island is perfect, the land fertile and everything is favorable to healthy living conditions.

One of the great benefits conferred upon the island by the American officials is the system of public schools. Very fine buildings on the American plan have been provided in the leading towns. The Spanish and English languages are taught and also personal hygiene. There are over 46,000 children attending the schools. This is nearly 35 per cent of the population and is one of the highest school attendances on record.

The island possesses several good hospitals and many valuable institutions of an economic nature. The agricultural experiment station is of first rate importance in furthering the basic industries. Numerous scientists are attached to it who are studying the entomology, botany and irrigation needs of the island. The Department of Agriculture is providing co-operative systems of credit, production and consumption. In each of the seventy-five municipalities it is planned to establish a "Liga agricola," each "liga" to be an independent organization, democratic in character, in which the leading farmers are eligible for membership. The objects of these organizations are to develop better agriculture and more effective commercialization of the farm industries, and to disseminate better information respecting seeds, plants, methods, markets and prices. Good work has already been done by some of the thirty-six "ligas" now established.

The annual report of the Treasurer of Porto Rico for the fiscal year 1917-1918 shows that all the real estate used for the purpose of agriculture, held directly or indirectly by corporations, partnerships, or by individuals in estates exceeding 500 acres, amounts to 766,396 acres. This area comprises the most fertile land in the island. It is used for sugar, tobacco, coffee and fruit growing.

These economic problems in Porto Rico have been briefly touched upon in order to indicate what is necessary to make this valuable insular possession as prosperous as Nature intended it to be. The comparative statistics, either of exports or of agricultural returns, taken over the past ten years, show a pronounced rapid expansion and point to brighter prospects.

# Figures Indicating the Worth of Porto Rican Rural Land of Various Kinds

**Tabulations of Assessed Value of Farm Lands and Other Acreage, by Municipalities and Classes.**

| | TOBACCO LANDS | | | MISCELLANEOUS AGRICULTURAL LANDS | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Municipality | Acreage | Assessed Value | Average Value Per Acre | Cane | Coffee | Pine apples | Oranges | Cocoanuts | Minor Fruits | Pasture | Timber and brush | Marsh Lands | Other Lands |
| Adjuntas | 3 | $300 | $100.00 | $30,850 | $1,029,025 | ..... | ..... | ..... | $151,310 | $173,725 | $268,693 | ..... | $1,438 |
| Aguada | .... | ..... | ..... | 719,444 | 85,011 | ..... | ..... | $142,876 | 59,097 | 354,608 | 4,910 | $1,260 | 12,440 |
| Aguadilla | 1 | 100 | 100.00 | 393,939 | 12,915 | $5,500 | ..... | 161,265 | 85,015 | 558,815 | 14,450 | 440 | 5,960 |
| Aguas Buenos | 331 | 32,225 | 97.35 | 8,400 | 179,770 | ..... | ..... | ..... | 59,450 | 286,869 | 40,085 | ..... | ..... |
| Aibonito | 1,471 | 145,205 | 98.71 | 2,931 | 176,360 | ..... | $1,000 | ..... | 51,700 | 432,624 | 25,860 | ..... | 300 |
| Añasco | .... | ..... | ..... | 909,667 | 367,202 | ..... | 6,625 | 63,020 | 32,654 | 310,564 | 27,930 | ..... | 3,975 |
| Arecibo | 724 | 40,235 | 55.57 | 2,498,577 | 161,520 | 3,750 | 128,897 | 9,960 | 149,484 | 1,370,180 | 284,761 | 11,070 | 41,372 |
| Arroyo | .... | ..... | ..... | 657,535 | 23,978 | ..... | ..... | 31,040 | 5,201 | 226,767 | 11,107 | 1,440 | 5,730 |
| Barceloneta | 80 | 7,220 | 90.25 | 719,531 | 92,437 | 11,130 | 83,890 | 6,540 | 22,204 | 289,757 | 106,019 | 700 | 16,635 |
| Barranquitas | 496 | 35,315 | 71.20 | 700 | 53,894 | ..... | ..... | ..... | 61,808 | 312,674 | 68,810 | ..... | 180 |
| Barros | 210 | 11,165 | 53.17 | 445 | 259,837 | ..... | ..... | 60 | 139,245 | 383,783 | 139,170 | 40 | 11,760 |
| Bayamón | 24 | 3,205 | 133.54 | 374,487 | 101,463 | 18,420 | 160,087 | 7,810 | 56,336 | 1,038,825 | 75,649 | ..... | 33,219 |
| Cabo Rojo | 14 | 2,125 | 151.79 | 977,250 | 12,334 | 8,400 | ..... | 173,420 | 125,220 | 796,872 | 111,886 | 12,140 | 11,480 |
| Caguas | 2,329 | 299,755 | 128.71 | 820,050 | 47,765 | ..... | ..... | 600 | 61,395 | 902,096 | 95,943 | ..... | 7,573 |
| Camuy | 38 | 4,940 | 130.00 | 445,219 | 65,955 | ..... | ..... | 7,590 | 85,016 | 664,885 | 48,102 | 790 | 15,580 |
| Carolina | .... | ..... | ..... | 731,980 | 8,810 | 12,300 | 1,500 | 86,025 | 35,924 | 1,287,508 | 49,262 | 20,672 | 1,870 |
| Cayey | 2,841 | 380,075 | 133.78 | 239,645 | 255,435 | ..... | ..... | 345 | 93,790 | 624,355 | 63,147 | ..... | 2,405 |
| Ceiba | .... | ..... | ..... | 429,050 | 100 | ..... | ..... | 2,600 | 2,630 | 277,195 | 9,450 | 52,861 | ..... |
| Ciales | 191 | 16,805 | 87.98 | 6,510 | 1,034,980 | ..... | ..... | ..... | 114,160 | 252,125 | 156,653 | 1,290 | 26,230 |
| Cidra | 3,693 | 321,658 | 87.10 | 50,420 | 59,615 | ..... | ..... | ..... | 66,020 | 408,417 | 24,970 | ..... | ..... |
| Coamo | 1 | 60 | 60.00 | ..... | 245,675 | ..... | ..... | ..... | 52,120 | 935,805 | 119,095 | ..... | 1,650 |
| Comerio | 2,738 | 220,866 | 80.67 | 550 | 80,940 | ..... | ..... | ..... | 38,290 | 310.036 | 22,288 | ..... | 11,003 |
| Corozal | 125 | 11,555 | 92.44 | 8,275 | 113,875 | ..... | ..... | ..... | 62,835 | 367,280 | 77,951 | ..... | 6,520 |
| Culebra | .... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 133,715 | 400 | ..... | ..... |
| Dorado | 3 | 300 | 100.00 | 572,624 | 890 | 2,250 | 104,410 | 28,310 | 5,195 | 475,860 | 73,010 | 140 | 5,127 |
| Fajardo | .... | ..... | ..... | 722,941 | ..... | ..... | 7,800 | 12,470 | 6,470 | 490,136 | 25,964 | 4,090 | 12,830 |
| Guanica | 6 | 300 | 50.00 | 1,058,930 | ..... | ..... | ..... | ..... | 32,590 | 227,080 | 41,900 | 4,000 | 91,560 |
| Guayama | 2 | 150 | 75.00 | 1,976,755 | 99,040 | ..... | ..... | 25,100 | 18,137 | 944,290 | 98,013 | 710 | 22,030 |
| Guayanilla | 18 | 1,465 | 81.39 | 532,600 | 236,807 | ..... | ..... | 15,400 | 104,940 | 180,960 | 132,463 | 100 | 8,300 |
| Guaynabo | 186 | 21,725 | 116.80 | 297,267 | 37,852 | 3,550 | 64,035 | 3,200 | 21,290 | 427,210 | 16,912 | 5,324 | 900 |
| Gurabo | 1,050 | 169,910 | 161.82 | 512,305 | 17,715 | ..... | ..... | ..... | 25,330 | 464,927 | 29,648 | ..... | 1,523 |
| Hatillo | 485 | 41,225 | 85.00 | 366,950 | 24,770 | 3,400 | ..... | 3,590 | 94,095 | 823,603 | 29,530 | 430 | 12,275 |
| Hormigueros | 28 | 4,270 | 152.50 | 581,299 | 32,215 | ..... | ..... | ..... | 21,190 | 70,467 | 2,595 | 200 | 4,385 |
| Humacao | 4 | 290 | 72.50 | 1,211,083 | 1,770 | ..... | 1,000 | 122,096 | 13,990 | 766,983 | 21,975 | 12,720 | 22,160 |
| Isabella | 30 | 4,510 | 150.33 | 120,898 | 47,030 | ..... | 200 | 69,875 | 172,547 | 604,295 | 102,460 | 40 | 4,050 |
| Jayuya | 50 | 5,050 | 101.00 | 22,860 | 715,100 | ..... | ..... | ..... | 64,460 | 188,890 | 146,010 | ..... | 2,000 |
| Juana Diaz | 2 | 200 | 100.00 | 2,288,967 | 178,570 | ..... | ..... | ..... | 32,390 | 602,076 | 87,581 | 32,050 | 24,805 |
| Juncos | 717 | 91,892 | 128.16 | 345,330 | 9,265 | ..... | ..... | ..... | 29,797 | 448,160 | 39,679 | ..... | 2,259 |
| Jajas | 9 | 1,200 | 133.33 | 794,285 | 12,620 | 34,690 | ..... | 980 | 137,505 | 832,820 | 32,370 | 10,960 | 3,440 |
| Lares | 2 | 200 | 100.00 | 8,110 | 1,485,171 | ..... | ..... | ..... | 49,114 | 385,383 | 47,300 | ..... | 250 |
| Las Marias | 91 | 2,100 | 23.08 | 9,960 | 911,320 | ..... | 2,340 | ..... | 23,935 | 265,507 | 142,721 | ..... | ..... |
| Las Piedras | 82 | 6,975 | 85.06 | 409,075 | 14,112 | ..... | ..... | ..... | 31,087 | 560,613 | 21,552 | ..... | 100 |
| Loiza | .... | ..... | ..... | 730,435 | 105,510 | ..... | ..... | 434,797 | 28,923 | 1,023,586 | 112,424 | 22,850 | 16,350 |
| Luquillo | .... | ..... | ..... | 518,652 | 5,520 | ..... | ..... | 92,670 | 7,151 | 277,706 | 35,045 | ..... | 870 |
| Manati | 268 | 26,095 | 97.36 | 810,025 | 17,315 | 41,235 | 152,405 | 33,195 | 43,775 | 602,781 | 108,471 | 174 | 19,790 |
| Maricao | .... | ..... | ..... | 240 | 971,425 | ..... | 2,350 | ..... | 15,900 | 156,110 | 118,410 | ..... | 150 |
| Maunabo | 18 | 1,165 | 64.72 | 325,250 | 5,511 | ..... | ..... | 3,000 | 5,514 | 116,192 | 61,211 | ..... | 2,040 |
| Mayaguez | .... | ..... | ..... | 700,440 | 816,574 | 605 | 1,400 | 141,461 | 103,160 | 502,639 | 109,128 | 3,937 | 4,140 |
| Moca | 1 | 50 | 50.00 | 170,312 | 229,190 | ..... | ..... | ..... | 49,635 | 390,636 | 14,345 | ..... | 3,580 |
| Morovis | 194 | 18,235 | 93.99 | 92,350 | 198,240 | ..... | ..... | 50 | 39,505 | 359,276 | 90,243 | ..... | 1,880 |
| Naguabo | 10 | 1,000 | 100.00 | 923,191 | 1,900 | ..... | 15,300 | 5,400 | 6,300 | 616,627 | 24,292 | 6,276 | 4,075 |
| Naranjito | 512 | 51,290 | 100.18 | 1,840 | 80,370 | ..... | ..... | ..... | 33,725 | 191,932 | 75,282 | ..... | 7,170 |
| Patillas | 71 | 10,375 | 146.12 | 505,800 | 106,922 | ..... | ..... | 10,825 | 42,378 | 434,952 | 88,788 | 670 | 13,735 |
| Peñuelas | 1 | 100 | 100.00 | 461,600 | 212,625 | ..... | 5,360 | 900 | 83,135 | 245,497 | 145,711 | ..... | 5,730 |
| Ponce | 9 | 340 | 37.77 | 2,631,570 | 788,445 | ..... | ..... | 1,050 | 87,049 | 1,372,174 | 283,945 | 13,470 | 132,249 |
| Quebradillas | 21 | 2,190 | 104.29 | 203,827 | 50,445 | ..... | ..... | 5,450 | 124,610 | 322,814 | 20,135 | 490 | 5,835 |
| Rincón | .... | ..... | ..... | 299,925 | 7,255 | ..... | 450 | 68,540 | 19,330 | 123,592 | 3,815 | ..... | 2,200 |
| Rio Grande | .... | ..... | ..... | 692,974 | 38,720 | ..... | ..... | 182,510 | 18,070 | 688,495 | 63,241 | 30,670 | 5.085 |
| Rio Piedras | 30 | 3,150 | 105.00 | 577,450 | 20,692 | 58,025 | 126,205 | 2,460 | 46,578 | 1,464.418 | 20,040 | 2,030 | 60,078 |
| Sábana Grande | 214 | 21,180 | 98.97 | 193,128 | 74,447 | ..... | ..... | 950 | 81,666 | 209,185 | 49,617 | ..... | 140 |
| Salinas | 10 | 1,000 | 100.00 | 1,625,460 | 13,260 | ..... | ..... | 9,100 | 6,450 | 1,129,382 | 81,225 | 25,770 | 20,505 |
| San Germán | 111 | 12,895 | 116.17 | 925,265 | 281,910 | 100 | ..... | 750 | 146,827 | 473,335 | 33,492 | ..... | 2,165 |
| San Juan | .... | ..... | ..... | ..... | ..... | ..... | 9,000 | 20,100 | 2,700 | 101,825 | ..... | 6,810 | ..... |
| San Lorenzo | 1,848 | 128,480 | 69.52 | 172,864 | 77,303 | ..... | ..... | 800 | 58,559 | 514,351 | 88,593 | ..... | 6,289 |
| San Sebastián | .... | ..... | ..... | 83,825 | 654,831 | ..... | ..... | ..... | 73,860 | 590,718 | 63,520 | ..... | 250 |
| Santa Isabel | .... | ..... | ..... | 2,163,625 | ..... | ..... | ..... | 9,250 | 820 | 699,950 | 11,740 | 14,720 | 14,640 |
| Toa Alta | 77 | 8,200 | 106.49 | 227,120 | 10,938 | 6,635 | 28,940 | ..... | 44,080 | 398,848 | 20,686 | 40 | 8,907 |
| Toa Baja | 15 | 1,450 | 96.67 | 881,789 | 200 | 14,900 | 239,490 | 12,670 | 9,660 | 457,623 | 72,143 | 8,330 | 25,350 |
| Trujillo Alto | 1 | 110 | 110.00 | 176,945 | 5,940 | 17,840 | 43,510 | ..... | 27,512 | 417,946 | 5,990 | ..... | 15,432 |
| Utuado | 298 | 24,585 | 82.50 | 44,190 | 1,238,580 | ..... | ..... | ..... | 83,521 | 840,340 | 179,630 | ..... | 230 |
| Vega Alta | 2 | 160 | 80.00 | 315,771 | 16,065 | 250 | 33,050 | 1,050 | 14,990 | 196,835 | 88,529 | 4,620 | 4,625 |
| Vega Baja | 63 | 5,980 | 94.92 | 740,945 | 9,462 | 66,850 | 124,930 | 53,020 | 26,164 | 416,015 | 108,259 | 3,650 | 6,685 |
| Vieques | .... | ..... | ..... | 1,012,795 | ..... | ..... | ..... | 35,750 | 14,145 | 902,350 | 84,535 | 1,550 | 1,700 |
| Villalba | .... | ..... | ..... | 54,440 | 244,135 | ..... | ..... | ..... | 31,302 | 330,561 | 60,705 | ..... | 3,130 |
| Yabucoa | 23 | 4,525 | 196.74 | 1,565,547 | 8,000 | ..... | ..... | 14,655 | 12,425 | 875,437 | 49,909 | 520 | 100 |
| Yauco | 570 | 47,560 | 83.44 | 443,270 | 622,165 | ..... | ..... | 13,750 | 184,747 | 279,915 | 160,705 | 100 | 18,535 |
| Total | 22.442 | $2,254,686 | $100.47 | $42,130,554 | $15,207,038 | $309,875 | $1,344,174 | $2,128,325 | $4,069,132 | $39,182,783 | $5,472,078 | $320,144 | $848,954 |

---1921---

# PORTO RICO

## Stripped and Booked

**Shipments on Every Steamer.**

# JULIUS MARQUSEE & SON

(INCORPORATED)

PACKERS OF ALL KINDS OF

CIGAR LEAF TOBACCO

141 Water Street, New York

## Success in Producing "Shade Grown"

Porto Rican shade grown tobacco is produced in quantities commercially important. In the cigar trade, the tribute that merit obtains unquestionably is awarded to the beauty, desirability and utility of Porto Rican shade grown wrappers.

In Porto Rico, success in growing tobacco under shade dates back to an experiment made by the Porto Rican Leaf Tobacco Co., in 1902. On a rented farm, in the valley of La Plata River, in the Aibonito section, the company experimented, that year, utilizing an acre and a half.

The tobacco grown under shade was shown to be especially desirable. In fact, as cigar wrappers, the shade grown tobacco proved so satisfactory, the company took steps at once to obtain increased production.

The next year, the company had 175 acres under shade. In 1904, the shade grown tobacco crop represented the yield of 250 acres. In 1905, the shade grown acreage was enlarged to 300. What was accomplished on leased lands in the Aibonito section induced the company to go, much more extensively, into the business of producing shade grown wrappers.

Greatly increasing its capital, in 1906, the company acquired by purchase, numerous farms in the accredited tobacco districts of Caguas, Cayey, Aibonito and Comerio.

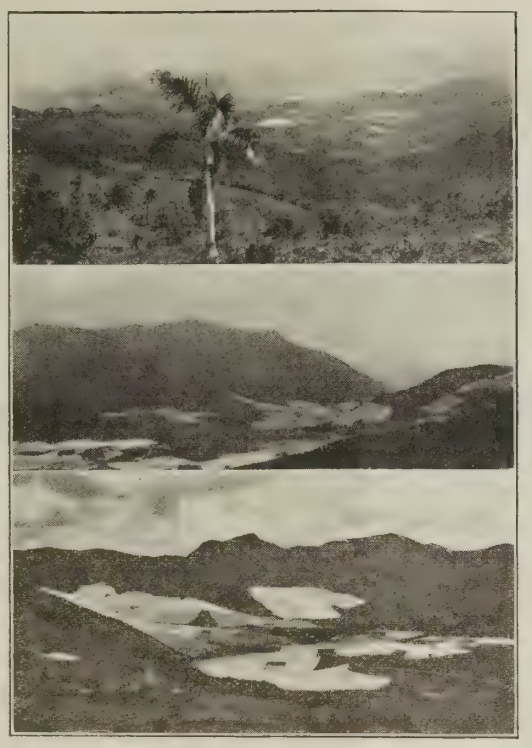
The acquisition of highly desirable tobacco lands was followed by liberal expenditure to procure the most approved equipment.

Each farm was provided with every facility required for the planting, cultivating and harvesting the crop. Also, in Caguas, Comerio, Cayey and Aibonito, fine concrete warehouses were erected

After 1906, the business of the company developed rapidly. The company now devotes about 3,000 acres yearly to shade grown tobacco. Of the growth and prestige of the Porto Rican Leaf Tobacco Co., Porto Rico has every reason to be proud.

The company is one of the world's best known producers of shade grown. To the activities and achievements of the company largely are attributed the development of the quality of wrappers, the improved appearance that adds greatly to the popularity of Porto Rican cigars.

Giving employment to thousands of people, demonstrating the success of scientific farming in the tropics, proving to smokers throughout the United States, how enjoyable good Porto Rican tobacco can be, the big company today is in an attestation of results traceable directly to the "acre and a half experiment" conducted at Aibonito, twenty years ago.



Three pictures that tell their own stories

## A Successful and Popular House

"Name it and we have it," is the slogan of Gillies & Woodward, Inc., wholesale and retail tobacconists and general importers of San Juan, Porto Rico. In March, 1907, the firm began operations with a small cigar store in connection with a barber shop. Its subsequent growth has been rapid and continuous, until to-day it is one of the principal business houses of the Island.

At the time when Gillies & Woodward opened their first store, the American cigarette was quite unknown to Porto Ricans and almost unsalable except to visitors from the United States. On account of climatic conditions, the life of such a cigarette is extremely short. The firm began by importing them in lots of less than a thousand and took great care to keep them in perfect condition. Thus any ground won by the novel smoke was held by the care given to it by the importers. Their methods gained the confidence of consumer and dealer alike and the sales of American cigarettes slowly increased. To-day they are sold in large quantities in every establishment on the Island in which smokers' supplies may be purchased. Notwithstanding this marked success, due to their knowledge of local conditions, they are constantly bombarded with advice from the sales managers of some of the firms whose product they handle, detailing sales methods which may work beautifully at home but which would be useless in dealing with the Latin-American of the tropics. There is a vast difference, whether it be in sales methods or politics, between Porto Rico and Yankeeland.

Ninety-five per cent of the business of Gillies & Woodward is done on the second floor of their building facing the Post Office, and situated in the heart of the new business center of San Juan. This second floor is occupied by offices and stock rooms devoted to their wholesale trade.

On the ground floor is their retail department. Here is found the most varied and comprehensive assortment of smokers' articles in Porto Rico. It was the first, and remains, the only real tobacco store on the Island.

But it is more than a tobacco store. It is a meeting place and an informal club for the shrewd and energetic men who are contributing to the development and prosperity of the Island. To it gravitates every American and Porto Rican, be he Unionist or Republican, and in it he meets his fellows and exchanges views on every subject under the sun. There is always something doing at Gillies & Woodward's and there is not another place like it in the West Indies. Their building, being situated at the junction of Plaza Principal and Cruz Street, makes it the Flatiron building of Porto Rico.

## Porto Rican Cigar Production

The manufacture of cigars in Porto Rico for home consumption and for export since 1916 is tabulated by fiscal years and in official figures as follows:

| | |
|---|---|
| 1916-1917 | |
| Consumed in Porto Rico | 349,043,280 |
| Exported | 210,399,365 |
| Total | 559,442,645 |
| 1917-1918 | |
| Consumed in Porto Rico | 106,646,685 |
| Exported | 181,779,519 |
| Total | 288,426,204 |
| 1918-1919 | |
| Consumed in Porto Rico | 94,334,802 |
| Exported | 149,124,690 |
| Total | 243,459,492 |
| 1919-1920 | |
| Consumed in Porto Rico | 98,023,748 |
| Exported | 223,316,450 |
| Total | 321,340,198 |
| 1920-1921 | |
| Consumed in Porto Rico | 105,728,125 |
| Exported | 152,323,916 |
| Total | 258,052,041 |

### Comparative Statement of Tobacco Guarantee Stamps Used During the Fiscal Years 1918-1919 and 1919-1920 Manufacture of Cigars for Export and Consumption in Porto Rico During the Fiscal Years 1918-19 and 1919-20

| | 1918-19 | 1919-20 | Increase 1919-20 over 1918-19 | Increase 1919-20 over 1918-19 |
|---|---|---|---|---|
| LEAF TOBACCO: | | | | |
| Acreage planted and cultivated | 39,486 Acres | 42,232 Acres | 2,746 Acres | ..... |
| | | | | |
| Total crop during the year | 23,691,825 Pounds | 25,339,211 Pounds | 1,647,386 Pounds | ..... |
| Leaf tobacco imported into Porto Rico | 1,675,637 | 4,018,601 | 2,342,964 | ..... |
| Porto Rican leaf tobacco exported | 17,585,796 | 21,008,999 | 3,423,203 | ..... |
| Porto Rican leaf tobacco used in cigars | 4,183,914 | 4,330,212 | 146,298 | ..... |
| Imported leaf tobacco used in cigars | 1,430,942 | 3,213,553 | 1,782,611 | ..... |
| Total amount of leaf tobacco elaborated | 5,614,856 | 7,543,765 | 1,928,909 | ..... |
| CIGARS EXPORTED: | Number | Number | Number | Number |
| Manufactured from Porto Rican leaf tobacco | 84,709,883 | 50,216,000 | ..... | 34,493,883 |
| Manufactured from a mixture of Porto Rican and imported leaf tobacco | 64,414,807 | 173,100,450 | 108,685,643 | ..... |
| Manufactured from imported leaf tobacco | ..... | ..... | ..... | ..... |
| Total amount of cigars elaborated for exportation | 149,124,690 | 223,316,450 | 74,191,760 | ..... |
| CIGARS CONSUMED IN PORTO RICO: | Number | Number | Number | Number |
| Elaborated from Porto Rican leaf tobacco | 29,364,681 | 13,029,069 | ..... | 16,335,612 |
| Elaborated from a mixture of Porto Rican and imported leaf tobacco | 64,148,185 | 84,994,679 | 20,846,494 | ..... |
| Elaborated from imported leaf tobacco | 821,936 | ..... | ..... | 821,936 |
| Total amount of cigars elaborated for consumption in Porto Rico | 94,334,802 | 98,023,748 | 3,688,946 | ..... |
| Total amount of cigars elaborated during the year | 243,459,497 | 321,340,198 | 77,880,701 | ..... |

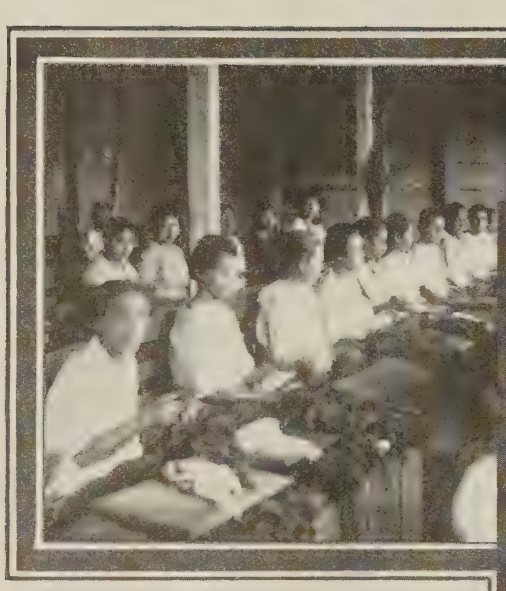
# A. M. LEÓN

*Representing the*

## SALVADOR GALLART STRIPPING PLANTS

*OF*

## CAYEY, P. R.



Strippers at Work in the Plant of Salvador Gallart at Cayey

Office and Warehouse of Independent Growers' Corporation at Cayey, Salvador Gallart, Mgr.

Packing Tobacco in the Plant of Salvador Gallart at Cayey

Sorting and Sizing Tobacco in the Plant of Salvador Gallart at Cayey

Office and Stripping Plant of Salvador Gallart at Cayey

Drying Tobacco in the Plant of Salvador Gallart at Cayey

## New York Office
## at
## 257 West 116th Street

*Phone : University 3655*

# Porto Rico's Exports and Imports of Tobacco Products

EXPORTS

TABLE I

| Year | Tobacco | From U. S. | Value | From Foreign | Value |
|---|---|---|---|---|---|
| 1909 | Leaf, lbs. | 3,063,761 | $1,123,579 | ..... | ..... |
| | Scrap, lbs. | 804,369 | 77,955 | 671,190 | 48,703 |
| | Cigars, M. | 141,537 | 4,375,657 | 551 | 8,236 |
| | Cigarettes, M. | 11,260 | 29,452 | 314 | 546 |
| 1910 | Leaf, lbs. | 2,974,173 | 1,137,529 | 50,958 | 3,375 |
| | Scrap, lbs. | 1,196,246 | 117,126 | 4,795 | 287 |
| | Cigars, M. | 149,469 | 4,473,123 | 277 | 6,907 |
| | Cigarettes, M. | 11,903 | 24,757 | 52 | 110 |
| 1911 | Leaf, lbs. | 3,495,544 | 1,443,215 | 11,957 | 1,686 |
| | Scrap, lbs. | 866,281 | 103,639 | 74,230 | 6,243 |
| | Cigars, M. | 174,246 | 5,349,626 | 238 | 5,597 |
| | Cigarettes, M. | 11,544 | 33,521 | 40 | 110 |
| 1912 | Leaf, lbs. | 4,680,781 | 2,228,125 | ..... | ..... |
| | Scrap, lbs. | 775,970 | 92,005 | ..... | ..... |
| | Cigars, M. | 169,484 | 5,077,976 | 288 | 8,735 |
| | Cigarettes, M. | 11,298 | 32,089 | 26 | 82 |
| 1913 | Leaf, lbs. | 6,952,467 | 3,006,854 | 71,099 | 8,987 |
| | Scrap, lbs. | 1,196,998 | 141,234 | 316,212 | 31,152 |
| | Cigars, M. | 165,524 | 5,800,162 | 44 | 524 |
| | Cigarettes, M. | 8,442 | 23,323 | 15 | 21 |
| 1914 | Leaf, lbs. | 6,308,227 | 2,961,614 | 2,936,263 | 244,996 |
| | Scrap, lbs. | 1,225,985 | 142,537 | ..... | ..... |
| | Cigars, M. | 161,094 | 5,592,803 | 928 | 4,473 |
| | Cigarettes, M. | 5,706 | 16,022 | 20 | 198 |
| 1915 | Leaf, lbs. | 7,035,777 | 2,954,804 | 233,046 | 16,944 |
| | Scrap, lbs. | 2,016,510 | 232,671 | ..... | ..... |
| | Cigars, M. | 169,562 | 6,006,680 | 502 | 9,442 |
| | Cigarettes, M. | 7,810 | 19,691 | 5,464 | 6,311 |
| 1916 | Leaf, lbs. | 6,703,823 | 2,857,036 | 63,655 | 7,516 |
| | Scrap, lbs. | 1,317,436 | 168,597 | ..... | ..... |
| | Cigars, M. | 156,996 | 5,528,496 | 178 | 3,039 |
| | Cigarettes, M. | 7,256 | 17,278 | 4,614 | 5,890 |
| 1917 | Leaf, lbs. | 7,958,439 | 3,583,052 | 153,326 | 21,487 |
| | Scrap, lbs. | 1,296,958 | 246,131 | ..... | ..... |
| | Cigars, M. | 204,863 | 7,834,983 | 445 | 8,027 |
| | Cigarettes, M. | 7,625 | 24,867 | 3,245 | 5,165 |
| 1918 | Leaf, lbs. | 13,124,315 | 7,913,675 | 82,177 | 14,085 |
| | Scrap, lbs. | 3,989,831 | 1,054,370 | ..... | ..... |
| | Cigars, M. | 179,038 | 7,131,535 | 150 | 3,158 |
| | Cigarettes, M. | 4,255 | 16,656 | 2,030 | 9,076 |
| 1919 | Leaf, lbs. | 12,460,316 | 7,259,709 | 2,136,660 | 304,136 |
| | Scrap, lbs. | 3,203,770 | 851,138 | 58,813 | 5,600 |
| | Cigars, M. | 149,335 | 6,647,621 | 463 | 9,901 |
| | Cigarettes, M. | 18,139 | 108,942 | 751 | 1,631 |
| 1920 | Leaf, lbs. | 16,782,769 | 12,478,021 | 312,946 | 84,200 |
| | Scrap, lbs. | 3,390,587 | 839,032 | 21,263 | 4,135 |
| | Cigars, M. | 226,776 | 11,607,445 | 251 | 6,552 |
| | Cigarettes, M. | 7,541 | 75,942 | 1,976 | 7,676 |
| 1921 | Leaf, lbs. | 12,100,586 | 12,881,289 | 57,112 | 12,412 |
| | Scrap, lbs. | 2,463,808 | 671,298 | 46,426 | 3,250 |
| | Cigars, M. | 152,066 | 8,101,628 | 32 | 1,963 |
| | Cigarettes, M. | 776 | 5,489 | 4,962 | 13,109 |

IMPORTS

TABLE II

| Year | Tobacco | To U. S. | Value | To Foreign | Value |
|---|---|---|---|---|---|
| 1909 | Leaf, lbs. | 1,165,950 | $469,032 | 142 | 38 |
| | All other manufacture | ..... | 37,103 | ..... | 245 |
| 1910 | Leaf, lbs. | 1,455,857 | 325,078 | 111,923 | 44,961 |
| | All other manufacture | ..... | 27,076 | ..... | 606 |
| 1911 | Leaf, lbs. | 2,024,380 | 349,598 | 10,665 | 12,412 |
| | All other manufacture | ..... | 15,825 | ..... | 329 |
| 1912 | Leaf, lbs. | 3,083,712 | 422,207 | 889 | 389 |
| | All other manufacture | ..... | 18,230 | ..... | 131 |
| 1913 | Leaf, lbs. | 2,337,501 | 373,975 | 6 | 4 |
| | All other manufacture | ..... | 40,209 | ..... | 239 |
| 1914 | Leaf, lbs. | 1,627,405 | 327,790 | ..... | ..... |
| | All other manufacture | ..... | 33,805 | ..... | 14 |
| 1915 | Leaf, lbs. | 1,106,120 | 178,924 | 4 | 1 |
| | All other manufacture | ..... | 38,805 | ..... | 50 |
| 1916 | Leaf, lbs. | 1,764,344 | 285,041 | ..... | ..... |
| | All other manufacture | ..... | 72,391 | ..... | 12 |
| 1917 | Leaf, lbs. | 2,376,479 | 432,453 | 77,573 | 14,481 |
| | All other manufacture | ..... | 54,802 | ..... | 549 |
| 1918 | Leaf, lbs. | 2,003,224 | 637,872 | ..... | 19,681 |
| | All other manufacture | ..... | 120,103 | ..... | 5 |
| 1919 | Leaf, lbs. | ..... | ..... | 896,000 | 179,200 |
| | All other manufacture | ..... | 1,022,901 | ..... | 330 |
| 1920 | Leaf, lbs. | 3,747,030 | 1,478,527 | 81,852 | 12,280 |
| | All other manufacture | ..... | 384,987 | ..... | 58 |
| 1921 | Leaf, lbs. | 5,234,968 | 1,908,858 | 4,384 | 1,033 |
| | All other manufacture | ..... | 1,529,931 | ..... | 399 |

## Ortiz Hermanos

Ortiz Hermanos, of Aibonito, is a firm of particular importance in the tobacco industry of Porto Rico. Francis Ortiz Lebrun and Nicholas Ortiz Lebrun, the two brothers that form the firm, are members of the Executive Committee of the Association of Planters of Tobacco in Porto Rico. The firm is engaged in the business of growing, packing and exporting tobacco. It has extensive, up-to-date, carefully managed tobacco farms in the Cuyon and Pasto districts of the municipality of Aibonito. In growing and in packing, Ortiz Hermanos are exponents of approved methods. The brothers believe in doing things just right. In the years that they have been in the tobacco business, not everything has been profitable. But they have built up a reputation. They have expanded and increased their trade, but to them the biggest thing is their good name. Many customers know that Ortiz Hermanos are dependable.

Ortiz & Co. at 136 Water street, New York, is the American connection of Ortiz Hermanos. It is leaf that cigar manufacturers desire. For Ortiz Hermanos have facilities and opportunities for obtaining the best. In addition to their own plantation enterprises, they are in business to a further extent. They supply money, fertilizers and agricultural implements to hundreds of tobacco growers in Coamo, Baranquitas, Comerio and Cayey. In this way they are in a favorable position to acquire most desirable leaf in these renowned tobacco districts of Porto Rico.

Also they are planters and exporters of coffee.

Being most advantageously located, having the capital, the contact, the intimate acquaintance, the unimpared confidence and the other things essential to success, they are succeeding. But they are proceeding carefully all the while. On a foundation of proven reliability, they are building up satisfactory business, trade that is made better and more appreciated by passing years.

## Porto Rican Cigarette Production

Official figures for the fiscal years since 1916 show that cigarettes in Porto Rico chiefly are manufactured for home consumption. The totals of production, consumption and export appear in the following tabulation.

| | |
|---|---|
| 1916-1917 | |
| Consumed in Porto Rico | 362,550,190 |
| Exported | 9,571,250 |
| Total | 372,121,440 |
| 1917-1918 | |
| Consumed in Porto Rico | 340,077,040 |
| Exported | 6,439,600 |
| Total | 346.516.640 |
| 1918-1919 | |
| Consumed in Porto Rico | 426,582,000 |
| Exported | 20,111.600 |
| Total | 446,693,600 |
| 1919-1920 | |
| Consumed in Porto Rico | 576,424,970 |
| Exported | 5,123,850 |
| Total | 581,548,820 |
| 1920-1921 | |
| Consumed in Porto Rico | 622,371,660 |
| Exported | 4,454,100 |
| Total | 626,825,760 |

# SELGAS & CO.

IMPORTERS PACKERS

# PORTO RICAN TOBACCO

"Our motto has always been

**QUALITY**

and the success of many of our steady customers proves that we were not mistaken in following it."

MANATI
PORTO RICO

NEW YORK OFFICE
128 WATER STREET

## Immense and Continuous Development

Briefly, in figures showing output, may be told the story of the growth of the Porto Rican American Tobacco Co. in twenty years. From a concern manufacturing 150 million cigarettes and six million cigars annually, the company has been built up and developed so that its yearly production now amounts to 500 million cigarettes and 250 million cigars.

However, the figures attesting increased production only tell inferentially of many important things done to make possible and assure the tremendous output.

The augmentation of facilities, the extension of operations, the expansion of every sort incident to obtaining greater output are suggested by statistics of production.

Also, in the cigar industry of the United States, it is almost unnecessary to say that immense and continuous increase of production must be associated with the maintenance of standards, the making of brands more popular, painstaking efforts that convince an army of consumers that quality has not been subordinated to quantity.

Actually, the compelling and enduring appeal of good cigars to smokers is the source of the great success of the Porto Rican American Tobacco Co.

Utilization of opportunities to succeed, ability to make the most of great advantages that Porto Rico offers, enabled the Porto Rican American Tobacco Co. to obtain its present immense importance.

The Porto Rican American Tobacco Co., a New Jersey corporation, was formed in December 1900. It was brought into being by the combination and purchase of two Porto Rican manufacturing concerns, Rucabado y Portela and Toro & Co.

The annual production of Rucabado y Portela then was from 70 to 75 million cigarettes a year.

Prior to the organization of the Porto Rican Tobacco Co., Toro & Co. had a yearly output of 75 million cigarettes and six million cigars.

At the outset, the American Tobacco Co. owned two thirds of the stock of the Porto Rican American Tobacco Co. and consequently had control.

When the American Tobacco Co., in 1911, was shorn of various subsidiary companies, the Porto Rican American Tobacco Co. was one of the companies separated from the parent concern by court procedure. The American Tobacco Co. ceased to own the "Porto Rican American," the stock of which was distributed pro rata as dividends to stockholders in the erstwhile holding company.

Starting its own separate organization in New York in 1911, the Porto Rican Tobacco Co. proceeded to develop and grow steadily.

L. Toro, who was the manager of the Ponce branch of the Porto Rican American Tobacco Co., in 1901, was elected president of the company. At the same time, John Frese was chosen vice-president.

Under their management, ever since, the Porto Rican American Tobacco Co. steadily has increased its prestige and business.

## Hamburger Bros. & Co.

To everyone who is properly acquainted with the leaf tobacco business in New York, Hamburger Bros. & Co. are known.

Hamburger Bros. & Co. achieved celebrity in Havana business long ago. For many years, important cigar manufacturers in various parts of the country have been numbered among the customers of this big house.

And the increasing demand for "mild Havanas" naturally caused Hamburger Bros. & Co. to become large handlers of the better grades of Porto Rican tobacco.

Because they supply factories having very exacting requirements, Hamburger Bros. & Co. are unusually particular in purchasing and handling leaf.

In the advancement of their trade, and for the better protection of customers who seek the best Porto Rican tobacco, this house is represented in Porto Rico by H. S. Pent, formerly of Philadelphia, who knows cigar manufacturing and the leaf tobacco business from A to Z.

Because of its size, its up-to-dateness, its approved arrangement and expert management, the Hamburger Bros. & Co. packing plant, with its various accessories is one of *the* institutions at Caguas. The completeness and efficiency of Hamburger methods are undeniable.

Hamburger Bros. & Co. guarantee that every piece of Porto Rican tobacco they offer for sale is grown inland. In purchasing, they pick and choose, making selections with scrupulous care, confining their buying to crops from accredited farms in preferred districts. Only the white guarantee label is attached to tobaccos shipped to this house.

S. Hamburger and B. Hamburger are both prudent and keen in their oversight of all that pertains to securing and handling desirable tobacco. B. Hamburger makes one or more trips to Porto Rico every year. Though he is no stranger in Porto Rico, S. Hamburger usually goes to Cuba. But everything goes to show that Hamburger Bros. & Co. have the full confidence of numerous important buyers of Porto Rican leaf in this country.

The useful donkey still perambulates the roads of Porto Rico

## New Cigar Factory at Santurce

J. M. Gonzalez & Co., at Santurce, a suburb of San Juan, have established a factory that bids fair to attain enviable prominence as a producer of fine Porto Rican cigars.

In the new factory attention is concentrated on one brand, El Risdal, which comes in thirteen shapes or sizes, ranging in price from seven cents to twenty-five cents each, at retail.

The present output of the factory is some 10,000 cigars a day.

Not in quantity of output but in the quality of the cigars produced, J. M. Gonzalez & Co. endeavor to excel.

Ability to obtain the most desirable tobacco is a great asset in cigar manufacturng.

In this respect the factory of J. M. Gonzalez & Co. is exceptionally favored. By family ties and business associations, J. M. Gonzalez & Co. is closely connected with the renowned firm of R. M. Golzalez e Hijos.

Rafael Maria Gonzales, the founder and senior partner of the firm of R. M. Gonzalez e Hijos, is one of Porto Rico's most experienced and dependable tobacco growers. He has been growing tobacco since 1879. On one of his farms, in the La Plata district of Aibonito, in 1901, under his supervision, was produced the first crop of shade grown tobacco in Porto Rico. In 1902 the Porto Rican Leaf Tobacco Co. was organized and the production of tobacco under shade was greatly increased. From 1902 to 1908 Rafael Maria Gonzalez was manager, in charge, of all the plantations of the Porto Rican Leaf Tobacco Co.

R. M. Gonzalez e Hijos now have important farms, packing houses and stripping plants at Comerio, Aibonito and Gurabo. As growers, packers and strippers of tobacco they have a deservedly high reputation.

With Rafael Maria Gonzalez in the firm of R. M. Gonzalez e Hijos are his sons, J. M. Gonzalez, Rafael Gonzalez, Carlos M. Gonzalez, Angel Gonzalez and Julio R. Gonzalez. Being born to the tobacco business, each and all of the sons of the famous planter are expert in tobacco growing, curing and packing. For the production of good shade grown tobacco, they are noted. Their stripped tobacco, having the trade mark of G in a triangle, always attracts favorable recognition.

J. M. Gonzalez, the senior partner in the firm of J. M. Gonzalez & Co. is a very capable man, having an experience of more than twenty years with the Porto Rican American Tobacco Co. He was vice-president of the big company, in charge of the manufacturing department. Another notable member of the firm of J. M. Gonzalez & Co. is Serafin Inclan, who was manager of one of the larger factories of the Porto Rican American Tobacco Co. Another man of importance, now identified with the new enterprise, is Pedro Guisto.

Having intimate knowledge of every detail of cigar manufacturing, having some of the finest tobacco procurable in Porto Rico, determined that El Risdal brand shall exemplify the excellence of Porto Rican leaf and workmanship, there is every reason why J. M. Gonzalez & Co. should be highly successful with their cigar factory at Santurce.

# Ricoro

*The "Self-Made" Cigar*

More smokers ask for RICORO in United Cigar Stores and United Agencies every minute of the day and night than ask for any other Cigar made.

CIGARS UNITED

The fact that there were being made in the island of Porto Rico cigars of distinctive quality, equal in merit, according to the opinion of fastidious judges, to cigars made in Havana, came to attention in the United States immediately following the Spanish-American war in 1898. Returning officers of the American army and navy who had tested these cigars brought the news.

Porto Rican cigars were hardly known in this country prior to that time, except to the few travelers who in those days visited the island and had found the native tobacco and the workmanship employed on it to their liking.

No single brand, however, had gained any sort of vogue. It was President Luis Toro, of the Porto Rican-American Tobacco Co., who saw the chance and took it. He went to the United Cigar Stores Co. with a proposition to make for the company cigars which he promised would be so good that American smokers could not resist them.

The United agreed to co-operate, and as a result was given exclusive sale of the Ricoro, La Restina and La Tunita brands.

The Ricoro was picked as the bellwether of the flock. Without any particular noise all three brands were introduced by the United, but on account of its range of shapes and prices, Ricoro was given most attention. The advantage of offering the American public imported cigars at prices based on importation duty free was kept constantly forward.

In exploiting Ricoro, of course the most was made of the fact, first of all, that it was a West Indian product; that the leaf entering into its manufacture was grown under climatic conditions similar to those prevailing in Cuba, and that cigarmaking in Porto Rico was essentially Spanish. When Ricoro finally gained a real foothold and was given the benefit of advertising, smokers were told, as was the fact, that until Spain lost control in Porto Rico no Porto Rican tobacco was allowed to go elsewhere than to Cuba, and that the dons in every way discouraged the manufacture of cigars in Porto Rico in order to preserve the supremacy of Havana cigars. This law carried the Porto Rico cigarmakers over to Cuba, where their inherited dexterity was matched against Cuban skill.

When the war with Spain had made Porto Rico free the cigarmaking industry was given an opportunity for development, and these workmen went back home to work out their own destiny under every favorable condition that American capital and enterprise could contribute.

The tremendous success of Ricoro was one of the first fruits of the new regime. Factory equipment and tobacco cultivation were put on the highest plane. Porto Rico's rivalry of Cuba as a cigarmaking country was in due time established beyond doubt.

Ricoro led the procession, partly on account of the way it was advertised, but more especially because the United's system of wide distribution was affording a vast army of smokers the opportunity to test its quality on the basis of the claims made for it.

CIGARS UNITED

## United Cigar Stores Co.

## Advertising Porto Rico and Porto Rico Advertising

No better example of the development of cordial trade relations between the United States and Porto Rico exists than the work and accomplishments of the Millsco Agency, Inc., international trade developers and advertising agents, of No. 432 Fourth avenue, New York.

This organization strives to foster American trade expansion to our island possession, bringing Porto Rico, its resources and its possibilities to the attention of the business men of this country.

The Millsco Agency, Inc., in charge of all United States advertising for the Tobacco Guarantee Agency of the Government of Porto Rico, has succeeded in establishing a recognition for the Guarantee Stamp in the trade, evidenced by the exacting demands of all concerned.

In Porto Rico and in foreign countries they are conducting the advertising of such well-known American products as Chesterfield, Fatima and Spur Cigarettes, Kyanize Varnish, Goodrich Tires, Miners' Products, Venus Pencils, Roget & Gallett, Pershing Square Hotels and the Hotel Plaza, as well as a number of creditable pharmaceutical preparations.

## Selgas & Co.

Selgas & Co., at 128 Water Street, New York, are leading leaf tobacco merchants that have done much to emphasize and extend the popularity of good Porto Rican tobacco.

Since 1910 they have been identified most creditably with the packing and handling of leaf of the best quality obtainable in Porto Rico.

Selgas & Co. do not select tobacco according to looks alone. They are concerned exactingly with availability, utility and quality. They want leaf that the most careful cigar manufacturer can use to advantage in the production of choice brands.

As in the past, Selgas & Co. will continue to devote great attention to the requirements of cigar manufacturers who desire to be supplied with "the most satisfactory tobacco that comes to the United States from Porto Rico."

The organization, maintained since the establishment of the House of Selgas, will be kept up.

At Manati, Porto Rico, where Selgas & Co have their principal packing and stripping plant, the management remains in the capable hands of Victor Garcia, Manuel Selgas and Belarmino Suarez.

As judges of tobacco, as dependable advisers and manufacturers who are prudent in their buying, Selgas & Co. have a reputation that insures confidence and inspires pride.

Cigar manufacturers throughout the country are certain of the quality of the tobacco they purchase from Selgas & Co.

## Infanzon and Rodriguez

Infanzon & Rodriguez, established in 1890 at Mayaguez, are acclaimed as the "largest independent" cigar manufacturers in Porto Rico. The present members of this well accredited firm are Angel Rodriguez, Caesar Rodriguez, Carlos Manteras and Virgilo Rodriguez.

The principal brands comprised in the output of the big Infanzon and Rodriguez cigar factory are La Habanera, San Juan, El Fanzon and Porto Rico Planter.

This company has assured and steady trade with the United States.

The New York office of the company, at 45 East Seventeenth street, is managed by Fred A. Miller, a competent and popular young man who is kept busy attending to the demands of developing business. In the United States, Infanzon and Rodriguez brands are handled by some of the leading jobbers in the country. And it has been difficult at times to get enough of these good Porto Rican cigars to meet requirements.

Enlargements of the Infanzon and Rodriguez factory soon will be necessary. The earthquake that occurred at Mayaguez, some

Factory of Infanzon and Rodriguez

years ago, wrecked the big factory structure. The building that replaced it, although 100 by 200 feet in area, now is beginning to be too small to provide working space for all the employees and allow storage room for 1,400 bales of tobacco.

Because of their good reputation everywhere throughout the island, cigars from the factory of Infanzon and Rodriguez are numbered among the best sellers.

Infanzon and Rodriguez are noted for a pronounced inclination always to buy the more desirable tobacco. They make sure of getting good leaf and they take particular care in the elaboration of cigars. They are attentive to details. No faulty workmanship, no inferior stuff ever associated with their label.

During the thirty years that they have been in business, Infanzon and Rodriguez had but one strike, and that occurred seventeen years ago.

## Stern Mendelsohn Co., Inc.

The Stern Mendelsohn Co., Inc., at 165 Front Street, New York, is a leaf tobacco house so well and favorably known to the trade in the United States that any introduction is quite unnecessary.

However, in reference to the Porto Rican business done by this strong house, "distinctive" is the proper word to apply.

The Stern Mendelsohn Co., Inc., is a notably large buyer of the better grades of Porto Rican leaf. And all the tobacco they have "is treated differently." Competitors would give much to know just how the Stern Mendelsohn Co. manages to confer such superiority on the tobacco it ships to the United States.

Perhaps the best explanation is offered in person by Fernando Alvarez, who has charge of the business of the Stern Mendelsohn Co., Inc., in Porto Rico.

Sr. Alvarez is an adept in handling tobacco. Other experts take off their hats to him. His ability, his wonderful experience, his technical knowledge, his unsurpassed skill, his uncanny way of securing super-excellent tobacco, places Sr. Alvarez in a pre-eminent position in Porto Rico. His judgment is regarded as the best. If he says a thing, "it's so," the statement is unquestioned.

At the big packing establishment at Catano the methods approved by Sr. Alvarez are followed implicitly.

That's one reason why the Porto Rican leaf tobacco furnished by the Stern Mendelsohn Co., Inc., is famous.

## Pedro Costa

Pedro Costa, at 96-98 Water Street, is occupied exclusively in handling Porto Rican leaf tobacco.

The leaf that Costa handles is "entirely inland" tobacco of unquestioned quality.

The Porto Rican end of the business is under the charge of Arturo Costa. At Juncos, Porto Rico, Arturo Costa has erected a large warehouse and stripping plant where upwards of one hundred people are steadily employed.

In addition to handling the tobacco received from Arturo Costa, his brother, Pedro Costa, regularly gets big shipments from the packing establishment of R. Moran & Co., at Manati, Porto Rico. R. Moran is one of the larger and more accredited Porto Rican tobacco growers.

Being desirous of building up business substantially, rather than with great speed, Pedro Costa takes particular care to see that customers are well satisfied. Consequently he is making a reputation for dependability that insures not only a continuance but an increase of trade.

## Julius Marqusee

Julius Marqusee, of Julius Marqusee & Son, Inc., of 141 Water Street, New York, has been called a "Napoleon of the leaf tobacco market." He is known to be one of the largest, boldest and most shrewd of wholesale dealers. At times, in various districts, he has acquired the cream of the whole crop while competitors "were thinking about buying." He operates always on a large scale.

So it happened when he went into the Porto Rican business he became immediately one of the very big men in the trade.

He entered the Porto Rican market two years ago. His principal packing establishment is at Juncos but he has warehouses and stripping plants also at other places.

In his employ in Porto Rico he has upwards of five hundred people.

Of the recent crop he was one of the larger purchasers, and his holdings of Porto Rican leaf are accounted among the very best.

## Boom Makes Progress at Caguas

C. W. Boom, a cigar manufacturer well known in the United States, now is located in Caguas, Porto Rico. In association with Antonio Vigo Aponte, a man who thoroughly knows the cigar business, Boom has established a notable factory.

The factory building covers half a block and provides convenient working space for 200 cigar makers and 200 strippers.

Nothing but A1 inland tobacco is used in the manufacture of the Centrosa brand which Boom features.

To every box of Centrosa cigars is affixed the guarantee stamp.

Business with American jobbers is done direct.

And emphasis is placed on quality.

### Comparative Statement of Tobacco Guarantee Stamps Used During the Fiscal Years 1918-1919 and 1919-1920

| | 1918-19 | | 1919-20 | | Increase 1919-20 over 1918-19 | | Decrease 1919-20 over 1918-19 | |
|---|---|---|---|---|---|---|---|---|
| | Stamps | Value | Stamps | Value | Stamps | Value | Stamps | Value |
| On cigars exported from Porto Rico..... | 289,865 | $2,898.65 | 340,644 | $3,406.44 | 50,779 | $507.79 | .... | .... |
| On cigars consumed in Porto Rico..... | 3,542,834 | 35,428.34 | 210,137 | 2,101.37 | .... | .... | 3,332,697 | 33,326.97 |
| On leaf tobacco exported from Porto Rico.... | 129,769 | 32,442.25 | 34,903 | 8,725.75 | .... | .... | 94,866 | 23,716.50 |

# ROSENSTADT & WALLER, Inc.

## Packers of

# PORTO RICO TOBACCO

We guarantee all our
holdings to be from the

## Best Inland Districts

162 Water Street
New York City

Porto Rico Office:
Dr Goico St., Caguas, P. R.

## Durlach Brothers

To Durlach Brothers, at 181 Water Street, is given the honor of being the American pioneers in the Porto Rican leaf tobacco business. They made connections in Porto Rico more than twenty-two years ago. From the beginning of the American occupation until now they have handled only the finer grades of tobacco produced on the Island.

The growing, curing and packing of these tobaccos is under their personal supervision That is the reason for their success in the Porto Rico leaf tobacco business.

When one stops to consider the difference between just growing tobacco and packing the same, and the Durlach Brothers' method of scientifically curing, packing and assorting their tobaccos, their success is hardly to be wondered at; it is earned.

Durlach Brothers have made a study of the Porto Rican tobacco industry and have used the research of their entire staff for the continual improvement of the curing, assorting and packing of Porto Rican leaf.

Don Enrique Marks, the Durlach chief of staff in Porto Rico, has been connected with the firm since its entry in the Porto Rican tobacco business. So have several others of the executive staff in Porto Rico, and by close cooperation their success has been attained.

In Caguas a year ago the Durlach Brothers enlarged their warehouse capacity by erecting a new concrete warehouse with a floor space of 27,000 square feet; this in addition to the warehouses they already had. This addition was found necessary because of the increase in their business. Now they have about outgrown this warehouse and are contemplating the erection of another addition containing the same amount of square feet, to be ready for the next crop.

## J. B. Lichtenstein & Co.

J. B. Lichtenstein & Co., at 117 Maiden Lane, New York, have been in the Porto Rican tobacco business but three years. In that time, however, they have built up a business that is notably large and important.

Of tobacco land in the districts of Aibonito and Utuado, Porto Rico, they own or have under lease about 2,000 acres, of which 500 acres are under cultivation.

Their principal packing plants are at Utuado, Corral Viejo and Ponce Playa.

J. B. Lichtenstein, the president of the company, is a most capable and experienced man, who for years previously was manager of the tobacco department of the I. Lewis Manufacturing Co. of Newark, New Jersey.

A. J. Herrera is the manager for the company in Porto Rico.

The up-to-date tobacco plant of Max Gans & Son at Caguas

## Max Gans & Son

Actively and conspicuously associated with Porto Rican leaf tobacco since 1902, Max Gans & Son, at 197 Water Street, New York, will begin the new year by making some changes, but the rearrangement of interests will not cause the firm to be less prominent in the tobacco business in Porto Rico.

The present house was established on April 2, 1902, by Max Gans, one of the original members of the old firm of Gans Brothers & Rosenthal.

Max Gans took his son Robert for a partner and the firm thus formed was known as Max Gans & Son.

On his trip to Porto Rico, in 1903, Max Gans secured a warehouse and started a packing business at Caguas. In the warehouse then were facilities for handling about 1,000 bales of tobacco. In those days Porto Rican tobacco customarily was shipped to the United States in carots.

Gans tried the plan of stripping and booking the tobacco and shipping it to New York in bales. He was the pioneer in supplying the American trade with booked and stripped Porto Rican leaf.

The following year, observing that the booked and stripped tobacco had a tendency to dry out somewhat, he packed the stripped tobacco carefully in barrels and made his shipments in that way. This method was found to be more satisfactory.

As trade increased in succeeding years, Charles Gans and Sol. Gans were admitted to the partnership. Their part of the work pertained to the purchase and packing of tobacco in Porto Rico.

When death took Max Gans, the founder of the firm, and Sol. Gans died, the remaining partners, Robert and Charles Gans, continued the business.

Two years ago they formed a partnership with Elias Bach & Son. However, this association will terminate after the first of the year. Robert and Charles Gans again will have entire charge of the business.

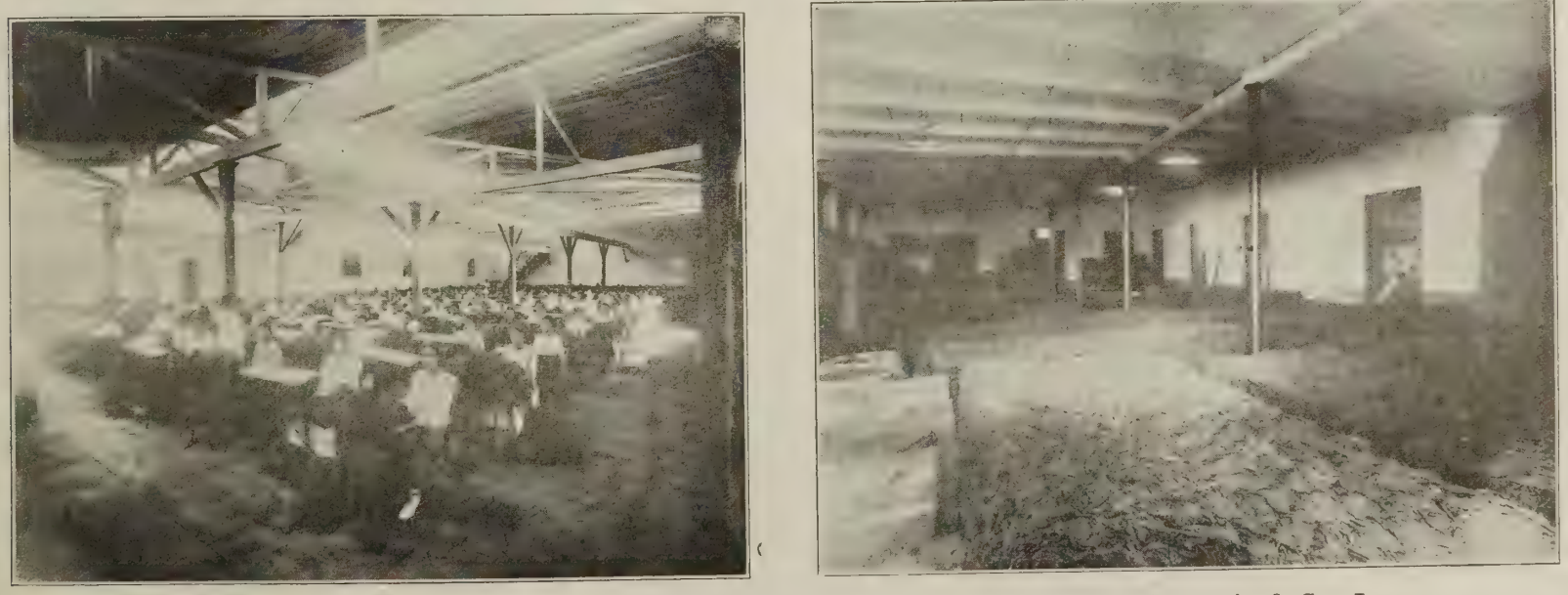
They will have the assistance of two experts, I. Cohen and Frank Becerra, who have been in the employ of Max Gans & Son in Porto Rico for the past fifteen years.

## F. Bonilla Long Established

F. Bonilla, at 368 Pearl Street, New York, has specialized in the importation of Porto Rican cigars since 1897.

His brands, Capitolio and La Vox, have had continuous sale in this country for years and years.

Bonilla's prices to the trade range from $35 to $100 per thousand. And "repeat business" is the best assurance of his continued prosperity.



Stripping Tobacco and Curing It After Stripping in One of the Plants of J. B. Lichtenstein & Co., Inc.

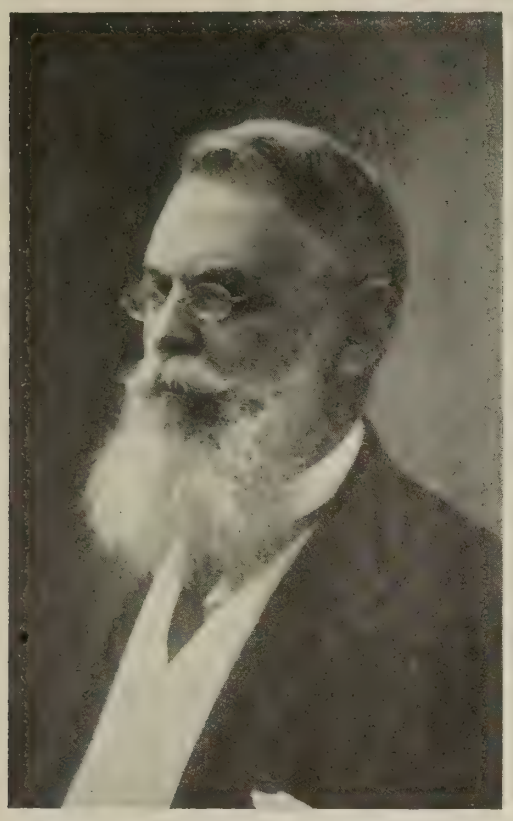
# MAX GANS & SON

PACKERS OF

## PORTO RICO AND SEED LEAF TOBACCO

197 WATER STREET, NEW YORK CITY

TELEPHONE JOHN 2567



**Dr. Cayetano Coll y Toste**
*The Historian of Porto Rico*

## Dr. Cayetano Coll y Toste

Dr. Cayetano Coll y Toste might be called a patriarch of Porto Rico. Time has not dimmed his importance. Great age calls additional attention of his intellectual ability. He is the official historian of Porto Rico, and much more. He is a grand old man, who justly occupies a very high place in the esteem and admiration of Porto Ricans.

In his younger years he was a beloved physician. In his native city of Arecibo, he practiced medicine for twenty years. He founded a hospital there. The proverb pertaining to the prophet in his own country does not apply to Dr. Coll y Toste. He was revered in Arecibo. A principal street in that thriving city was named in his honor.

After he changed his residence from Arecibo to the capital of the Island, he was chosen Presidente del Ateneo Puertoriqueno and that honored position he has held for many years.

In the Spanish regime, he was appointed Governor of the northern part of the Island. When Porto Rico was granted home rule, he became a Deputado a las Cameras and Sub-Secretary of Agriculture, Industry and Commerce.

Under military rule, after American occupation he was Secretary of the Treasury during the administrations of Gen. John R. Brooke, Gen. Guy Henry and Gen. George W. Davis. When civil government was established, on May 1, 1900, he was appointed Acting Secretary of the Interior, and in that office he remained during the term of Governor Allen.

As a scholar and historian, he has attained international prominence. He has published eight volumes of monumental work, entitled, "A Historical Bulletin of Porto Rico," which contains a series of rectifications of former authors and an extensive compilation of the historical documents referring to Porto Rico, taken out from the Archivo de Indios, in Seville, Spain, from the Archivo Insular of San Juan, Porto Rico; and, from his own archive, for he has devoted about thirty years of his life to Porto Rican historical research.

Before starting the present work he published the Pre-Historia de Puerto Rico (Pre-History of Porto Rico) which led to his appointment as Socio Correspondiente de la Real Academia de la Historia Espanola (Corresponding member of the Royal Academy of Spanish History).

## Jose E. Benedicto

Jose E. Benedicto, the Treasurer of Porto Rico, is a man honored in many ways. Though comparatively young, he has filled various positions of trust and responsibility, most acceptably. In the practice of law, he has won notable distinction. As a citizen, he has been associated with important achievements for the welfare of Porto Ricans. In all that works for the good of Porto Rico, he is specially interested.

He was born, March 21, 1880, in San Juan, Porto Rico. In boyhood, he went to Spain. He entered the "Universidad Central" at

**Jose E. Benedicto**
*Treasurer of Porto Rico*

Madrid, and from that institution he received the degree of Bachelor of Arts. Also, he took a law course there.

He returned to Porto Rico, immediately after the Spanish-American War. Later, he went to the United States. For a short time, he was professor of Spanish at a school in Boston. From Boston, he proceeded to Ann Arbor. He graduated from the law school of the University of Michigan, conceded to be one of the best in the country, on June 19, 1902.

Admitted to the bar, licensed to practice before the Supreme Court of Michigan, the Federal Courts, the Supreme Court of Porto Rico and the District Court of the United States for Porto Rico, he brought to his professional work, a thorough schooling in American and Spanish law. As a notary public and lawyer, he was engaged in law practice for ten years.

For a short time, in 1904, he was Acting Prosecuting Attorney in the District Court at Arecibo. He was Registrar of Property at Mayaguez. In 1917, he was appointed Judge for the District Court of San Juan, First Section. He was professor and Dean of the Law Faculty at the University of Porto Rico for four years.

For years, also he was a member of the Board of Examiners for admission to the practice of law, and of the Tribunal for competitive examinations for admission as Registrars of Property.

He was elected for two terms a member of the Central Board of the political party "Union of Porto Rico."

He has served as Chairman of the League of Property Owners of San Juan.

He was the Treasurer of the Bar Association of Porto Rico.

As President of the Michigan Alumni Association of Porto Rico, and Director of many other private associations, he did notable work.

He was appointed Treasurer of Porto Rico, on September 6, 1917.

On two occasions, during the absence of the Governor of Porto Rico, he was appointed Acting Governor, covering the periods from January to August, 1920, and from May to August, 1921.

On November 2, 1921, he was reappointed as Treasurer of Porto Rico. for a second time.

## Hon. Francisco M. Zeno

Hon. Francisco M. Zeno, Senator for the Guayama District in the upper house of the Porto Rico Legislature, is a tobacco man from the ground up. Born in the township of Cidra, in the midst of one of the finest tobacco sections of the island, "Paco" Zeno, as he is familiarly known, from early childhood followed the calling of both family and townsmen to the production of Porto Rico's leaf, and is today, though still in his thirties, considered an authority in his line. He has been president of the Tobacco Growers Association of Porto Rico since its organization, and has at all times endeavored

**Francisco M. Zeno**
*President of the Porto Rican Tobacco Planters' Association*

to promote the interests of the growers and to obtain for the product its rightful place in the world of tobacco. Senator Zeno visited the United States in January of the present year, at the head of a commission appearing before the Ways and Means Committee of Congress in the tobacco bearings relative to tariff legislation. He makes his home at Cidra, in the happy company of his wife and five children.

## Luis Toro

Luis Toro, president of the Porto Rican American Tobacco Co., is a man noted for his business ability. His outstanding success forms one of the most interesting chapters of recent financial history in Porto Rico.

He is a native of Ponce, Porto Rico. He was born November 24, 1872, the son of Luis Toro Louden and Nieves Passarell Becerra, both of whom came from families holding a prominent position in the island for a long period. The father of Mr. Toro was of French ancestry, while the forefathers of his mother came from Spain. As a youth Luis Toro attended educational institutions of Ponce, but entered on his business career at a very early age. When but fifteen years

We are now receiving shipments on every steamer from Porto Rico of the new crop

# PORTO RICAN FILLER

*Stripped and Booked*

The quality of this tobacco is the finest produced in the best interior sections of the Island.

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

AMERICAN SUMATRA TOBACCO CO.

131 Water Street New York City

of age he became connected with an influential commercial house of his native city, which conducted a general commission and banking business. This concern handled tobacco, sugar and coffee on a large scale. The tobacco department possessed a special attraction for Mr. Toro, and his efforts were soon confined to that branch exclusively. Beginning as a salesman in '87, he held several positions with the firm until his retirement in 1896, when he branched out on his own account.

It was during this time that he established the first modern cigarette and cigar factory in Porto Rico. The plant of the company was equipped with the most approved mechanical apparatus and methods of manufacture were introduced which marked a distinct advance in the tobacco world. The company took the name of Toro and Company S. en C., with Mr. Toro at its head. He had as co-partners in the enterprise the house of Leopold Engelhardt & Co., of Bremen, one of the largest manufacturing concerns of Germany, and Fritze, Lundt & Co. of Ponce, bankers and commission merchants. The administration of the business was entirely in the hands of Mr. Toro, and it is a matter of record that the undertaking prospered from its inception,

**Luis Toro**
*President of the Porto Rican-American Tobacco Co.*

ultimately gaining rank as one of the most important tobacco concerns of the country.

After the Spanish-American War this company was absorbed by the Porto Rican-American Tobacco Co. Mr. Toro became director and general manager and eventually president of the corporation. The growth of the business in the United States and the prospects of a still further extension of trade has made it desirable for Mr. Toro to personally assume direction of affairs at the distributing end and he will henceforth be in active charge of the company's American interests, retaining general supervision over the producing branch.

In addition to this connection with the Porto Rican American Tobacco Co., he is president and director of the Porto Rican Leaf Tobacco Co., he holds the same relations with the Industrial Company of Porto Rico and is a director in the American Colonial Bank and the P. R. General Telephone Co.

## Abelardo Gonzalez Font

When Abelardo Gonzalez Font, Assistant Treasurer of the Territorial Government of Porto Rico, arrived in this country, recently, about the first thing he did, officially, was to visit the Tobacco Guarantee Agency of the Government of Porto Rico, at 125 Maiden Lane, New York. Gonzalez Font is a competent, dependable man, an official who is strict and thoroughly efficient. He knows what good work is and he isn't content with service that is below par. Of those, under his jurisdiction, in government employ, he demands the very best they can do. When he praises, something important is meant.

Consequently, it was a high compliment for the Porto Rican Tobacco Guarantee Agency, when Gonzalez Font said:

"I am thoroughly satisfied with the work that has been accomplished in this country by our Tobacco Agent, J. F. Vazquez, espe-

**Abelardo Gonzalez Font**
*Assistant Treasurer of Porto Rico*

cially when I consider the limited period of his administration.

"I find that cigar manufacturers and leaf dealers are availing themselves of this official service and adopting with a sense of security the system of Cigar and Tobacco guarantees through the affixing of official stamps of classification. I also know of many instances where the Agency has rendered a real service to those in search of information concerning the new system of Stamp guarantee which is now prevailing in Porto Rico."

Abelardo Gonzalez Font entered the government service in 1899, shortly after the American occupation. Beginning as a voucher clerk, and being promoted successively to bookkeeper, assistant disbursing officer and disbursing officer, he made good, invariably.

When the Special School Board Accounting Department, now known as the Bureau of Municipal School Affiairs, was created, Gonzalez Font was made chief. The new system of accounting that he installed, carefully, proved to be so efficient and desirable that it has been continued ever since.

When he took charge, he found bills pending to the amount of $51,000 and only $8,000 in the bank with which to pay them. The school properties valued at $300,000 were mostly owned by private indiyiduals. When Mr. Gonzalez left in 1921 to accept the appointment of Assistant Treasurer, the funds on hand amounted to $550,000 over all indebtedness, and the school properties, valued at over $4,000,000 were entirely owned by the municipalities and townships.

Should the present treasurer be called upon to take a higher office, in future, Gonzalez Font almost certainly would be promoted to the treasurership. His qualifications are unquestioned. And he has fitness and knowledge that particularly cause him to be eligible. He was temporarily in charge of the treasurer's office while Treasurer Jose E. Bendicto was Acting Governor of the Island.

Hermino Madera
*President of Alonso Riera & Co.*

## Hermino Madera

Hermino Madera, president of Alonso Riera & Co., is conspicuous among those who have built up tobacco business in Porto Rico in recent years.

The officers of the company are: Hermino Madera, president; Bantista Madera, vice-president; Jaime Piza, secretary, and Celso Garcia, treasurer.

He was born in Tudela Veguin, Asturias, Spain, in 1892. He came to Porto Rico in 1905 and obtained employment as an office boy in the counting room of Jose D. Riera & Co. After being with this leaf tobacco house for four years, he established the firm of Riera & Alonso. The other partners were E. Alonso and D. Riera.

From this firm Madera retired in 1911. He quit business in Porto Rico for a time to go to Colby Academy, New London, Conn., where he studied English. While in the United States then, and on frequent trips, later, he studied the requirements of the American tobacco trade.

The firm of Alonso Riera & Co. was established on March 28, 1912. The amount of capital then put into the enterprise and the partners in the firm were as follows:

Hermino Madera, $3,000.

Alonso Riera, $500.

From that modest beginning in a small office on Tetuan street, San Juan, was developed, despite vicissitudes, competition and opposition, the great and constantly growing business that Hermino Madera directs today.

At 58, 60 and 62, Tetuan street, in 1917, Alonso Riera & Co. erected the Tobacco Palace building, where it now has its headquarters, salesrooms and warehouses.

*Cable Address:*
**N. Y. "Pedcosta"**
**P. R. "Costaco" Juncos**

*Telephone:*
**Bowling Green 0827**

# PEDRO COSTA

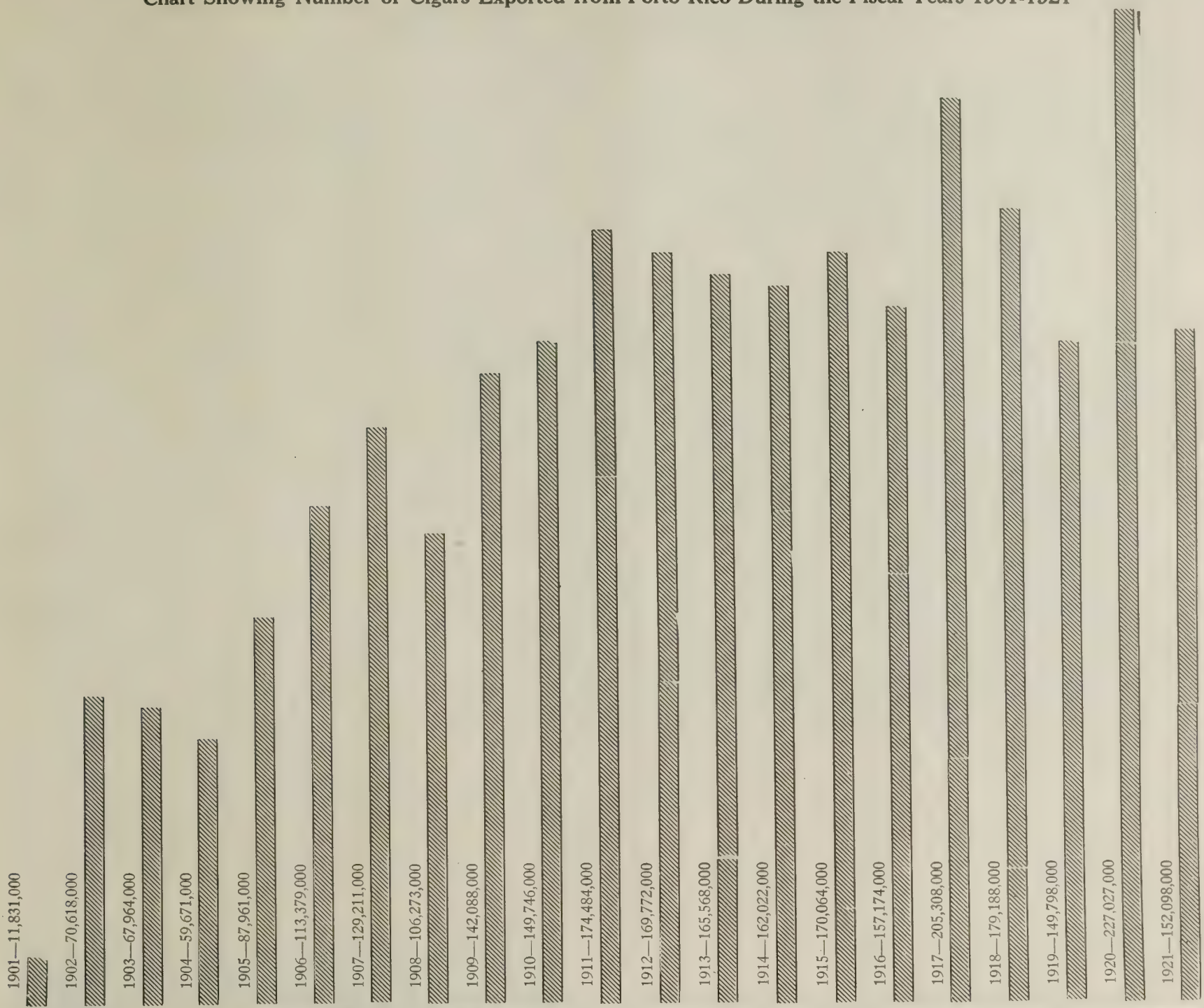
*New Tobacco Stripping Plant of Arturo & Pedro Costa at Juncos, Porto Rico*

## INLAND
## PORTO RICAN TOBACCO
## EXCLUSIVELY

**Warehouses:**
JUNCOS,
CAGUAS,
GURABO,
MANATI,
CIALES,
} P. R.

96-98 Water Street
**New York**

**Chart Showing Number of Cigars Exported from Porto Rico During the Fiscal Years 1901-1921**




## Leo Hirsch

Leo Hirsch, at 173 Water Street, New York, believes that service is the surest route to success. The trade mark of Leo Hirsch is "service." And the service Leo Hirsch offers to the trade is associated, directly and continuously, with satisfaction.

Leo Hirsch is now packing more than 7,000 barrels of the 1921 crop of Porto Rican tobacco.

Bought in the best inland districts, this tobacco is being stripped and barreled under the careful supervision of Jose Silva, the Porto Rican manager for Leo Hirsch. The firm now is operating four warehouses in Porto Rico, one at Comerio, two at Juncos and one at Gurabo.

In these warehouses, especial attention is given to assure the best of sanitary conditions. Also, it is the Hirsch policy to pay more than going wages to strippers and others, as the desire is to secure unusually good workmanship.

Hirsch features a mild type of tobacco that blends well with Havana. A notable offering is a tobacco that makes an excellent ten cent cigar, either with a Havana or a Connecticut shade grown wrapper.

The fact that orders are being repeated right along is an assurance that Hirsch goods and service are satisfactory in all respects.

Leo Hirsch is a man very popular in Porto Rico, where he is gratefully remembered for what he has done in the way of raising funds for the children of the poor in the Island.

## He Specializes in the Best

A. M. Leon, tobacco importer, at 257 West 116th street, New York, is a merchant having thoroughly sound and dependable judgment relative to Porto Rican leaf.

He is a native of Cayey, Porto Rico. He came to New York in 1904. Later he went back to the Island to take charge of the cigar factory and packing plant of F. Villar & Co., who then were the general agents of J. Cohn & Co. of New York.

Afterwards Mr. Leon was factory manager for the big Cayey-Caguas Tobacco Co.

Returning to New York in 1911, he established the factory and leaf tobacco business he now conducts very successfully.

The better to be assured of obtaining a first choice of high grade leaf from Porto Rico, Mr. Leon has transactions direct wth Salvador Gallart, a notably accredited grower and packer at Cayey.

Besides his important connections with the Independent Tobacco Growers' Corporation, Salvador Gallart is a particularly reliable dealer, packer and proprietor of the stripping plant at Cayey.

In Porto Rican tobaccos, A. M. Leon specializes in the best.

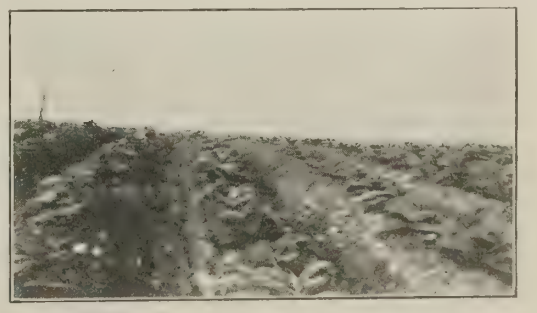
## Ramon Moran & Co.

Throughout the entire Porto Rican tobacco trade, Ramon Moran & Co., growers, packers, strippers and shippers, at Manati, command respect and confidence.

Don Ramon, the head of the firm, is a man who can go from one end of Porto Rico to the other and be welcomed everywhere as one accredited in the tobacco industry.

His prestige as a grower and packer is not newly gained. He has been recognized as an expert for more than twenty years.

His farms and principal packing establishment are in the municipality of Manati. A number of important American cigar manufacturers are steady purchasers of fine Porto Rican Leaf bearing the mark of R. Moran & Co.



Plants growing for the 1922 crop

# Manufactured Weather

By J. ESTEN BOLLING, M. E.

Of all the plants prepared for use by man, tobacco is the most delicately sensitive to weather, or atmospheric conditions.

Nearly all tobacco men know this—know that from the time the seed is planted until the cigar or cigarette is consumed in fragrant smoke—throughout every process of growing, curing and manufacturing, weather is the greatest single factor with which they must contend.

Yet few, surprisingly few, tobacco men know that weather can be *manufactured!* Not just any kind of weather, but exactly that particular kind of weather which is best suited to the given requirements, whatever they may be.

Last week, on his return from Porto Rico, we heard Mr. Tanner, Business Manager of *Tobacco,* say:

"Porto Rico is going to have a wonderful season next year if the weather's all right."

And we wanted to jump up and yell: "Weather is no longer an 'if' in modern business. When the modern progressive business man finds that weather affects his business, he installs equipment for manufacturing his *own* weather and makes 'every day a *good* day' without regard to locality or climate."

We partly yielded to this impulse by saying the say, although we restrained ourselves by not jumping the jump. Whereupon Mr. Tanner asked further details.

There is an old saying that sometimes we "cannot see the forest because of the trees." Whether that, or the fact that "familiarity breeds contempt" is the more applicable in this connection, we don't know, but it is certain that habit so inures us to our everyday difficulties that we cease to regard them as things which can be overcome by effort and accept them as things which we must simply shrug and bear.

This may explain the rather amazing fact that so many tobacco men have not discovered that weather can be manufactured.

This is doubly amazing when it is considered that many tobacco men *have* accepted the aid of manufactured weather to their exceeding profit and advantage.

It is interesting to review the effects of weather upon the various phases of tobacco culture and manufacture.

First, the seed itself grows or fails, according to the weather. Then the seedling thrives or withers when transplanted, according to the weather. The growth of the plant, from seedling to maturity, depends upon the weather.

And the leaves, when cut from the plant, cure into good, indifferent or poor tobacco, according to the weather. A perfect growing season may be entirely offset by moist, rainy weather during the curing period, when the tobacco is hung in the barns.

And from the beginning to the end of the manufacturing process, weather wields a mighty influence.

We cannot, of course, manufacture weather for all outdoors, so the plant itself must take its chances with the vagaries of nature, but the instant leaf is taken from the field and placed under cover, manufactured weather becomes a magic influence, protecting the tobacco from evil effects of unfavorable outdoor weather, and providing air conditions which *foster* and *control* every delicate physical and chemical change which converts the raw leaf into fine tobacco.

The curing of tobacco is an intricate biochemical process, involving fermentation and oxidation, both the process and the results of the process being chiefly dependent upon the condition of the surrounding atmosphere—the temperature, the humidity and the uniformity of air movement.

For the past ten years experiments have been actively prosecuted to develop the scientific application of air conditioning to the curing of tobacco, and the results secured in actual practice during the last two years hold forth a golden promise. Manufactured weather is looming as the solution of every difficulty in the curing of tobacco—time, certainty, independence of outdoor weather, uniformity, percentage of high grades, texture, color.

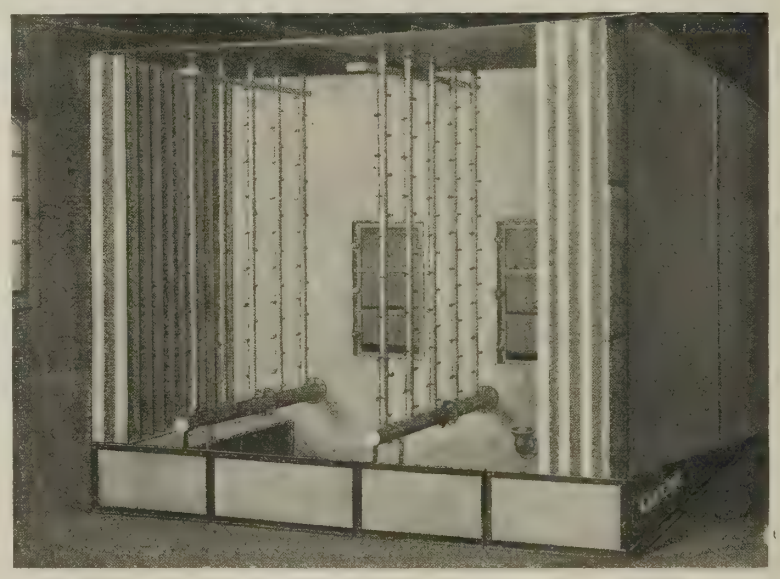
Then, in every manufacturing step, from warehousing to the finished cigar or cigarette, the condition, or order of the tobacco, with respect to its moisture content and temperature, determines both the efficiency of the manufacturing process and the quality of the final product.

The various conditions required for the efficient manufacture of tobacco, i. e., the various regains, or moisture contents, are dependent, of course, upon the condition of the surrounding atmosphere, and it is the function of manufactured weather, in all the various handling and manufacturing operations, to provide atmospheric conditions which will bring the tobacco to the desired condition, and hold it at that condition as long as required for the completion of the operation, immediately altering its condition when a new operation makes a new condition desirable.

These things manufactured weather has accomplished in some of the greatest tobacco manufacturing institutions in the world, among which might be mentioned, P. Lorillard Co., American Tobacco Co., Porto Rican-American Tobacco Company, Liggett & Myers Tobacco Co., and many others.

The fact that manufactured weather is not more generally known to the tobacco industry is probably due to the lack, on the part of the average non-technical man, of a clear perception of weather itself and those factors which render it important in connection with the manufacture of certain materials or products.

Weather is defined as the general condition of the atmosphere, and since the earth's atmosphere is chiefly air, it may be said that weather is the general condition of the air.



*Typical humidifier with side casing removed, showing sprays and settling tank. The air enters at left, passes through the spray chamber where it is brought into intimate contact with the mist from the sprays, and leaves the machine at the right, passing between staggered eliminator-scrubber plates. These plates serve as a wet washing surface for cleansing the air and also prevent free water from being carried through in the air stream.*

Most people think of weather in terms of temperature. It is either "hot" or "cold" or "fine." As a matter of fact, the quality of the air depends primarily upon *four* factors: (1) temperature; (2) humidity or moistness; (3) velocity of movement (recognized as "wind" outdoors and controlling "distribution" indoors), and (4) cleanliness, (freedom from solid or gaseous impurities).

Temperature is defined as "the degree of sensible heat or cold." Without involving a scientific discussion of temperature as molecular motion, consider temperature in terms of your sensibility to heat or cold. It is upon this sense or perception, without regard to fixed physical values, that you base your general impression of the weather.

It is amazing that so few people know the truth about temperature.

There are *two temperatures* of the atmosphere. The ordinary thermometer indicates the *dry bulb temperature,* which is an expression of the *degree* or *intensity* of heat in a given volume of air. For instance, one pound of air might have a dry bulb temperature of 100° F. and contain only about 24 B. t. u. of heat, or, at the *same* dry bulb temperature the *same* quantity of air might contain 68.8 B. t. u. of heat—nearly three times as much. The lower value would obtain if the air were dry and the higher if the air were saturated with water-vapor. In the first case the air is "hot" (100°) and yet it contains a very small *quantity* of heat.

The other temperature of the atmosphere is known as the *wet bulb temperature,* which can be read from the same thermometer by simply covering its bulb with a moistened wick. (When reading wet bulb temperature it is necessary to establish a certain rapidity of air circulation over the moistened wick). The wet bulb temperature is an expression of the *quantity* of heat in a given volume of air, and the wet bulb temperature, (taken in conjunction with the dry bulb temperature) is also an exact measure of the *humidity* or degree of saturation of the air.

If a given volume of air absorbs sufficient water-vapor to become saturated (without the addition or subtraction of any heat), it will be cooled, by evaporation, to its original wet bulb temperature. The wet bulb temperature is, then, the temperature of evaporation or, better, the temperature at which evaporation ceases.

The "feel" of the atmosphere, that is, the *sense* of warmth, or of cold, depends upon the wet bulb temperature, and not, as ordinarily believed, upon the dry bulb temperature. In other words, from the temperature standpoint it is essentially the wet bulb temperature to which we are sensible (modified, of course, by the factors of dry bulb temperature, if extremely high or low, and the velocity of air movement, if extreme).

Which means that the *humidity* of the air (because the wet bulb temperature is simply an expression of the humidity) is of far more importance to us than the dry bulb temperature.

You may have your house at 80° and, if the air is dry (which means that the wet bulb temperature is low) you will feel "drafty" and "cold"—and you will be almost sure to "*catch* cold."

A dry bulb temperature of 68°, at a wet bulb temperature of 56° *feels* far warmer than the

same dry bulb temperature at a wet bulb temperature of say 50° (which is the average winter condition in a home).

A dry bulb temperature of 68° with a wet bulb temperature of 50° means that the air is but 25% saturated with water-vapor. Personal comfort requires a humidity approaching 50% of saturation, at a dry bulb temperature of about 68°. To obtain this degree of humidity, at a dry bulb temperature of 68°, the wet bulb temperature must be raised, by the addition of water-vapor to the air, to about 56°.

Since, in practically all residences, there is no provision for the addition of water-vapor to the air, most people try to secure the *feeling* of warmth by increasing the dry bulb temperature.

This makes matters worse, although it may be considered preferable to the feeling of cold at the lower dry bulb temperature. Let us see what happens. Given the dry bulb temperature of 68°, with the wet bulb at 50°, the air is 25% saturated with water-vapor. If the dry bulb temperature is increased to say, 76°, which is quite common practice in this country, the percentage of saturation, or humidity, is *reduced* to 10%.

Though this may produce a specious sensation of comfort for the time being, the effects upon health and vitality are extremely injurious and dangerous. This is one of the chief reasons why we, as a nation, are so susceptible to colds and similar ailments—influenza, for instance, which became so fearfully epidemic amongst us.

The English, who are accustomed to living in houses which we would consider cold, are much more healthy than we and far less susceptible to our common "winter ailments."

Air has the property of absorbing water-vapor. The vapor diffuses evenly through the air to form a mechanical mixture. The quantity of water-vapor which one cubic foot of air will absorb, depends upon the *temperature* of the air. When the air has absorbed all the water-vapor it can carry, it is said to be *saturated.* One cubic foot of air at Zero F. is saturated when it contains less than 0.5 of one grain of vapor. (A grain is 1/7000 of 1 lb.). One cubic foot of air at 70° F. is not saturated until it contains 8 grains of vapor, more than sixteen times as much as the same cubic foot can carry when at Zero.

The term "relative humidity" which occurs so frequently in discussions of air conditioning, means "relative to *temperature.*" For instance, that cubic foot of air at zero temperature and containing 0.5 of 1 grain of water-vapor is saturated, or the air, *at that temperature,* contains 100% of the vapor it can carry. If, however, the same air is heated, its capacity to carry water-vapor is *increased,* as stated. Since it contains but the original 0.5 grain, it has but 1/16th or 6¼% of the vapor it *could* carry at its new temperature. So we say that its relative humidity is 6¼%.

To put it in the form of a definition: *Relative humidity is an expression of the percentage of saturation of air at a given temperature.*

Obviously, the relative humidity is affected either by a change in temperature or a change in actual vapor content. As an example, the relative humidity in the case cited was *decreased* from 100% (saturation) to 6¼% merely by *heating* the air from 0° to 70°.

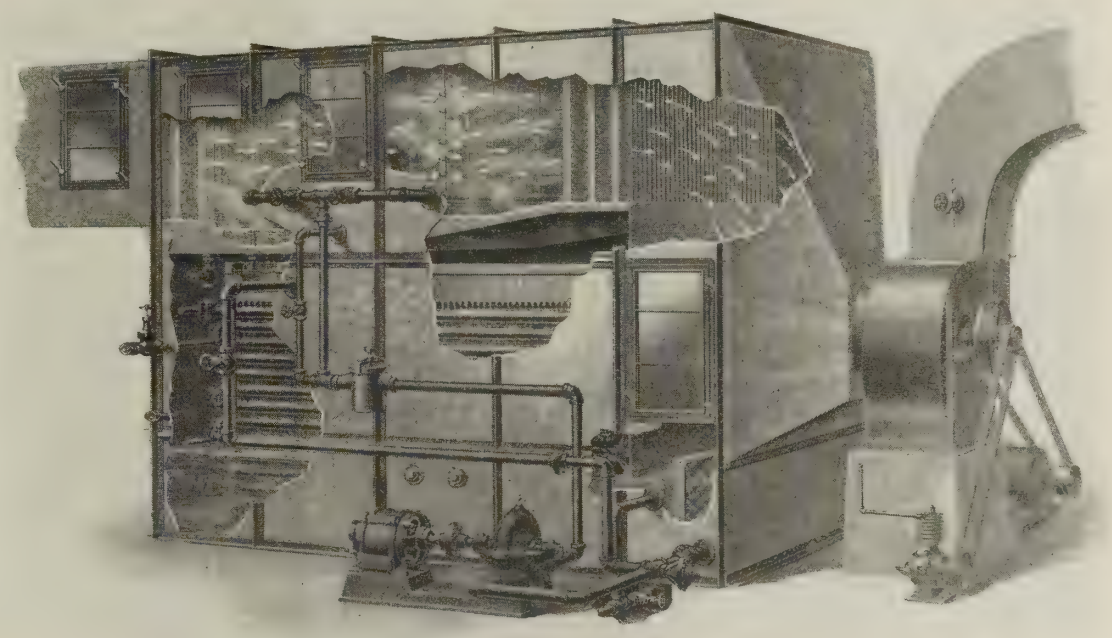
If the 70° air were brought into contact with water until the air had absorbed an additional 3.5 grains of vapor per cubic foot, bringing the total vapor content to 4 grains per cubic foot, the air would then contain one-half of the amount of vapor required to saturate it, and its relative humidity would therefore be 50%.

Humidity control, then, goes hand in hand with *temperature* control. They are as inseparable as a pair of pants.

We want to impress this fact upon you. Relative humidity is a function of moisture content *and* temperature.

The effect of atmospheric moisture upon human beings, and upon products in process of manufacture, such as tobacco, is measured by the existing relative humidity. You might think, for instance, that 70° air, containing 4 grains of vapor per cubic foot, the relative humidity being 50% (as pointed out above), is no "wetter" (in the sense of its *moistening effect* upon materials exposed to it) than the same air containing the same 4 grains of vapor, but at a temperature of say 83° F.

But it is, for this reason. The 70° air is 50% saturated i. e., its relative humidity is 50%. The 83° air, however, is but 33 1/3% saturated, i. e., its relative humidity is but 33 1/3%.



*Perspective Drawing of Typical Self-Contained Dehumidifier. The Gontrol Instruments and Control Piping have been omitted from this Drawing in order to avoid confusing the other details. See the Text for detailed Description of Operation.*

(This is so because 12 grains of vapor per cubic foot are required to saturate air at 83°.) Air 50% saturated will yield a part of its moisture to the materials it surrounds more readily than air only 33 1/3% saturated.

Similarly, you would spend money more readily if you had 50% of what you wanted than if you had but 33 1/3%.

Therefore, to repeat, fixing the actual vapor content is but half the battle. We must regulate the *temperature* also. Or, to put it in other words, since it is the relative humidity (and not the actual vapor content) which measures atmospheric effects, we must control *both* the actual vapor content and the temperature.

We are insistent upon this explanation because so many people seem to regard humidification as a problem involving only the addition of moisture to the air. We know several textile mills, for instance, where "humidifier heads" (atomizers) have been installed under the misapprehension that the owners were purchasing "air conditioning equipment." From the above explanation, the utter fallacy of the thing must be obvious.

On the other hand, there are some candy plants where air is cooled by means of direct expansion "bunker coils." In this case the owners have gone to the other extreme—depending upon *temperature* alone, when humidity is the real problem.

If the term "relative humidity" now clearly conveys a meaning to your mind, and if, in addition, you understand distinctly that relative humidity involves *both* actual vapor content and temperature, then this definition is complete.

For your further information, however, while you have the facts in mind, it is well to explain the practical method employed to automatically effect a control of the two factors which fix relative humidity. A humidifier is a machine for adding moisture to the air. One type consists, essentially, of a galvanized iron chamber containing a number of spray heads and provided with a water settling tank at the bottom. At either end of the chamber baffle plates are placed, so that the spray cannot backlash out of the machine, nor be carried forward into the fan. The water from the settling tank is pumped through the spray nozzles, which break it up into a fine, dense mist completely filling the spray chamber. The temperature of the spray water is automatically regulated by means of steam, and as the air passes through the spray chamber, it is fully saturated with water vapor *at any temperature which may be required,* thereby definitely fixing its vapor content.

Having fixed the first factor, *vapor content,* the air is passed through a steam (or other) heater, and the second factor, *temperature* is also automatically controlled. The temperature controlling instrument is placed *in the room itself,* since it is the room condition which must be controlled.

This system of control (the dual system, one instrument controlling vapor content and a second instrument controlling temperature) is known as the dew-point control.

There are several other arrangements of control, for special purposes, but the principles involved are substantially the same.

A dehumidifier, for removing part of the moisture contained in the air, is exactly like a humidifier in general construction, but may contain more than one bank of sprays. The temperature of the water (which must be cooled in this case) is controlled by means of ammonia refrigeration or by the admixture of cold water from any natural source, such as a well or lake. Where the humidifier acts as a "boiler" vaporizing water into the air, the dehumidifier acts as a "condenser," condensing part of the vapor in the air. A dehumidifier will also act as a humidifier when required.

Bearing in mind that *both* vapor and temperature affect relative humidity, it is easy to understand why the relative humidity of outdoor air is constantly varying. Outdoor relative humidity is usually *higher* in the morning than at night, because the temperature is then *lowest.*

Indoor relative humidity can be mechanically regulated every day, morning, noon or night, by the installation of manufactured weather equipment.

The currents of air which we call wind are caused by the varying intensity of the sun's

heat. If the sun, by heating a body of air above the temperature of the surrounding air, causes that body to ascend, the space previously occupied by the heated air must, of course, be immediately filled by the cooler surrounding air. As the cooler air moves into the area of lower pressure, a wind results. Depending upon the intensity of the heat effect, the air movement may become a gentle breeze, a wind or a hurricane.

The winds of the outdoor atmosphere make it possible for great cities to dissipate their heat, smoke, dust, dirt and vitiated air.

The artificial winds, created by the whirling blades of immense fans or blowers, make it possible to distribute conditioned air within buildings and drying kilns, that the effects of air upon materials and processes can be controlled and greatly multiplied.

For instance, the effects of the still air in an unconditioned room, upon the materials exposed to it, are varying and uncertain because the air is stagnant. If the air is mechanically kept in uniform motion, so that the velocity of its impact against the materials exposed to it is uniform and positive throughout the entire area of the room, the *effects* of that air upon such materials are also uniform and positive.

Air, a mechanical mixture chiefly of the gases oxygen and nitrogen, about in the proportions of 1 to 4, nearly always contains certain impurities, such as ammonia, sulphurous acid and carbon dioxide ($CO_2$). The $CO_2$, being a product of exhalation from the lungs, is so universally present (about the same proportion everywhere, except when concentrated by some local conditions) that it may be regarded as a normal constituent of air. Although we hear much about the deleterious effects of air vitiated by contamination with $CO_2$, a condition of sufficient concentration to be dangerous so rarely occurs, even in confined spaces, that $CO_2$ is seldom a serious problem. It is never an element even approaching that of humidity in its importance as a health factor. The deleterious effects of $CO_2$ are entirely negative. The gas has no effect upon our respiratory process, except that it displaces air containing the essential oxogen. In an atmosphere of $CO_2$ we would simply drown, precisely as we would were we submerged in water.

The other impurities which commonly contaminate air are largely products of civilization. Smoke is, an important source of contamination. The dirt and dust cast into the air by the movement of a great number of people, by trains and conveyances, by industrial processes and the fumes released to the atmosphere from chemical processes are all sources of contamination. The decay or decomposition of refuse, especially in populous centers, is the origin of many complicated pollutions. Some of these are bacteriological, giving rise to the germs of mold, decay and disease. Air conditioning engineers are frequently called upon to treat air for the removal of bacteriological impurities; and this has been accomplished in several notable instances, particularly with reference to the aerobic organisms of molds. It is entirely assumptive that most of the pathological or disease producing organisms are removed in the air conditioning apparatus, although we prefer to leave the positive establishment of this consideration to the further investigation of scientists who have specialized in bacteriology.

The air-borne dusts and fumes of industrial origin can usually be completely eliminated in the conditioning apparatus, and many installations are made for this principal purpose.

The very formation or creation of certain dust, such, for example, as that of tobacco, in stemming and handling can be prevented by proper air conditioning, which keeps the material in a pliable, yielding state.

The movement of dust through the air can be arrested and the dust caused to settle to the floor, by means of properly humidified air, so that air conditioning can be effectively utilized not only to avoid the formation of dust but to "lay" it and prevent it from "flying" in the air. Think what this means in a stemming room!

Fumes or gaseous impurities are either entirely removed from the room, the contaminated air being replaced with fresh outdoor air, or the impure air may be cleansed in its passage through the conditioning apparatus and returned to the room.

Dehumidification is the reverse of humidification, but it is accomplished in exactly the same manner and in the same conditioning machine.

To dehumidify means to treat air so that its water-vapor content is reduced. In the process *temperature* of the air is also reduced.

This is accomplished, as in humidification, by regulating the temperature of the spray water in the conditioning machine.

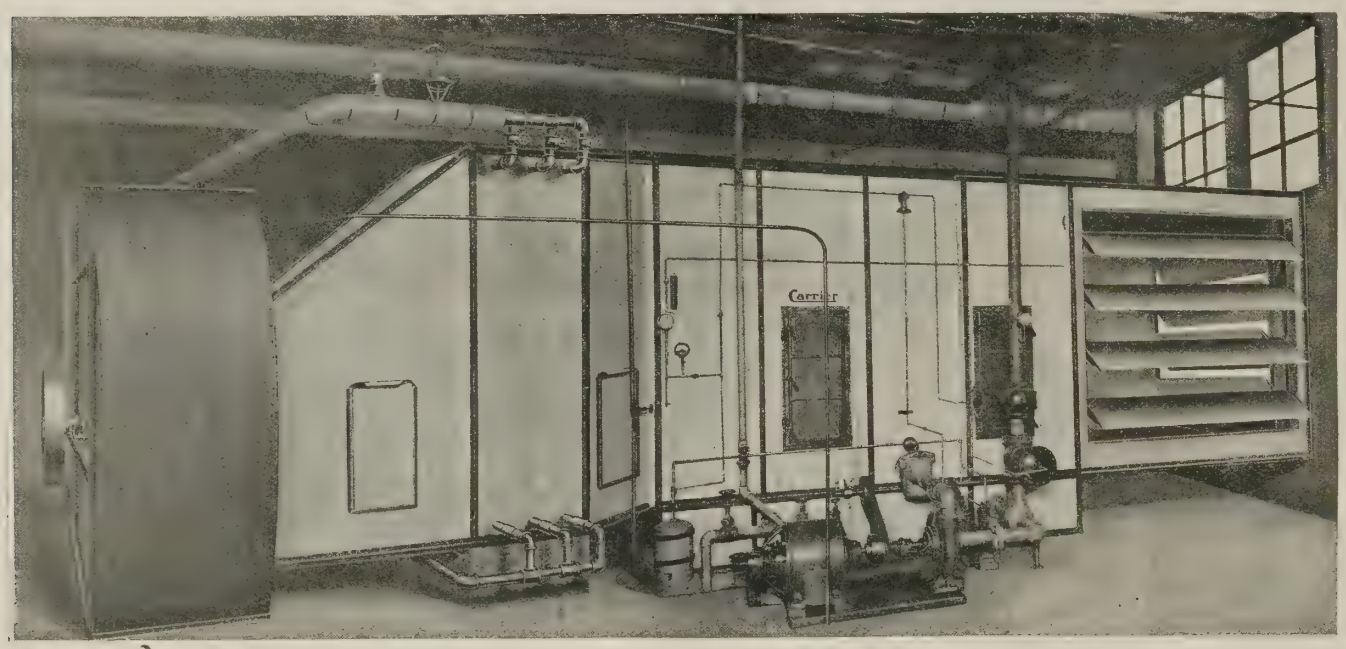
Let us assume that we are to condition a plant where celluloid motion picture film is manufactured. If the air is too dry the film becomes brittle, is easily scratched and likely to break, especially at the edges where it is punched. To prevent this we must *add* moisture to the air. By *heating* the spray water, as has been explained, we can add moisture to the air. We can exactly control the *amount* of moisture added by regulating the *extent* to which we heat the spray water, since the air, when saturated in the conditioning machine at a definite temperature, will contain a definite weight of water-vapor per cubic foot.

In the summer, however, the air is *too* moist, causing the film to become opaque and otherwise injuring it. To prevent this we must *dehumidify* the air, or remove from it part of its moisture. By *cooling* the spray water in the same conditioning machine, either by admixture of naturally cold water from wells or deep rivers, or by the use of mechanically refrigerated water, we can reduce the moisture content to the value desired.

It seems paradoxical that we should subject air to a water-spray in order to reduce its moisture content, but the effect of the spray is a function of its temperature rather than its wetness, as it were.

Many dehumidifying installations take advantage of adjacent cold water supplies from some natural source, but many require mechanical refrigeration.

In the last five years the writer's firm, alone has installed, in connection with dehumidifying equipment, refrigerating machines totaling a capacity of nearly six thousand tons, including both compression and absorption machines of many different types.




*Typical Installation of Humidifying Equipment, showing the automatic Fresh and Return Air Dampers, the Humidifier, with its complement of pump, motor, and control instruments; the encased heaters and the fan.*

It is by far the largest single purchaser of refrigerating equipment for water cooling purposes and it has developed methods which enable it to utilize the refrigerating effect with remarkable efficiency, so that, contrasting with the so-called "direct brine coil" system for air cooling, it can nearly always secure from the machine about 160% of its rating, whereas the best result obtainable with direct-coil cooling is about 130% of rating. This enables the required effect to be accomplished with a considerably smaller refrigerating machine.

Then, too, due to the lower differential between the head and back pressures at which it can be operated, the horsepower per ton of refrigerating effect is much less than that required for the operation of the direct-coil systems. This lower differential pressure, which makes for high efficiency and low power consumption is possible, because, in our apparatus, the heat transfer occurs directly between the refrigerant and the spray water, without loss due to intermediate transfer, as from refrigerant to brine, brine to pipe and pipe to air. In effect the heat transfer in a dehumidifier is directly from the refrigerant to the air, because the transmission between the water spray and the air is practically perfect.

Many people confuse dehumidification with mere cooling. It is true that a dehumidifier delivers air at low temperatures (any temperature you may require) but, what is more important, it delivers air at low *humidities*, so that the atmospheric conditions within buildings can be controlled as required.

For instance, in a Turkish Making Room the temperature must be carefully controlled, because Turkish tobacco is quickly softened when the air reaches temperatures above 80°. And, in addition, the humidity must be held at a fixed value, so that the order of the tobacco can be preserved throughout the making opera-

(*Continued on page* 56*b*)

# CIGAR MANUFACTURER
# LEAF DEALER
# JOBBER

YOU can now buy TOBACCO from PORTO RICO and know positively its origin.

YOU owe it to yourself to STUDY carefully the STAMPS shown in their original colors on the following pages.

YOU will find that there are three classifications covering TOBACCO in the LEAF or SCRAPS and three classifications for CIGARS manufactured in PORTO RICO and shipped to the UNITED STATES.

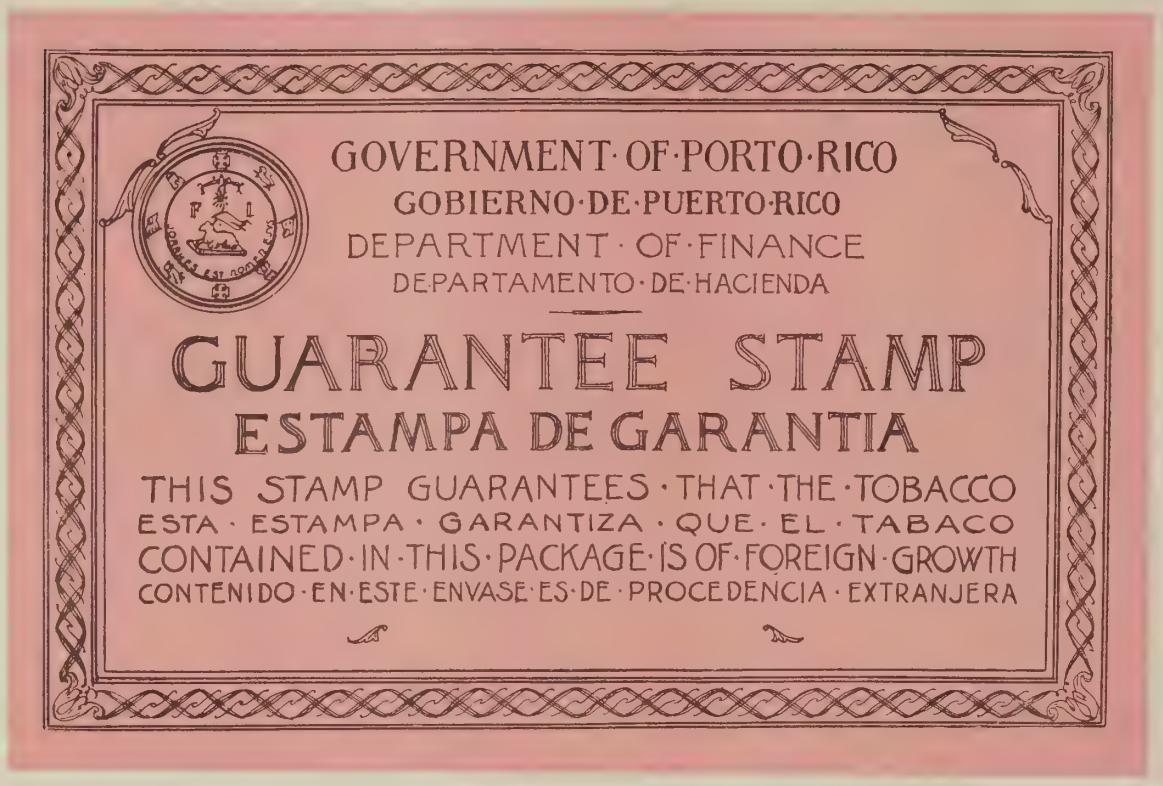
YOU are invited to call at our office or write us and have the advantages of the GUARANTEE STAMPS more fully explained. On the reverse page of that showing the STAMPS excerpts from the LAW are printed. *READ THEM!*

## GOVERNMENT OF PORTO RICO
## TOBACCO GUARANTEE AGENCY

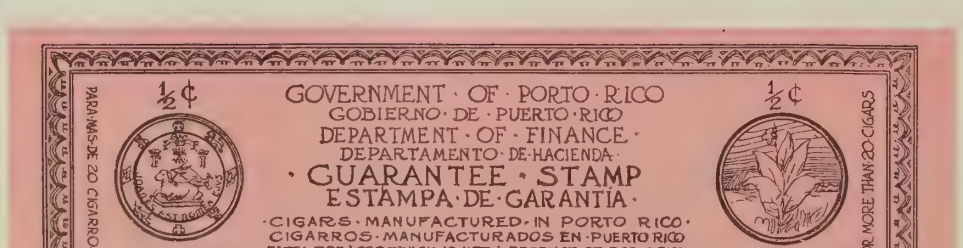
*J. F. VAZQUEZ, Agent*

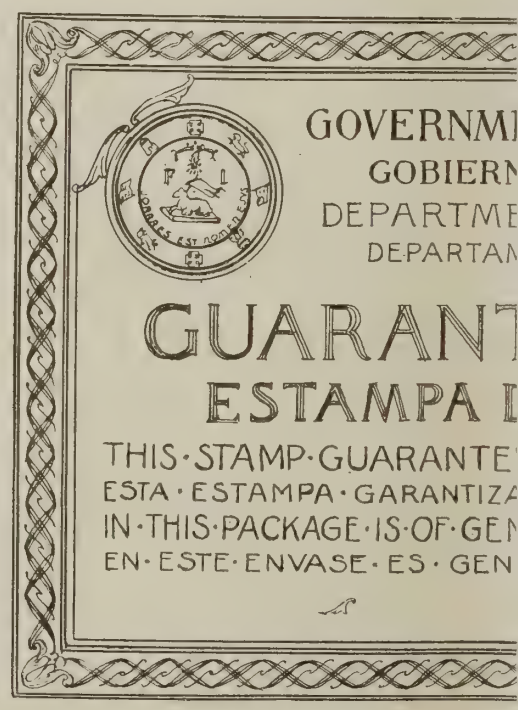
126 MAIDEN LANE, NEW YORK, N. Y.

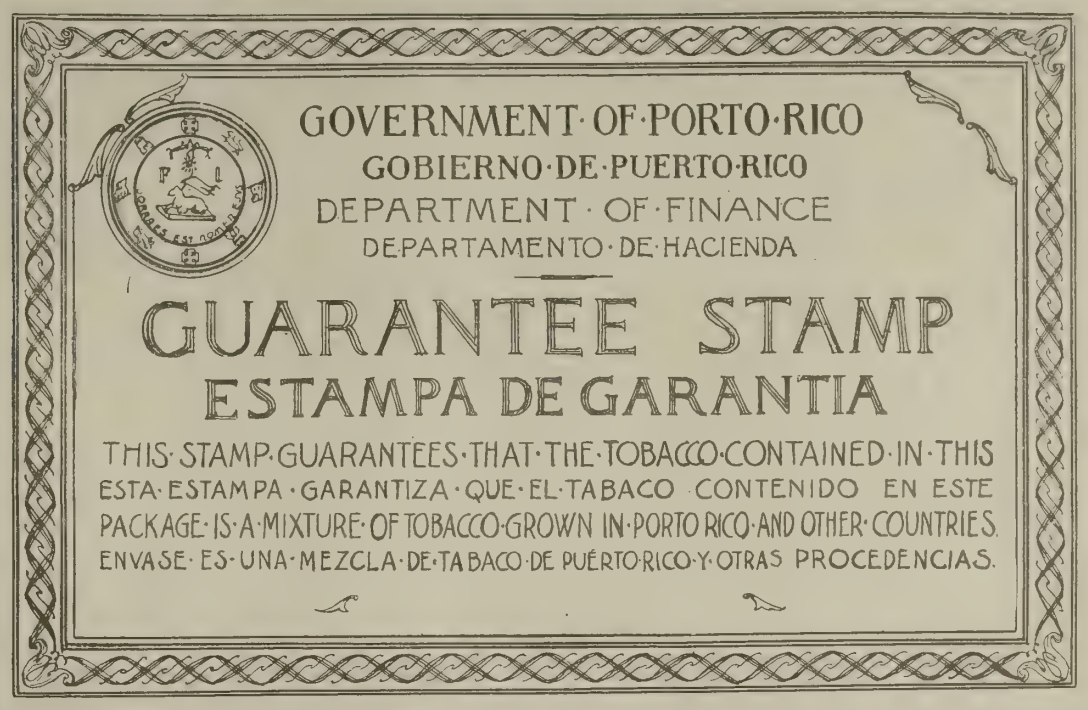
Telephone—John 1379 Cable Address—"GARANTOBA"



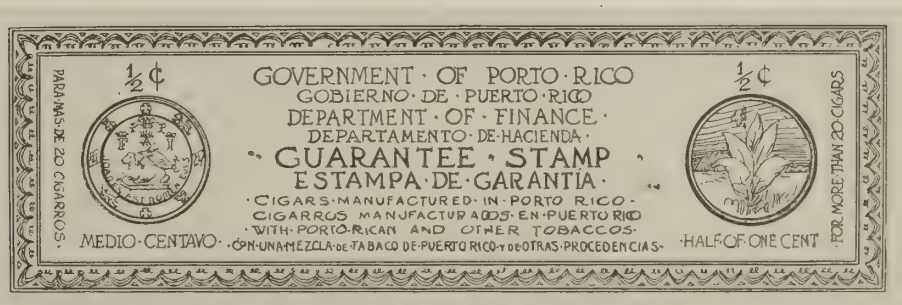
# GOVERNMENT TOBACCO AND CIGAR






# OF PORTO RICO GUARANTEE STAMPS



# THE PURPOSE OF THE
# GUARANTEE STAMP ACT

(EXCERPTS FROM THE LAW)

TO PROTECT PORTO RICAN TOBACCO AGAINST FRAUD AND ADULTERATION BY MEANS OF A GUARANTY AND ADVERTISING AGENCY IN THE CITY OF NEW YORK, UNITED STATES; THE ISSUE OF GUARANTY STAMPS DETERMINING THE ORIGIN OF THE TOBACCO, AND BY ADEQUATE EXPERT INSPECTION; TO FIX A VALUE OF SAID STAMPS BY WAY OF INSPECTION FEE TO DEFRAY SUCH EXPENSES AS THE APPLICATION OF THIS ACT MAY ORIGINATE; TO IMPOSE CERTAIN PENALTIES FOR THE VIOLATION OF THE PROVISIONS OF THIS ACT.

To develop and maintain an intensive advertising and propaganda campaign in the market of the United States for the purpose of making widely known the guaranty stamp.

To guard against and discover any fraud or adulteration or attempted fraud or adulteration of Porto Rican tobacco. To this end the agency shall maintain all possible vigilance on the arrival of tobacco from Porto Rico at the ports of the United States and shall guarantee shipments from the Island upon inspection and registration of the guaranty stamps hereinafter provided.

Any person exposing for sale in Porto Rico, or who exports or ships from Porto Rico any cigars, leaf or stripped tobacco, or scraps or cuts to which the proper guaranty stamp has not been affixed as herein prescribed, or who exposes for sale, or who ships or exports from Porto Rico any cigars manufactured from tobacco other than Porto Rican tobacco under the name of "Porto Rican cigars or leaf tobacco" or under any other name whatever, with the object of deceiving the buyer or consumer, and of making others believe, or of representing or conveying the idea that the tobacco or part thereof said to have been used in the manufacture of said cigars, leaf or stripped tobacco or scraps or cuts prepared for export, shipment or consumption is the product of the soil or manufacture of Porto Rico, when such tobacco is not in truth the product of said soil, shall be punished for each offense so committed by a fine of not less than two hundred (200) dollars nor more than five hundred (500) dollars.

The value of each guaranty stamp for cigar boxes or original packages containing cigars for export or shipment from Porto Rico or for consumption in the Island of Porto Rico, shall be as follows:

For each box or original package of cigars containing less than 20 cigars, one fifth of one cent.

For each box or original package of cigars containing more than twenty cigars, one half cent.

The value of each guaranty stamp for barrels, bales, boxes or original packages containing leaf or stripped tobacco or scraps or cuts for export or shipment from Porto Rico, or for consumption or use in the Island of Porto Rico, shall be as follows:

For each barrel, bale, box or original package not exceeding one hundred and fifty pounds, twenty-five cents.

Every package exceeding one hundred and fifty pounds shall bear an additional stamp for every one hundred and fifty pounds additional or fraction thereof.

*Additional information about the Guarantee Stamps or Porto Rican Tobacco on request.*

## GOVERNMENT OF PORTO RICO
## TOBACCO GUARANTEE AGENCY

*J. F. VAZQUEZ, Agent*

126 Maiden Lane — Telephone—John 1379 — New York, N. Y.

# Directory of Leading Cigar Manufacturers, Leaf Dealers, Strippers and Growers in Porto Rico

## CIGAR MANUFACTURERS

### Aibonito
Jesus Lara.
Nicolas Ramos.
Jose Selles.
Francisco Rodriguez.
Gregorio Billescorbo.

### Arecibo
M. de J. Munoz.
Joaquin Crespo.
Igartua y Escarfulleri.
Abustin Aguila & Co.
Ildefonso Cruz.
E. Reyes & Co.
Carlos Urdaz Balseiro.
Toribio Abrunas.
Antonio Canosa.
Antonio Ruiz.
Orta y Bulli.
P. R. American Tob. Co.

### Aguadilla
Samuel Saavedra.
Segundo Nieves.
P. R. American Tob. Co.
Manuel Medina.
A. Hipolito Lopez.
Francisco Duram.
Antonio Diaz.
Francisco de la Cruz.
Luis Valentin.
Antonio Rosa.

### Aguada
Juan B. Noboa.
Leon Moret.
Pedro Lopez Roman.

### Anasco
Ambrosio Ramos.
Felicita Feliciano.
Angel Guzman.

### Arroyo
Higinio Vargas.
Bernardino Berrios.

### Aguas Buenas
P. R. American Tobacco Co.

### Bayamon
Luis F. Funtanes.
Segundo Fernandez.
Gil del Rios.
Gregorio Olmos.
Manuel Rivera.
Eduviges Hermandez.
Rafael Martinez.
Aurelio Guzman.
Jose Valentine Cabrera.
Pedro J. Martinez.
Luis Atilano.
Antonio Ortiz.
Fabriciano Melendez.
Luis Iglesias Muniz.
Jose Ramirez Ramirez.
Primitivo Aviles.
Justicia Rosaric.
Lucas Gonzalez.
Roman del Pino.
Ignacio Gonzalez.
Juan Melendez.
Amelio Espinet.
Nepomuceno Menendez.
Roque Caban.
Mariano Colon.
Jose Montano.
Jesus Ramirez.
Tulio Melendez.
Fernandino Hernandez.
Jose Cintron.
Candida Tirado.
Octavio Rivera.
Arturo Iglesias.
Isidoro Ortiz.
Guillermo Tirado.
Ramon Alicea.
Aristides Gomez.

### Barceloneta
Antonio Menendez.
Juan Font.
Matilde Rosario.
Liberata Portalatin.
Juan Maldonado.
Juan Amador.
J. R. Cordero.
Desiderio F. Vanga.
Manuel Santiago.
Bienvenido Santiago.
Jose M. Loubriel.
Pedro Polan Co.

### Barros
Jose E. Marrero.
Euclides Rivera.
Luis Suro.
Jose Elena Marrero.
Alfredo Alvarez.

### Cayey
Jose Torrent.
Saturnino Williams.
Villar Lanza & Co.
Jose Porto.
Geronimo Oben.
Juan Torres Suarez.
Angelina Figueroa.
P. R. American Tobacco Co.
Vicente Vazquez.
Clemente Mirach.
Manuel Garcia.
Enrique Perez.
Benito Nicolau.

### Cidra
P. R. American Tobacco Co.
Justo Cabello.
Manuel Ramos.
Erasmo Vazquez.

### Camuy
Manuel Santiago.
Evaristo Santiago.
Manuel Gimenez.
De Jesus y Soto.
Juan Cordero Ramos.

### Cabo Rojo
Ismael Mendosa.
Pedro J. Berenguer.
Aristides Irizarri.
Toro y Compania.
Pablo Toro y Toro.
Suc. de J. Toro y Toro.
Pascuala Matos.
Eugenio Segarra.
Tomas Souffront.

### Comerio
Modesto Gonzalez.
Rosendo Rivera.
M. Cobian.
Felipe Cordan.

### Corozal
Arturo Lopez.
Tomas Maldonado.
Ramon Garcia.

### Caguas
Juan Hernandez Castro.
Flor Munoz.
Manuel Ramirez.
Ricardo Rodriguez.
Jesus Rodriguez.
Feliciano Reyes.
Soto y Serrano.
Jose L. Velazquez.
Acisclo Oserio.
Juan Ortiz.
P. R. American Tobacco Co.
Jose Pujals.
Juan G. Pinciro.
F. Carrasquillo & Co.
Castillo Hermanos.
Oscar Alvarez.
Eduardo Benjamin.
C. W. Boom.
R. Lopez & Co.
Felipe Enrique.
Rafael Flores.

### Ciales
P. R. American Tobacco Co.
Angel Marrero.
Felipe Melendez.
Pedro Andujar.
Juan Duran.
Fernando Alvarez.

### Carolina
Ramon Perez.
Pedro Fragose.
Andres C. Flores.
Lorenzo Olivieri.
Juan Villafane.
Rafael Valdes.

### Coamo
Rodriguez Hermanos.
Marcos Ramos.
Gregorio N. Seda.
Tomas Lopez.
Jose M. Pagan.
Santiago Rordiguez.

### Ceiba
Manuel Robles.
Feliz Gutierrez.

### Culebra
Francisco Brignoni.

### Dorado
Andres S. Melendez.
Policarpo Marrero.
Aurelio Miranda.

### Fajardo
Jose Feliciano.
Julio Pacheco.
Elias Diaz.
Miguel Garcia.
Angel Lebron.
Antonio Martinez.
Manuel Perez.
Mariano Arieta.
Salvador Carrillo.
Aquilino Cruz.

### Guayanilla
Benigno Davila.
Torres & Co.
Benigno Rodriguez.
Joaquin Jordan.

### Guanica
Agustin Berastein.
Pedro Nieves.

### Gurabo
Ramon Donis.
Avelino Candelario.
Emeterio Marcano.
P. R. American Tobacco Co.

### Guayama
Alicea Hermanos.
Andres Rodriguez.
Jose Ledee.
Leopoldo Vazquez.
Amador Rodriguez.
Miguel Galves.
Mariano Alvarez.
Pedro Amoros.
Margaro Rodriguez.
Alfredo Bleck.
Luisa Lebron.
Luis Ortiz.
Luis Vazquez.
Matias Pomales.
Jose Alvarado.
Juan S. Ortiz.

### Guaynabo
Fernando Rivera.
Carmelo Ramos.
Francisco Monje.
Pedro Alvarez.
Jose Gonzalez.

### Humacao
Jose C. Diaz.
Ramon Rufeell.
J. M. Castro.
Bernabe M. Castro.
Luis Colon.
Sixto Gerona.
Jose M. Gerona.
Humacao Cigar Co.
Domingo Mestre.
Ventura Mijon.
Julio Matos.
Oristobal Rosa.

### Hatillo
Esteban Castro.
Juan B. Colon.
Juan R. Correa.

### Hormigueros
Ramon Velez.

### Isabella
Inocencio Castro.
Julio Gonzalez.
Eugenia Castro.

### Jayuya
Eduardo Iglesias.
Juan de Jesus Lopez.
Fernando Muniz Silva.
Tomas Rivera.
Jose Torres.
Juan Zamora.
Fermin Vergara.

### Juncos
A. Miranda.
Arturo Costa.
Jose Suarez.
Justino Mariano.
Francisco Garcia.
M. Hernandez.
Federico Gonzalez.
Jesus Gonzalez.
Manuel L. Cepero.
Eladio Galvan.
J. Lewis.
Abad Pedraza.
Clemente Colon.
Salvador Silvestriz.

### Juana Diaz
Felix V. Acosta.
Figuerea y Lugo.
Marcelino Munoz.
Pablo Rodriguez.
J. Vicente Santiago.
Francisco Torres.
Juan Torres.
Maximino Torres.
Pedro Torres.

### Las Piedras
Manuel Albo.
P. R. American Tobacco Co.
P. R. American Tobacco Co.

### Las Marias
Bartolomey Gaya.

### Lajas
Felipe Valle.

### Luquillo
Federico Cabera.

### Loiza
Jose Gimenez.
Saturnino Andreu.
Jose Matos.
Carlos Mojica.
Eduardo Quinones.
Julio Lopez.

### Morovis
Arturo Berrios.
Vicente Ocasio.
Antero Alfaro.
A. Padro.

### Maunabo
Miguel Colon.
Gualberto Colon.
Delores Cazzarette.
Ceferino Ortiz.
Higinio Ortiz.
Aurea Pomales.
Ruperto Rivera.

### Manati
Pastor Portalatib.
P. R. American Tobacco Co.
Justo Lovan.
Manuel Bonhome.
Eloy Lopez.
Evaristo Santana.
Justo Hermandez.
Juan Vidal.
Candido Rios.
Juan Martinez Acosta.
Ramon Collazo Pares.

### Mayaguez
Miguel A. Sanchez.
Claudio Rebollo.
Francisco Cuevas.
R. Gonzalex Lopez.
F. Martinez Quinones.
Augusto Velez.
Jose Canales.
Julio Alicea.
Bernabe Gonzalez.
Infanzon & Rodriguez.
Daniel Morales.
Angel L. Padilla.
Pedro Toro.
Jose C. Vincente.
Gutierrez y Doval.
Francisco Garcia.
Felix Menendez.
Mariano Pavia.
Candido Santiago.
Pabon Valentin.
Saul y Raura.

### Naguabo
Bernabe Arce.
Ernesto Rotger.
A. Villarini.
Lazanta y Suarez.
Juan Negron.
Felipe Burgos.
Juan Patxot.
Esteban E. Rivera.
Genaro Haddock.
Esteban Hernandez.
Felipe Tajeiro.

### Naranjito
Fernando Vega.
Felipe Reyes.
Rafael Archilla.
Secundino Morales.
Felipe Reyes.
Juan Marrero.

### San Sebastian
Gonzalo Caban.
Juan E. Cordona.

### San German
Juan B. Baez.
Jacobo de Castro.
Jose Ramon Lugo.
Jose R. Rivera.
Guillermo Valle.

### Sabana Grande
P. R. American Tobacco Co.
Sinforoso Velez.
Genaro Sepulveda.

### San Juan
A. J. Souffront.
Arcadio Perez.
Manuel Santiago.
Antonio Moozo.
Jose Villafane.
Ruperto Aguayo.
Manuel Miranda.
Eulalio Pena.
Luis Figueroa.
Antonio Bidot.
Ceferino Rosario.
Rafael Diaz.
Luis Perales.
Martin Laza.
Jose C. Rivera.
Pablo Ferrer.
Daniel Miranda.
Luis Mario Cortes.
Avelino Montalvan.
Isaac Alvarez.
Juan S. Colon.
Roman Rodriguez.
Juan Rubert.
Miguel Robles.
Tomas Garcia.
P. R. American Tobacco Co.
P. R. American Tobacco Co.
P. R. American Tobacco Co.
Placido Alvarez.
Acoro Cigar Co.
Placido Rojas.
Rafael Toro.
F. M. Martinez.
Francisco Rosa.
Sabino Reina.

### San Lorenzo
Zacarias Borges.
Jose Rodriguez.
Hernandez y Vazquez.
Cayetano Contreras.
Evangelista Torres.
Carlos Melendez.
Francisco Escobar.
Jose G. Garcia.
Justino Rivera.
Juan C. Gonzalez.

### Santa Isabel
Daniel Ramos.
Modesto Santiago.
Manuel Valle.

### Salinas
Margara Mateo.
Ramon Matos.
Astacio J. Colon.
Emilio F. Lugo.

### Toa Baja
Antonio Sosa.
Antonio Fernandez.
Francisco Melendez.
Jose Sanchez.
Tomas Prado.
Eugenio Perez.
Alejandro Negron.
Damian Nieves.

### Trujillo Alto
Manuel R. Negron.

### Penuelas
Norberto Solis.
Jose Colon.

### Patillas
Ortiz Tanon.
Julio Rosa.
Domingo del Carro.
Pedro J. Cortes.
Claudio y Riccee.
Juan Soto Vega.
Julio Servia.

### Ponce
Tobias Alvarez.
Francisco Alvarado.
Zenovia Cordero.
Romulo Cordero.
Juan Ferrer.
Juan Gallardo.
Belisario Lugo.
Jovino Lopez.
Roman Lugo.
Manuel Ortiz.
Juan Orsini.
Bienvenido Oliviery.
Rafael Perez Palomo.
Jose Atilano Roche.
Prudencio Rivera.
Jose Rodriguez.
Victoriano Rodriguez.
Ramon Rodriguez.
Carlos Saliche.
Manuel Ignacio.

### Yauco
Valentin Mercado.
Antonio Ramiraz.
Juan Vicens.
Julio Bairon.
Suc. de Eloy Garcia.
Perez y Garcia.
Pedro Avinon.
Yauco Cigars Co.
Julio Diaz.

### Yabucoa
Felipe Matos.
R. Montesuna.
Jesus Maria Davila.
Nicolas Nieves.
Felix L. Lopez.
Arsenio Arliques.

### Utuado
Miguel Morell.
Hipolito Otero.
Antonio Glores.
Rivera y Feliccio.
Jose Villanueva.
Pedro J. Monsanto.
Utuado Cigar Co.
Juan R. Martinez.
Jose Dienna.
Pablo Colon.
Buenaventura Roig.
P. R. Am. Tobacco Co. of P. R.

### Quebradillas
Temistocles Butler.
Jose Cordero Rios.
Gertrudis Mejas.
Guillermo Perez.
Agustin Zamot.

### Vega Baja
Diego Olmeda.
Jose Colon.
Jose Rosario.
Leonardo Aviles.
Joaquin Torres.
Manuel Torres.
Eladio Vicente.

### Vega Alta
Antonio Ambert.
Andres Rocado.

### Vieques
Antonio Nieves.
Marcelino Cordero.
Natividad de Castro.
Victoria Bermudez.
Eugenio Rivera.
Ramon Encarnacion.
Luis Torres.
Carmen Torres.

### Villalba
Apolimar Guzman.
Ocasio Santiago.
Gregorio Rodriguez.
Zemon Zayas.
Ramon Gonzales.

## LEAF TOBACCO DEALERS AND STRIPPERS

### Arecibo
Colón y Pérez.
Carlos Domínguez.
Roses & Co.
Alvarez & Cia.
Oliveras y Alifonso.
Mora y Frese.
G. García & Cia.

### Aguadilla
Sanders Phillippi & Co.
José L. Márquez.
Juan Almeida.
Giménez y García.

### Bayamon
Fernando Alvarez.
Victoriano Menéndez.

### Barceloneta
Francisco Miró.

### Cayey
Aragunde & Cia.
Galo Rivera.
Luis A. Ortiz.
Aureliano Pelaez.
Independent Tobacco Growers Co.
Salvador Gallart.
Francisco Echevarría.

### Cidra
Sariego y Fernández.
Valentin Torres.

### Comerio
Manuel Cordin.
Cobián y Solares.
Plácido Longo.

### Corozal
Valiente & Compañía.
Manuel Sanfeliz.

### Caguas
Max Gans & Son.
Rocafort y Sierra.
Ricardo Rodríguez.
C. Redin & Cia.
Rosenstadt & Waller.
Sánchez y Camacho.
Durlach Bros.
La Plata Tobacco Co.
J. Colón & Cia.
Fernando Alvarez.
Manuel Bernardo.
Gaspar y López.
Juan Giménez.
C. W. Boom.
Hamburger Bros. & Co.

### Ciales
Martorell & Co.

### Coamo
A. R. Aguilar Sucs.
Antonio Rosalgan.
Rufo A. Colón.
Juan Emanueli.
José R. Rodríguez.
Antonio Ortiz.

### Hatillo
Lucas Rosa.

### Isabela
José Cardona.
Miguel Guevara.

### Juncos
Leo Hirsch.
Leo Hirsch.
M. A. Solá & Co.
Clemente Pereda.
Francisco Frangano.
J. Lewis.
Severo Domínguez.

### Juana Diaz
Martínez y Fortier.
Félix López Alvarez.
Selgas & Co.

### Mayaguez
R. González López.
Vicente Pabón.
Filiperto González.

### Manati
Otilio Sandoval.
Ramón Morán & Co.

### Naranjito
Fonseca & Cia.
Rodríguez Hevia & Co.

### San Juan
Diego Aguero & Cia.
Madera García & Co.
P. R. American Tobacco Co.
P. R. American Tobacco Co.
Porto Rico Leaf Tobacco Co.
Javier Alonso Riera.
Miguel Robles.
Alonso Riera & Cia.
Madera Vigil & Co.
Hermano Rose.

### San Lorenzo
Antonio Buxó.
Durlach Bros. Suc.
Sellés Casas & Co.
Feliciano J. Gonzalez.

### Toa Alta
Elias Calderón.
Leopoldo Díaz.

### Ponce
Javier Alonso Riera.
P. R. American Tobacco Co.

### Utuado
Rafael Herrera.
J. B. Lichenstein.
Roses & Cia.
Gervacio Taraño.
Pedro Alonso.
Francisco Galeno Cabán.

### Fabucoa
José Martínez.

## TOBACCO GROWERS

### Aibonito
P. R. Leaf Tobacco Company.
Fernando Pont Zayas.
Jesus Suarez.
Angel M. Santiago.
Liborio Gutierrez.
Nicolas Ortiz.
Antonio Torres.
Francisco Ortiz.

### Aguas Buenas
Francisco Flores.
Rio Rechani.
Jose Morales.
Domingo Freire.
Juan Salas.

### Barranquitas
Arturo Umpierre.

### Barceloneta
W. E. Kennedy.

### Barros
Francisco Carro.

### Caguas
Candido Ramirez.
P. R. Leaf Tobacco Co.
La Plata Tobacco Co.
Jacinto Polanco.
Jacinto Soto.
Harrison Johnson.
Hermogenes Gimenez.
Manuel Gimenez.
Juan Gimenez.

**Cayey**
P. R. Leaf Tobacco Co.
Luis Benet.
Federico Benet.
Arturo Baldrich.
Antonio Ramirez.
Agustin Fernandez.
Baltasar Mendoza.
Luis A. Ortiz.
Galo Rivera.
Salvador Gallart.
Sebastian Mendosa.
Juan J. Cebollero.
Juan Planillas.
Jesus Collazo.
Pedro Quintana.
Bosch Bros.
Miguel Nogueras.
Francisco Rodriguez.
Angel Ma. Lopez.
Fernando Perez.
Julio Ramos.
Cesar Ma. Ortiz.
Maximino Zayas.
Pedro Mombilla.
Arturo Aponte.
Luis Rodriguez.
Tomas Rodriguez.
Jose Munoz.
Manuel Morales.
Cecilio Colon.
Francisco Leon.
Antonio Villanueva.

**Comerio**
Antonio Ponton.
Manuel A. Perez.
Placido Longo.
P. R. Leaf Tobacco Co.
H. Carmona e Hijos.
Asociacion Local Cosecheros de Tobaco.
Antonio Romero.
Cobian Solares & Co.
Alfonso Santiago.

**Cidra**
Barrionueve, Zeno & Co.
Andres Otero.
Francisco M. Zeno.
Sariego & Fernandez.
Florencio Rodriguez.
Anfiloquio Gandara.
Pedro Freire.
J. D. Stubbe.

**Gurabo**
R. M. Gonzalez e Hijos.

**Naranjito**
Rafael Valles.

**San Lorenzo**
Francisco Sanchez.
Rafael Masso.
Julio Mangual.
Feliciano Gonzalez Padin.
Antonio Royes.

**Utuado**
J. B. Lichtenstein.
Norberto Garcia.

## Manufactured Weather

(*Continued from page* 52b)

tion. This is a problem in dehumidification, since both the temperature and the moisture content must be reduced below the condition of outdoor Summer air.

Sometimes it is desirable to dry certain things, gelatine capsules, for example, in a "closed circuit" dryer, wherein the air is used over and over again. This conserves refrigeration and makes it possible to hold the dryer at a constant temperature. In this case the dehumidifier acts as an air dryer, as well as an air cooler. The return air from the dryer, its temperature slightly increased by radiation from the outside, and its moisture increased by evaporation from the product being dried, enters the dehumidifier, which is usually placed within the dryer itself, and therein is restored to its original moisture content and initial temperature.

There are countless applications for dehumidification and many ways of adapting the apparatus to meet the individual requirements of each application.

By means of the apparatus described we can, then, manufacture weather to meet any requirement, and wherever weather is a factor of importance to any manufacturer *manufactured* weather can be provided which will make "Every day a *good* day,"—whether such weather must be hot, cold, moist or dry.

Today, in more than one hundred distinctly different industries, from cigarettes to aeroplanes, more than six hundred million pounds of made-to-order weather is manufactured every working day.

## Fine New Factory for Brunhoff

The Brunhoff Manufacturing Co. has erected a new factory on the corner of Freeman Avenue and York Street, Cincinnati. The new two story building, of "velvet" brick with gray stone trimmings, has a frontage of 132 feet on Freeman Avenue and 250 feet on York Street. On the two floors, the company obtains about 65,000 square feet of working space, or more than four times the room afforded in the old plant.

The growth of the company's business during recent years caused the old plant to become crowded. For additional employes required, the working space was lacking. Nor was there room to store all the material desired to be kept in stock.

Unable to find another factory building especially suitable, the Brunhoff Manufacturing Co. resolved to build. Eventually a very desirable site was secured, about ten blocks up Freeman Avenue from the old factory. The district is regarded as particularly good for labor. And there are other advantages.

Having obtained the desired location, the company proposed to have an up-to-date factory building, one that would reflect credit on Cincinnati. Edward Brunhoff, president of the company, made the plans himself. Expense was not spared. All that experience could suggest to secure plenty of light, thorough sanitation, extra convenience or superior utilty, was incorporated in the plans. In practical results the achievements exceeded expectations.

On the lower floor the machinery is arranged along the sides and ends of the building. On the floor above, the assembling and other light work is done.

"In the metal line" the company has one of the best equipped machine shops in Ohio. But its operations are not restricted to metal work.

The "Mov-a-Long" sign, now shown with conspicuous advertising success in numerous stores, is one of the specialties of the Brunhoff Manufacturing Co. The company also is making an efficient bottle washer that retails for about $6. It makes a complete line of little tools for the oil trade, as well as the appliances that have made the name of Brunhoff celebrated in the cigar business.

In the near future about 250 people will be employed in the new plant.

Though others may complain of the dullness of business, the Brunhoff Manufacturing Co. keeps busy. Its specialties are in good demand. The company, ever alert and progressive, is steadily increasing its trade. And rightly, for some of the big things done in an unsatisfactory year such as 1921, credit is accorded to W. S. Lekamp, "field marshal" and Eastern sales manager for the company. Lekamp can hang a picture of the new factory on the wall of his office at 113 Maiden Lane, New York, and make a New Year's resolution to get orders that will keep the Brunhoff factory humming in 1922.

## Portocuba Corporation

R. F. Fels, manager of the Portocuba Corporation, returned to New York, Monday, from a trip to Porto Rico. He reports that the outlook, all things considered, is becoming more satisfactory.

The company has warehouses at Bayamon and Corazal, and the packings now being made are declared to be "particularly good tobacco."

## "Farm Prices" of Porto Rican Tobacco

Too often in the compilation of crop statistics for census reports or other purposes the "average farm price" is an approximation, an estimate, a guess that may be very close or otherwise on occasion.

Based on aggregate and actual sales in every tobacco district of the Island, shown by transactions recorded, obtained in many places and attested authoritatively as being correct, the average price per pound paid for tobacco to the Porto Rican farmer during the past fifteen years was as follows:

| Crop. | Av. Selling Price Per Lb. |
|---|---|
| 1907 | $.1447 |
| 1908 | .1469 |
| 1909 | .1578 |
| 1910 | .1897 |
| 1911 | .2135 |
| 1912 | .2260 |
| 1913 | .2207 |
| 1914 | .1727 |
| 1915 | .2005 |
| 1916 | .2439 |
| 1917 | .3438 |
| 1918 | .2624 |
| 1919 | .3184 |
| 1920 | .5406 |
| 1921 | .2193 |

## Bosch Bros.

Bosch Bros, who recently opened a New York office at 126 Water street, are long established and successful merchants at Cayey, Porto Rico. Also they are tobacco growers, packers, strippers and exporters who are prominently associated with the industry in their district.

"Quality supreme" is their motto. In shipping leaf tobacco to the United States, they are resolved to handle only the best. Their proposal is to give excellent and satisfactory service to every customer.

Their facilities and connections in Cayey, as well as their experience and knowledge of the Porto Rican tobacco business, place them in a position to build up trade that will be enduringly important.

## Hermann J. Rose

Hermann J. Rose has established himself as a packer of Porto Rican tobacco at Santurce, a suburb of San Juan. Mr. Rose was for many years associated with two of the large Porto Rican tobacco houses. He knows the wants of the cigar manufacturers and can be relied on to fill any order required. He packs only high-grade leaf obtained from the inland sections of the Island. He specially prepares scrap tobacco and gives particular attention to commissions for individual packings for leaf dealers and manufacturers. When Mr. Rose built his own warehouse and plant at Santurce, he did it with a desire to accommodate his customers with quick service to the steamers.

## Porto Rican Coffee Exports

In Porto Rico coffee is exceeded in importance only by sugar and tobacco. Exports of Porto Rican coffee during the past three years are shown by official figures as follows:

1918

| Destination. | No. of Lbs. | Value. |
|---|---|---|
| France | 1,227,819 | $210,505 |
| Spain | 9,598,203 | 1,557,710 |
| Cuba | 26,460,877 | 3,686,569 |
| Virgin Islands | 22,335 | 3,255 |
| British W. I. | 1,000 | 165 |
| Canary Islands | 25,137 | 3,401 |
| French W. I. | 100 | 16 |
| Dominican Republic | 26,445 | 4,631 |
| United States | 256,697 | 39,064 |
| Total | 37,618,613 | $5,505,316 |
| Average price | ..... | $.146 |

1919

| Destination. | No. of Lbs. | Value. |
|---|---|---|
| France | 492,364 | $149,527 |
| Spain | 11,699,537 | 2,523,528 |
| Cuba | 15,396,150 | 3,317,937 |
| Virgin Islands | 5,919 | 1,040 |
| Canary Islands | 27,472 | 4,599 |
| United States | 276,529 | 68,942 |
| Total | 27,897,971 | $6,065,573 |
| Average price | ..... | $.217 |

1920

| Destination. | No. of Lbs. | Value. |
|---|---|---|
| France | 921,904 | $279,704 |
| Gibraltar | 3,920 | 1,100 |
| Spain | 4,543,472 | 1,377,993 |
| Cuba | 26,308,963 | 7,082,373 |
| Virgin Islands | 6,648 | 1,750 |
| Dutch West Indies | 100 | 50 |
| British West Indies | 50 | 14 |
| Canary Islands | 73,222 | 23,190 |
| Dominican Republic | 9,898 | 2,873 |
| United States | 908,577 | 264,981 |
| Total | 32,776,754 | $9,034,028 |
| Average price | ..... | $.276 |

# El Tabaco

## Su Origen—Su historia—Su desenvolvimiento financiero en Puerto Rico

**Por CAYETANO COLL y TOSTE**

La primera noticia del *tabaco* la tenemos por Cristobal Colón, quien anotó en su libro de *Bitácora,* que los indios de las islas *Guanahani* y *Yumai* (que él bautizó *San Salvador* y *Fernandina,* cuando fueron a bordo de la carabela Santa Maria le ofrecían con insistencia hojas de una planta (el tabaco) como un singular presente y que demostraban por sus gestos ser muy apreciadas de ellos.

Después, el martes 6 de Noviembre de 1492, anotó de nuevo en su libro de navegación, que sus representantes e interpretes Rodrigo de Jerez y Luis de Torres habian estado a visitar al cacique del Camaguey, en Cuba, y que vieron por el camino hombres y mujeres indígenas con un tizon en la mano y unas yerbas secas, de las cuales tomaban sahumerios.

El primero que llevó la noticia a España sobre esta planta fué el gran Almirante Colón al dar cuenta a los Reyes Católicos de su Descubrimiento de las Indias Occidentales.

Refiere D. Bartolomé de las Casas, cronista de Indias, que los indígenas llamaban a esos mosquetes de hojas secas *tabaco.* Pronto los conquistadores tomaron de los indios de *La Española* el habito de fumar tabacos.

Los naturales de las Antillas usaban esta planta para excitarse en sus ceremonias religiosas. El augur preparaba una especie de *rapé,* que se tomaba por las narices, mediante un instrumento especial, cuyo canuto tambien se llamaba *tabaco,* y a la vez musitaba una oración, invocando a su divinidad. El acto de tomar estos polvos se llamaba *cojoba.* Lo efectuaba el hechicero augur, cuyo nombre era *bohique,* antes de impetrar la ayuda *zemí* protector. También en determinadas asambleas o consejos de jefes, antes de tomar una resolución importante, sobre sus guerras, hacian esta ceremonia.

Los españoles introdujeron en Europa esta aromatica planta y Mr. Nicot, embajador de Francia en Portugal, el año de 1560, la introdujo en su patria. La obtuvo de un mercader flamenco que la habia llevado a Lisboa. Mr. Nicot la dió a conocer en Paris a Catalina de Médicis; y se la llamó algun tiempo en aquella ciudad la *yerba de la reina.* Los botánicos franceses al clasificarla cientificamente la llamaron *Nicotina* en obsequio al embajador que la habia introducido en Francia.

En Italia la introdujo el cardenal Santa Cruz, nuncio de Portugal, y también el cardenal Nicolás Fornabona, legado de su Santidad en Paris. Por algún tiempo los italianos la llamaron la *yerba de Santa Cruz* y la *yerba de Fornabona.* En Inglaterra introdujo la planta indiana Sir Walter Raleigh. Pronto se generalizó en el reino británico el uso de fumar y Jacobo I, rey de Inglaterra, declaró en 1604 que el tabaco era una *planta maldita* y en 1619, deseoso de cortar el abuso de la nicociana publicó contra los fumadores unos cuantos rescriptos.

Ibase extendiendo por toda Europa el hábito de fumar. Los austriacos la tomaron con tal vehemencia, que en la *Transilvania,* principado de Austria, salió un decreto en 1659, condenando a la confiscación de sus bienes a los que plantasen tabaco; y a una multa de tres florines a los que tomasen *rapé* y multa de doscientos florines a los que fumasen.

El abuelo de Pedro el Grande y Amurat IV y el rey de Persia, lo prohibieron en sus estados bajo la pena aflictiva corporal de cortar las narices y las orejas a los que usaran el tabaco.

El público se burlaba del método prohibitivo y de las cortapisas que se establecian para que no se propagase el uso del tabaco. La gente encontraba en la aromática planta una distracción a sus pesares, un estimulante para el trabajo intelectual y en determinadas ocasiones una planta medicinal. El Papa, el jefe de la Iglesia Católica, también tomó cartas en el asunto y en 1624 excomulgó a todos los fieles que se permitieran tomar *rapé* dentro de los templos. Los sacerdotes se habian dedicado con gran fervor al uso de este estimulante dándole la preferencia a tomarlo en polvo de rapé a fumar tabacos. Llegó a ponerse de moda tener costosísimas cajas de rapé.

II

En Puerto Rico no se explotó esta riqueza pública en los primeros años de la Colonización. En unas Ordenanzas del Rey Católico, en 27 de Setiembre de 1513, se dispone únicamente, que todo vecino que tuviere indios en encomienda, estaba en la obligacion de sembrar, en espacio de cuatro años, 4 árboles de cada especie, de granados, perales, manzanos, camuesas, duraznos, albaricoques, nogales, y castaños. Nada de esto dió resultados. Es la mania de querer los hombres hacer felices a los demás, *a su manera.* Se legislaba para este pais a mil y quinientas leguas. El tiempo, que tantos problemas resuelve, vino a probar que lo que convenia sembrar era café, caña de azúcar y tabaco.

Seed plants in flower

El gobernador de esta isla D. Sancho Ochoa de Castro, con fecha 1o de Enero de 1582 le decia al Rey, que los tratos, contratos y granjería de Puerto Rico eran azúcar, cueros, casabe, maiz y gengibre. Todavia no se nombra el café ni el tabaco.

Los vecinos sembraban el tabaco para su uso particular, pero sin fijarse que era una fuente de riqueza pública.

En tiempos del rey Felipe III en 1614, se expidió una real Cédula permitiendo a los puertorriqueños la siembra *libre* del tabaco, pero negando su venta a los extranjeros. Dice asi la real cédula:

"Sin embargo de la antigua prohibición, ocasionada del comercio fraudulento con los extranjeros, enemigos de Nuestra Real Corona, es nuestra voluntad, que los vecinos de las islas de Barlovento, Tierra Firme y otras partes, donde se siembra y coge tabaco, no pierdan el aprovechamiento que en él tienen, y nuestra Real Hacienda goce el beneficio que resulta de su comercio. Y tenemos por bien y permitimos que lo pueden sembrar *libremente,* con tal que todo el tabaco que no se consumiere y hubiere de sacarse de cada isla o provincia, venga registrado *directamente* a la ciudad de Sevilla; y los que contrataren tabaco por otras partes, incurren en pena de la vida y perdimento de sus bienes; mitad para nuestra Cámara y la otra mitad para el juez y denunciador, por iguales partes. Y mandamos a nuestros Gobernadores, que lo ejecuten inviolablemente, advirtiendo que se les pondrá por capitulos de residencia; con pena de privación perpetua de oficio si hicieren lo contrario, y perdimento de la mitad de sus bienes aplicados segun la formula referida."

De modo que no se podia plantar tabaco más que para uso interior de los vecinos de la isla; y el resto que sobrase se podia enviar por el puerto de la Capital, único habilitado en aquella remota epoca, con dirección a la ciudad de Sevilla. No obstante, los puertorriqueños a pesar de tan terrible traba vendian de *contrabando* grandes partidas de tabaco por las costas de la isla a los barcos ingleses, daneses y holandeses. Lo que prueba que el sistema prohibitivo es un gran error, sobre todo aplicado al comercio; por eso, dice sabiamente el historiador Macaulay, que los males de la libertad se curan con la libertad misma.

En Puerto Rico se vendia el tabaco para la exportación a dos reales la libra. En 1646 le producia al Fisco anualmente el miserable tributo de ocho mil reales. El público preferia hacer contrabando y venderlo al extranjero a trueque de toda clase de peligros. Venderlo al Gobierno no daba beneficios.

Segun el informe del comisario regio D. Alejandro de O'Reilly, en 1765, ya se cosechaba tabaco en Puerto Rico de primera, segunda y tercera calidad, y se vendia a un peso cincuenta centavos la arroba, compuesta de las tres clases.

Por real cédula de 23 de Mayo de 1766 se dispuso que se estableciera en esta isla la *Renta del Tabaco.* Los ingresos en reales cajas eran escasos tadavia porque los productores continuaban prefiriendo el *contrabando,* con los holandeses, que eran los que mejor se los pagaban.

Por real cédula de 3 de Julio de 1784 se dispuso el establemimiento de una *Real Factoría,* y que todo el tabaco que en ella se sembrase, habia de ser y tomarse por cuenta de Su Majestad, teniendo especial cuidado en no permitir que se vendiese a ninguna persona. El gobierno central continuaba enviando leyes prohibitivas, pero el primero que no las hacia cumplir era el Gobernador que comprendia que seria la ruina de los cosecheros de la rica planta. Por tanto les dejaba disponer con entera libertad de sus cosechas como mejor les conviniese, obligándoles solamente a pagar el Diezmo.

Este tira y encoje de prohibiciones imposibilitó el gran desarrollo que pudo tener esta riqueza agrícola en aquellos remotos tiempos. No embargante, siempre los vecinos en todos los pueblos de la isla cultivaron el tabaco como un gran recurso para obtener dinero; y hubo poblaciones como Coamo que en el quinquenio de 1760 a 1765 obtuvo de beneficio doce mil pesos fuertes de la venta de la aromática hoja, cuando Ponce en el mismo lapso de tiempo no llegó más que a mil pesos.

La real cédula de 14 de Enero de 1778 en la que el Rey da a los vecinos de la isla las tierras *en propiedad,* pues hasta entonces no las tenian sino *al uso sin propiedad,* estimuló mucho a los puertorriqueños a cultivar en

mayor escala el tabaco. Y la real cédula de 10 de Agosto de 1815, llamada *Cédula de Gracias,* que permitió a los extranjeros *católicos* establecerse en el pais. Y las reformas del ministro D. José de Galvez, con la habilitacion de puertos—Fajardo, Ponce, Cabo Rojo, Mayaguez y Aguadilla—para la exportacion de los frutos del pais, incrementó poderosamente el cultivo del tabaco en todos los pueblos de la isla. Y considerar que en 1608 se dió una real orden prohibiendo terminantemente que se cultivara el tabaco en Puerto Rico! . . . Tambien es verdad que existen dos bulas del Papa excomulgando al que lo usare! . . . Asi son los tiempos!

La siembra de tabaco para le exportacion al extranjero empezó a desarrollarse de 1536 en adelante.

III

He aquí la Estadistica sabre Exportación del tabaco, a contar de 1850:

| Año | Libras | Valor | Derechos |
|---|---|---|---|
| 1850..... | 2.973.308 | $118.932.32 | ..... |
| 1851..... | 6.474.484 | 258.979.35 | ..... |
| 1852..... | 5.339.742 | 213.589.68 | ..... |
| 1853..... | 3.698.894 | 147.955.76 | ..... |
| 1854..... | 3.958.130 | 158.325.20 | ..... |
| 1855..... | 2.475.687 | 99.002.48 | ..... |
| 1856..... | 3.453.019 | 138.120.76 | ..... |
| 1857..... | 4.024.921 | 160.996.84 | ..... |
| 1858..... | 4.115.373 | 164.614.92 | ..... |
| 1859..... | 2.144.032 | 84.761.28 | ..... |
| 1860..... | 2.557.448 | 95.010.77 | ..... |
| 1861..... | 7.753.821 | 310.152.84 | ..... |
| 1862..... | 8.933.472 | 375.338.88 | ..... |
| 1863..... | 4.493.344 | 179.733.76 | ..... |
| 1864..... | 3.458.600 | 152.741.36 | ..... |
| 1865..... | 4.760.790 | 190.431.60 | ..... |
| 1866..... | 3.379.966 | 135.198.60 | ..... |
| 1867..... | 1.627.314 | 65.093.76 | ..... |

La gran baja que sufrió la cosecha de tabaco este año de 1867 se debió a los extragos del huracán de San Narciso.

| | | | |
|---|---|---|---|
| 1868..... | 2.658.985 | $106.359.40 | ..... |
| 1869..... | 3.578.983 | 143.159.32 | ..... |
| 1870..... | 5.950.322 | 238.012.88 | ..... |
| 1871..... | 5.381.081 | 215.243.24 | ..... |
| 1872..... | 6.189.296 | 247.571.68 | ..... |
| 1873..... | 4.999.086 | 199.963.44 | ..... |
| 1874..... | 4.177.512 | 167.100.48 | ..... |
| 1875..... | 5.691.552 | 227.662.08 | ..... |
| 1876..... | 3.175.375 | 127.015.00 | ..... |
| 1877..... | 5.797.998 | 431.219.80 | ..... |
| 1878..... | 5.237.961 | 891.630.66 | ..... |
| *Kilogramos.* | | | |
| 1879..... | 3.961.298 | $594.194.70 | 7.969.64 |
| 1880..... | 5.540.235 | 831.035.45 | 10.124.56 |
| 1881..... | 3.482.431 | 1.054.559.45 | 7.570.46 |
| 1882..... | 2.335.530 | 761.382.76 | 5.138.23 |
| 1883..... | 1.757.892 | 408.129.17 | 2.754.24 |
| 1884..... | 1.251.930 | 573.129.17 | 3.867.37 |
| 1885..... | 3.495.393 | 1.139.498.11 | 7.689.88 |
| 1886..... | 2.053.478 | 662.433.82 | 4.517.63 |
| 1887..... | 3.462.491 | 1.128.772.06 | 7.616.58 |
| 1888..... | 1.518.570 | 495.053.81 | 3.340.85 |
| 1889..... | 3.509.848 | 1.144.210.34 | 7.721.66 |
| 1890..... | 1.808.176 | 589.465.37 | 3.977.99 |
| 1891..... | 2.398.370 | 781.871.58 | 5.276.42 |
| 1892..... | 1.908.408 | 763.363.20 | 4.198.49 |
| 1893..... | 1.908.695 | 801.651.90 | 4.199.25 |
| 1894..... | 1.528.434 | 641.942.28 | 3.362.55 |
| 1895..... | 1.662.441 | 698.225.22 | 3.657.38 |
| 1896..... | 1.006.934 | 422.912.28 | 2.215.25 |
| 1897..... | 2.843.615 | 1.194.318.30 | 6.255.93 |

Seed beds for 1922 crop

El tabaco ha sido una de los mejores fuentes de explotacion en el pais; pero el haber puesto tributo a la exportación desde el año de 1879 perjudicó su desarrollo industrial y comercial. Nuestro tabaco es de tan buena calidad como el de la isla de Cuba y el mejor mercado de nuestras hojas llamadas *capas y tripas* superiores estaba en la Habana. El mundo entero ha estado fumando *aromáticos habanos,* como si fueran de la Vuelta Abajo cuando su procedencia legitima estaba en los campos de Comerio o Jayuya de Puerto Rico.

**Carlos Toro Labarthe**
*Secretary of Agriculture*

En el pais existia la industria de la elaboración del tabaco en torcedura, en picadura, en rapé, en cigarrillos y en cigarros. En *torcedura,* mediante preparacion especial, lo consumía, y consume, el campesino y algunos obreros, tomándolo en *mascaduras.* Antiguamente los campesinos no vadeaban un rio, estando sudados, sin echarse en la boca una *mascaura* de tabaco. Para ellos era un preservativo seguro contra el *pasmo* (el tétano).

En picadura, echado en pipa, pocas personas lo consumian en el pais; generalmente extranjeros. Era, y es, muy raro ver a un campesino puertorriqueño (un *jíbaro*) fumar en pipa.

En rapé, en botellas, se exportaba para el entranjero. El clero solia usarlo. Por fin, cayó en desuso.

En cigarrillos, solamente lo elaboraban los soldados de la guarnición española. La generalidad de las personas fumaban los cigarrillos traidos en cajetillas de la Habana. Tenian fama especial los de la casa de Susini é Hijos. Nadie preparaba un cigarrillo como se acostumbraba en la Peninsula. Alguno que otro empleado que venia de España con esta costumbre la dejaba para fumar cigarrillos habaneros.

En cigarros, se trabajaban en tabaquerias especiales y muchos tiendas, de las llamadas *pulperias,* solian tener de dos a cuatro operarios haciendo cigarros de *perilla, trabuquillos* y hasta imitando las *brevas habanos.*

En la última Exposición que tuvimos en San Juan, en tiempos de la dominación española, en 1893, se premiaron con medalla de oro por tabacos elaborados, cigarrillos y picaduras, a los señores Segundo Alvarez & Co., F. Luis Casals, Srēs Cabaña y Carvajal, Srēs Larrea Herm's, F. Andres Rodriguez, Srēs Rogelio Portela & Co., Srēs Rucabado Hermanos, D. José Rodriguez Fuentes, y D. Vicente Arizaga.—Por tabaco en rama los Srēs Solá & Co., Garcia Hermano, Solá y Sobrino, Medalla de bronce a D. Luis Chianchini por tabaco hilado.—Para esta epoca exportaba Puerto Rico, por termino medio, 1,000,000 de kilos de tabaco en rama La mejor hoja la exportaba la ciudad de Caguas. Los senores Solá & Co. solian vender para la Habana 20.000 quintales.

En la Exposición de 1893, figuraron instalaciones de tabaco de *La Ultramarina, La flor de Cayey, Las dos Antillas y La Nueva Yndiana.* Las vitolas de todos estos cigarros y sus condiciones aromáticas podian ya competir con los de la Habana.

La primer fabrica de tabacos de Puerto Rico. que emancipó nuestro mercado, y fué a luchar en noble competencia en Londres y Barcelona, con las de Cuba, fué *Las dos Antillas* de José Rodriguez Fuentes, que estaba establecida en la ciudad de S. Juan, en la antigua casa que ocupaba de *Café de Turull,* donde se levanta hoy el nuevo edificio del Banco Territorial y Agricola.

Es indudable que los terrenos tabacaleros de Caguas, Aybonito, Cidra y Comerío, constituyen la *Vuelta Abajo* de Puerto Rico.

IV

La Carta Autonómica concedida por España a Puerto Rico in 1897 vino a ejercer una gran influencia en el desarrollo de nuestra industria tabacalera.

Nuestras mejores hojas, de capa y tripa, se exportaban para Cuba. Y de este modo nuestra materia prima se iba para el exterior en vez de elaborarse en el pais.

Cuba, al recibir tambien su Carta Autonómica, lo primero que hizo fué cerrar sus puertas a la importación de nuestro tabaco en rama, con lo que nos provocó un gran conflicto.

Yo desempeñaba entonces la Sub-secretaria de Agricultura, Industria y Comercio, y D. José Severo Quiñones, después Presidente del Tribunal Supremo, la Secretaria. Todavia estoy viendo al bondadoso amigo penetrar en mi Departamento y poniéndose los manos en la cabeza, decirme:

—Qué conflicto tenemos en puerta, amigo doctor. La isla hernana le cierra sus puertas a muestro tabaco. El Gobernador me ha dado el cable de *aviso.* Nos aconseja redactemos un *Suplicatorio* a la Reina Regente para que interceda con el gobierno autonómico de Cuba en favor de nuestro tabaco en rama.

—Usted, amigo D. Pepe, redactará ese Suplicatorio, que lo que soy yo primero me corto la mano.

—Y ¿que propone usted?

—Que donde las dan, las toman—Al estacazo que nos arriman los Cubanos hay que contestar con otro estacazo.

—Cuál?

—Pongámosle una fuerte contribución aduanera al cigarro y cigarrillo que nos viene de la Habana.

—Ah! ah! y ? quien va a fumar en Puerto Rico *pitillos* hechos por los soldados? Y ¿quien elabora aquí una buena *breva habanera?*

—Los mismos que las elaboran en la Habana. Todo es cuestion de empezar. Tenemos lo principal, que es la materia prima. A la par que pongamos una fuerta contribución al tabaco elaborado cubano, demos libertad absoluta, sin contribución alguna, para todo el que quiera establecer fábrica de cigarros y cigarrillos en Puerto Rico.

Mi plan se aceptó. Yo redacté las bases. Y la industria del tabaco elaborado en toda la isla tomo un gran incremento.

Al año siguiente, o sea en 1898, vino el cambio de dominación en la isla, y empezó a entrar el capital norte americano a fomentar esta explotación en grande escala y nacieron las grandes factorias tabacaleras que hoy conocemos, como *La Colectiva* y otras.

# El Tabaco de Puerto Rico en el Mercado Americano

Una nueva y original corriente de acercamiento entre considerables intereses de Estados Unidos y Puerto Rico, inicia, con el presente número especial que dedica a nuestra isla, esta gran Revista "Tobacco," que se edita desde hace siete lustros en la populosa ciudad neoyorkina.

Acá, en mi modesta casita de campo, retirada sobre una meseta del interior de la isla, en el mismo centro de la mejor zona productora de nuestro rico tabaco, tuve el honor de recibir la visita del culto caballero americano, Mr. R. T. Tanner, Administrador General de la interesante Revista tabacalera, que por primera vez arribaba a esta isla de América con el exclusivo objeto de solicitar colaboración de personas competentes y de recoger datos históricos acerca del tabaco de Puerto Rico. ! Admirable modalidad ésta del genio y del esfuerzo americano, digna de la gratitud y del recuerdo de nuestro pueblo víctima hasta aquí, tantas veces, de la insania de los "carpet-baggers" que para perpetuar su posesión de los destinos públicos no llevaron hasta aquel gran pueblo la relación de nuestra cultura y de nuestras fuentes de riqueza sino la nota, exajerada siempre, de lo que pudiera empequeñecernos y desmeritarnos!

Sirvan estas líneas preferentes de mi articulo, como anticipado testimonio de reconocimiento para esa noble empresa periodística, que, al proponerse ensanchar el radio de su acción, tan útil y eminente servicio viene a prestar a los intereses tabacaleros de la isla y de la metrópoli.

Y vamos al tema.

Evidentemente, el tabaco de Puerto Rico tiene buen crédito en el mercado americano. Lo revelan esos nuevos compradores que cada año llegan a la isla, y el impulso enorme, cada día mayor, que alcanza ya la "Porto Rican American Tobacco Co.," presentando y vendiendo sus productos con la marca de origen de Puerto Rico. Pero ésto no indica que tengamos asegurada la estabilidad del negocio, ni el progreso a que está llamada esa producción por la singularidad de sus comprobados méritos. El crédito de nuestro tabaco no ha alcanzado la difusión que debiera entre el consumidor americano. Apartándonos de la corporación antes citada, ninguna otra de importancia atendible conocemos que esté presentando el tabaco de Puerto Rico con su marca de origen en aquel inmenso mercado; y ésto constituye un serio y permanente peligro para nuestra producción, porque, desconociendo el consumidor la procedencia del tabaco que acostumbra a usar, fácilmente puede aparecer el fraude cuando la especulación intermediaria vea "buen negocio" en recurrir a la adulteración presentando sustitutos inferiores. Este justificado temor, que no pocas veces ha sido comprobada realidad, trajo la ley de "estampillas" y la creación de la oficina de garantia del Gobierno de Puerto Rico, en la ciudad de New York, que tan excelentes servicios empieza a prestar a los intereses tabacaleros. Viene también, por otra parte, el esfuerzo de los productores portorriqueños, que, obligados por la expoliación de los especuladores, han constituido su asociación con justificados propósitos de mejoramiento y defensa. Y si a estos recursos lográsemos unir la cooperación de los fabricantes y consumidores de nuestro tabaco en el mercado americano, para que alli se exija la garantía de su procedencia, no cabe dudar en el brillante porvenir que aguarda a este fuente de riqueza, con el mútuo beneficio de los tres principales factores que en su desenvolvimiento intervienen: el productor, el fabricante y el consumidor.

Es cierto que la mayor parte del tabaco elaborado que circula en los Estados Unidos, aparece como procedente de "Cuba"; pero afirmamos que ninguna garantía tiene el consumidor americano de que no se le engaña en la generalidad de las marcas que se le ofrecen, salvo las de determinados industriales de notable reputación. Para nadie que haya visitado y estudiado aquel mercado, son un secreto esas adulteraciones que allí constante e impunemente se realizan; y así, al tabaco de Puerto Rico, que es el único en el mundo de tan buena calidad como el "Cuba", se le hace la competencia con tabacos de "Filipinas", de "Santo Domingo" y de otras procedencias inferiores, que al incauto consumidor se les hace pagar con el lujo de la reputación del origen falso que se les presenta. En este orden de ideas, son notorias las ventajas que derivaríamos si lográsemos convencer al consumidor americano de que debe defenderse de esos fraudes, exigiendo garantías de la procedencia del tabaco que consume. Es verdad que de esa suerte tendríamos que luchar con la mayor fama del tabaco "Havana"; pero esto no debe preocuparnos. En primer lugar, el tabaco de "Cuba" que se importa a Estados Unidos no es suficiente para satisfacer a todos los fumadores de buen tabaco en aquel pais; y, además, el tabaco de Puerto Rico, por su calidad y sabor, nada tiene que envidiar el de aquella isla. Todos los fumadores que llegan a apreciar las dos procedencias, convienen en que el nuestro, de parecido aroma, pero más suave que el de "Cuba", agrada más al paladar de los fumadores americanos. Luego, queda de nuestra parte la diferencia de precio, por virtud de la tarifa protectora y del menor costo de producción. El quintal de tabaco que en Cuba cuesta $150.00, en Puerto Rico no pasa de $40.00. ? Porqué entonces ha de ser imposible convencer al consumidor americano de que puede satisfacer su gusto de fumar tabaco selecto con notable economía para su bolsillo?

Naturalmente que para conseguirlo ha de costarnos una labor perseverante y una intensa campaña de propaganda; pero el asunto vale la pena que se afronte. Y ya es alentador observar este movimiento de opinión impulsado por la Agencia de Garantía que funciona en New York, y del cual es demostración elocuente este admirable esfuerzo con que la gran Revista "Tobacco" obsequia a este pedazo de la fecunda tierra americana.

F. M. Zeno,
Presidente de la Asociación de Cosecheros de Tabaco de Pto-Rico.
Cidra, Porto Rico.

## Dr. Cayetano Coll y Toste
## Historiador de Pto Rico

Acompañados de un distinguido amigo el Sr. Arturo Noble visitamos al Dr. Coll y Toste en su quinta *Villa de Los Pinos,* Avenida de Ponce de León, 162, con el fin de obtener datos historicos sobre el *Tabaco* en Puerto Rico.

El Doctor nos recibió bondadosamente con fina cortesía y de él es el artículo que en otra parte de esta Revista damos a conocer a nuestros lectores.

Aunque de edad avanzada, conservase el Doctor fuerte como un roble. La conversación no decae en su compañía y conserva una memoria prodigiosa. El es hoy el Historiador oficial de Puerto Rico y lleva publicados ocho volumenes de una obra titulada *Boletin Histórico* de Puerto Rico que contiene una serie de Rectificaciones de autores anteriores y una extensa Compilación de documentos históricos referentes al Pais sacados del Archivo de Yndias, de Sevilla, del Archivo Ynsular de San Juan y de su Archivo particular, pues lleva dedicados a asuntos históricos regionales mas de treinta años de su vida.

Antes de esta obra, dió a luz la *Prehistoria de Puerto Rico,* que le valio el ser nombrado Socio Correspondiente de la Real Academia de la Historia Española.

Es natural de la ciudad de Arecibo, donde fundó un hospital y ejercio la carrera de Medicina durante veinte años. Esta ciudad, agradecida, le ha dedicado una de sus principales calles.

Trasladada su residencia a la capital de la Ysla, ha sido durante muchos años Presidente del Ateneo Puertorriqueño. Durante la dominación española fué nombrado Gobernador Regional de la parte norte de la Ysla. Cuando la Carta Autonónica fué Disputado a las Cámaras y Sub-secretario de Agricultura, Industria y Comercio.

Durante el periodo del gobierno militar Americano fué con los gobernadores John R. Brooke, Guy V. Henry y Geo. V. Davis, Secretario de Hacienda y con Davis, Secretario Civil, Al implantarse el 1o de Mayo de 1900 el Gobierno Civil fué designado para ocupar el cargo de Acting Commissioner of Interior, puesto que desempeñó con el Gobernador Civil Allen hasta que vino su sucesor de Estados Unidos.

El doctor Coll y Toste es una de las primeras mentalidades del pais, se le consulta siempre con buenos resultados y ha de prestar todavia buenos servicios a su Patria. Nosotros tenemos especial honor de publicar en nuestra Revista su retrato y estas ligeras notas biográficas.

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PORTO RICO

## Personality A Sales Virtue

A discussion of personality, like the definition of a hypothenuse, brings in many angles. Personality as a success feature worth developing is highly recommended to the ambitious tobacco dealer. Emerson remarked that "an institution is but the lengthened shadow of a man," and so the popular and profitable tobacco store is often the reflection of one man's personality. To some personality is a misconception. Many believe that personality is merely the business manner of being able to greet customers with a glad hand and a smile. This is but personality in its lowest evolution.

The tobacco dealer who has cultivated a pleasant personality has accomplished more than merely the knack of shaking hands while extending a smile. The type of personality which wins success and prosperity is that which is founded on sincerity. Personality means thoughtfulness, friendliness, wholesomeness and many other virtues. Sometimes the best personalities are to be found among dealers who do not possess the effervescent smile and practiced handshake. Personality originates in a man's mind and should not be donned as part of business equipment to be used merely during the day. A successful personality is not the result of endeavoring to copy the ways or mannerisms of another, but in the thorough analyzation of one's self to find first what powers should be best cultivated. Personality represents the highest cultivation of these powers.

Perhaps as a tobacco dealer you have as your asset the virtue of patience. Again, you may be endowed with a pleasant voice or it may be that you are favored with a pleasing address, a good vocabulary or other powers. On these your personality can rest if you will but take an inventory of the manner you should best cultivate.

It has been stated that almost any twelve-year-old boy can, as automobiles pass, tell the make and cost of each one and describe with surprising knowledge the mechanism of each car and all about it. Many men at later ages pride themselves on being able to do the same thing. Most of us are familiar with the lives and histories of our leading ballplayers, actors and prizefighters—yet how few of us really know anything about ourselves? The tobacco dealer has discovered that by making a study of tobacco goods and salesmanship an interesting and profitable profession has been created. A knowledge of tobacco brands is necessary in order that one may qualify as a tobacconist. In the same manner a knowledge of yourself is essential in order that you may benefit with the best results from others. The good features of your own personality are well worth cultivating in this worthy effort.

## J. F. Vazquez

José Felix Vazquez, the United States Agent of the Tobacco Guarantee Agency, of the Government of Porto Rico, was born in the heart of the tobacco section of the Island, in the town of Cidra.

After serving as clerk in a grocery store, he secured a position with a large tobacco

José Felix Vazquez

warehouse firm, where he received his tobacco education.

In 1909, he joined the Internal Revenue force, holding various important offices, including Agent-at-Large and Chief of the Bureau. During his tenure of office he visited regularly the important tobacco plantations and the cigar factories.

He was appointed to his present position July 1, of this year, and, judging by the publicity already accorded the Tobacco Guarantee Stamps, the Government made an exceedingly wise choice.

Warehouse of Aragunde & Co. at Cayey

## Cigarros—Cigarrillos

Informe del numero de cigarros y cigarrillos consumidos en Puerto Rico y exportados durante los años 1916-17, 1917-18, 1918-19, 1919-20 y 1920-21, y tambien de la cantidad de tabaco en rama exportada durante esos mismos años.

| | | |
|---|---|---|
| | CIGARROS | |
| | Año 1916-1917 | |
| Consumo en Puerto Rico | Exportación | Total |
| 349,043,280 | 210,399,365 | 559,442,645 |
| | CIGARRILLOS | |
| | Año 1916-17 | |
| 362,550,190 | 9,571,250 | 372,121,440 |
| | TABACO EN RAMA | |
| | Año 1916-17 | |
| | Exportación | Valor |
| | 9,408,723 Libras | $3,850,670 |
| | CIGARROS | |
| | Año 1917 a 1918 | |
| Consumo | Exportación | Total |
| 106,646,685 | 181,779,519 | 288,426,204 |
| | CIGARRILLOS | |
| 340,077,040 | 6,439,600 | 346,516,640 |
| | TABACO EN RAMA | |
| | Exportación | Valor |
| | 17,196,323 Libras | $8,982,130 |
| | CIGARROS | |
| | Año 1918-1919 | |
| Consumo en Puerto Rico | Exportación | Total |
| 94,334,802 | 149,124,690 | 243,459,497 |
| | CIGARRILLOS | |
| 426,582,000 | 20,111,600 | 446,693,600 |
| | TABACO EN RAMA | |
| | Exportación | Valor |
| | 17,859,559 Libras | $8,420,583 |
| | CIGARROS | |
| | Año 1919 a 1920 | |
| Consumo | Exportación | Total |
| 98,023,748 | 223,316,450 | 311,340,198 |
| | CIGARRILLOS | |
| 576,424,970 | 5,123,850 | 581,548,820 |
| | TABACO EN RAMA | |
| | Exportación | Valor |
| | 20,507,565 Libras | $13,416,388 |
| | CIGARROS | |
| | Año 1920 a 1921 | |
| Consumo | Exportación | Total |
| 105,728,125 | 152,323,916 | 258,052,041 |
| | CIGARRILLOS | |
| 622,371,660 | 4,454,100 | 626,825,760 |
| | TABACO EN RAMA | |
| | Exportación | Valor |
| | 14,564,394 Libras | ..... |

## Senador Francisco M. Zeno

Francisco M. Zeno, Senador por el Sexto Distrito en la Legislatura de Puerto Rico, nació en el pueblo de La Cidra, centro de una de las regiones tabacaleras más importantes de aquella isla. "Paco" Zeno, desde pequeño, siguió las huellas de sus familiares y compueblanos en la producción de la rica hoja de Puerto Rico, y se le reconoce hoy como perito en el ramo. Activó la organización de la Asociación de Cosecheros de Tabaco de Puerto Rico, de la cual es en la actualidad su Presidente, abogando continuamente por los intereses de los cosecheros e interesándose en conseguir para al producto de Puerto Rico el puesto que verdaderamente le corresponde en el mundo. El Sr. Zeno vino a los Estados Unidos en Enero del presente año compareciendo, como Presidente de una Comisión enviada por los cosecheros de Puerto Rico, ante el Comité de Medios y Arbitrios del Congreso en Washington, en las audiencias sobre tabaco relativas a la consideración de tarifas arancelarias. Reside en Cidra en la grata compañía de su esposa y cinco niños.

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| | | |
|---|---|---|
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| 3-3/4 x 3-3/16 x 1 1/16 | 5-9/16 x 3-7/8 x 1-3/32 | 6-3/4 x 4- x 1-7/8 |
| 3-3/4 x 3-3/16 x 1 3/16 | 5-7/8 x 4- x 3/4 | 6-13/16 x 3-7/8 x 3- |
| 4- x 2-3/4 x 3/4 | 8- x 4-1/16 x 2-5/16 | 6-3/4 x 5- x 2-15/16 |
| 4- x 2-3/4 x 1- | 8-1/8 x 5-9/16 x 2-1/4 | 7-3/16 x 5-3/16 x 3 |
| 4- x 2-3/8 x 3/4 | 8-3/8 x 4-13/16 x 2-5/16 | 7-3/16 x 5-1/2 x 3-1/2 |
| 4- x 2-1/4 x 3/4 | 8-5/8 x 5-3/16 x 1-1/8 | 7-3/16 x 5-1/2 x 7/8 |
| 4-1/8 x 3-9/16 x 1- | 8-3/8 x 5-5/16 x 1 3/16 | 8-5/16 x 4-15/16 x 2-3/16 |
| 4-5/16 x 3-1/2 x 1- | 9-1/2 x 5-1/8 x 2-7/16 | 8-5/8 x 5-1/8 x 2-1/2 |
| 4-7/16 x 3-1/16 x 1 5/16 | 6-9/16 x 4-7/8 x 9/16 | 8-13/16 x 5-1/8 x 2-1/2 |
| 4-7/16 x 3-3/8 x 1-1/4 | 8-11/16 x 4-23/32 x 2-3/16 | 8-7/16 x 5-13/16 x 1-3/16 |
| 4-1/2 x 3-5/8 x 1-1/16 | 8-13/16 x 4-23/32 x 1-1/8 | 8-7/8 x 4 5/8 x 2-3/8 |
| 4-5/8 x 4- x 1-5/32 | 8-5/16 x 4-15/32 x 2-1/8 | 8-1/4 x 5-11/16 x 1-3/16 |
| 5-1/4 x 3-13/16 x 1-3/16 | 9- x 5-3/32 x 2-5/16 | 8-1/4 x 5-11/16 x 2-3/8 |
| 5-1/16 x 3-1/4 x 2-1/2 | 9- x 5-3/32 x 1-3/16 | |

**ROUND**

| | |
|---|---|
| 3-3/16 | 4-1/2 |
| 3-5/16 | 5 |
| 3-3/8 | 5-1/4 |
| 3-5/8 | 5-5/16 |
| 3-3/4 | 5-3/8 |
| 3-31/32 | 5-9/16 |
| 4-3/16 | 6 |
| 4-1/4 | |

**SQUARE**

2-29/32 x 3-15/32

| | |
|---|---|
| 3 | 3-5/8 |
| 3-1/8 | 3-3/4 |
| 3-1/4 | 4 |
| 3-3/8 | 4-3/8 |
| 3-1/2 | 4-3/4 |

**OVAL**

| |
|---|
| 3-1/16 x 3-3/8 |
| 3-3/16 x 4 |
| 3-5/16 x 4-1/8 |
| 4-1/2 x 5-1/2 |
| 4-3/4 x 5-1/2 |
| 4-11/16 x 5-11/16 |
| 5-9/32 x 5-25/32 |

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## Burley Growers' Association Has 106 Warehouses

**Now Have Ample Facilities for Receiving and Grading More Than 190,000,000 Pounds of Tobacco Signed Up—These Warehouses May Cost More Than $5,000,000—Plans Rapidly Taking Tangible Form—Making Arrangements for Financing the 1921 Crop.**

LEXINGTON, Ky., Dec. 24.—The 55,000 members of the Burley Tobacco Growers Co-operative Association, through their organization and its board of directors, now are in possession and control of one hundred and six of the warehouses of the burly district, giving them ample facilities for the receiving and grading of the more than 190,000,000 pounds of tobacco signed up to the association to be marketed co-operatively along the line of the plan followed by the great western, southern and southwestern co-operative associations.

These warehouses probably will cost the burly growers' association more than $5,000,000 when they are purchased, as they will be as soon as arrangements can be made to take them over. From December 15 they are under lease to the association and June 15, 1922, the title to the properties contracted for the past week will pass outright to the association save in cases where the owner desires only to lease his property. Of the 106 warehouses now under the control of the association all save three are to be taken over, the three being leased or sub-leased to the association. Other warehouses, whose owners and stockholders have asked for time to consider the proposition, will be purchased or leased and it is not improbable that by the time tobacco is received, which will be as soon as financing plans now under consideration are completed, 125 out of about 130 warehouses in the district will be under the control and in possession of the burley co-operative association of growers.

The past week was marked by more progress toward the actual receipt of the 1921 crop and the paying of advances on it than any other week since the pool was declared a success November 15. At that time Organization Manager Joseph Passonneau said that more than 45,000 growers had joined the association with around 180,000,000 pounds of tobacco. The books of the Association were reopened November 26, the "outsiders" were invited to join a concern that already had pooled 84.85 per cent of the crop and they accepted the invitation to the number of nearly 10,000 adding more than 10,000,000 pounds to the pool. Its success, if it ever had been in doubt, was then assured and warehousemen who had wavered as to whether they should turn over their property to the association cast their lot with it, for they foresaw that with nearly 200,000,000 pounds of tobacco in the pool there would be no business for the warehouses with the auction sales eliminated, and the campaign for the organization was made on a promise to cease the "dumping" system of selling.

The growers have been anxious to learn how their tobacco would be received and that question was answered the past week when the board of directors approved the plan of President James C. Stone to take the tobacco in baskets, as under the old loose leaf sales system, so that the growers are not put to the expense of hogsheads, the grower receiving an advance of whatever amount is agreed upon between the association's officials and the bankers, who already have arranged to finance the 1921 crop. The warehouses taken over the past week will be open soon to receive the tobacco, as soon as the financial arrangements now in progress are completed. It is not believed that the 1921 crop will have to be held for any great length of time, but that the manufacturers will take it when the time comes and in winter order, as most of them have their own plants for redrying.

The adoption of the resolution forbidding any officer or employe of the association from buying the delivery receipts given members when their advance is paid them on their crops, it was said today, will eliminate speculation in the crops of the growers, for any officer or employe who violates this rule will be dismissed promptly from the service of the organization. It is the announced policy of the management to do all that it is humanly possible to do to guard against any other person than the tobacco grower obtaining any part of the proceeds of the sale of his crop. Should any employe or official of the organization attempt to take advantage of the information he may obtain in an official capacity to speculate with the crops of the pooled growers through their delivery receipts his connection with the association promptly will be terminated.

Even if every warehouse in the district that has not been taken over by the association should operate there is not enough tobacco, in the opinion of warehousemen here, to furnish work for the warehouse forces for more than three or four weeks at the most. It is believed that the non-pooled crop will all be sold within the next three or four weeks at most, as warehouses that have been selling, some of which have been hostile to the burly pool, have been reduced to the necessity of holding but two sales in a week. But it is the distinctly announced policy of the association not to negotiate with those warehousemen who have opened their floors to the looseleaf sale of non-pooled burley in opposition to the request of the association to refrain from so opening.

Warehousemen whose services are desired by the association will continue in charge of the plants taken over the past week. Tobacco will be graded on the floors as it is received, but nothing has yet been made public as to the method of sale, save that it will not be by the old so-called "dumping" method, on which the growers in the past have blamed all their woes.

The meeting of the board of directors here, which approved what had been done to take over the warehouses, was attended by the entire board, excepting Judge Bingham and Captain Collins.

## Another Warehouse Opens in Lexington

(*Special Telegram to* TOBACCO.)

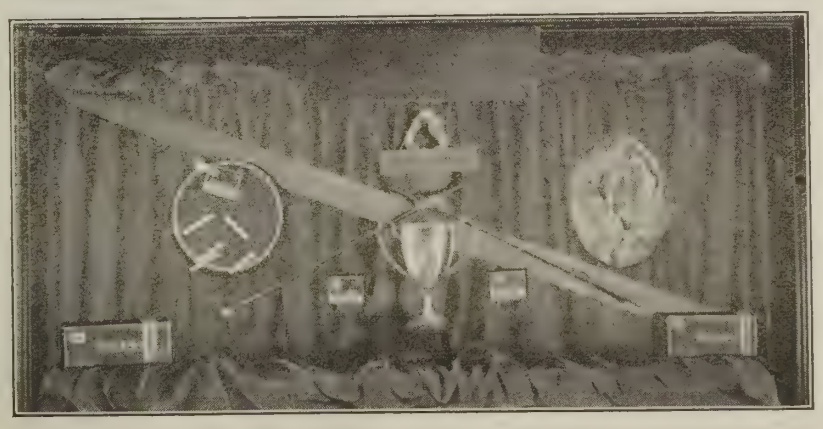
LEXINGTON, Ky., Dec. 27.—Two warehouses independent of the new Burley Tobacco Growers' Co-operative Association, are now selling in Lexington, The Peoples No. 1, owned by Luther Stivers, having opened yesterday, selling 110,695 pounds, at an average of $26.37 a hundred pounds. Sales today at the Jewell Warehouse totaled 88,255 pounds, at an average of $22.07 a hundred. The Lexington Building and Supply Co. is rushing construction of another new metal sided warehouse, 200 by 200 feet on Manchester with a view to having it opened for loose leaf sales of the non-pooled crop by next week.

## Fifth Ave. to Front St.

William B. Shaw, leaf tobacco packer and merchant, whose New York offices have heretofore been located at 511 Fifth avenue, has leased new offices at 136 Front street, in the heart of the tobacco district.

### Knobel Cigar Factory Burned Out

FAIRBURY, Neb., Dec. 22.—The cigar factory owned by Peter Knobel was burned here Sunday. The cause of the fire is unknown. The stock, partly covered by insurance, was a total loss.



A PALL MALL CIGARETTE DISPLAY, HOTEL SINTON, CINCINNATI

The trophy in this display is Bud Fisher's $3,000 solid gold cup, won by Sporting Blood in the Latonia Sweep Stakes. The cigarette stand in the lobby of this hotel is conducted by the J. B. Moos Co., of Cincinnati.

## Homicide and Lynching in Key West

(*Special Telegram to* TOBACCO.)

KEY WEST, Fla., Dec. 26.—William H. Decker, manager of the Samuel I. Davis Cigar Co., in this city, was shot and killed Sunday morning about 10 o'clock in front of the Cuban Club, by Manuel Head, who claimed that Decker was one of the three men he recognized in a party of masked men who took Head from his place of business Friday night and severely beat him. Going after his assailants Sunday he located Mr. Decker while on his way home. He opened fire from an automobile driven by Julio Rodriguez. Head escaped, but was located in a building on Petronia street, and was surrounded by two squads of Marines and a posse of citizens. Head was placed in the county jail, from which place he was taken Monday by a party of masked men who entered the jail, overpowered the sheriff, tied the deputy and got keys. Head was taken from his cell and taken out to the end of the island where he was hung to an electric pole and his body riddled with bullets. Mr. Decker's remains were buried Monday. He was a member of the Elks, Masons, and Rotary Clubs. He is survived by his widow and three daughters. Head's body held, pending investigation by coroner's jury.

## Stamp Statistics Sought

Jose Felix Vazquez, the Porto Rican Tobacco Guarantee Agent, whose official headquarters are located at 126 Maiden Lane, New York City, has communicated with the Treasury Department of Porto Rico and requested that statistical tables be forwarded to New York City, which will show paralleled comparisons as to the number of classification stamps being affixed on all tobaccos and cigars outgoing from that Island. It is intended to illustrate the gradual growth of the stamps, as identifying devices, from month to month, for the growth is already beginning to assume marked proportions.

Senor Vazquez plans soon to take a flying trip of introduction to Boston, Philadelphia, Florida and other cigar manufacturing centers, located along the Atlantic Coast, for the purpose of familiarizing the various manufacturers therein with the intrinsic values of the official stamps of classification, which tell at a glance whether they are mixed with other tobaccos or cigars, or whether they are entirely foreign in planting or growth.

## Fire in Boston

BOSTON, Dec. 22.—Twenty thousand fine cigars were destroyed yesterday morning in a fire that started in the receiving room of the building of Estabrook & Eaton, 256 Washington street and 81 Devonshire street. According to the police the total damage is $7,000, although officials of the tobacco company declare the figure will not be so high.

The building is seven stories high. The blaze originated on the fourth floor and did not reach other floors, though water damage resulted in the third and second stories.

# Chicago Retailers and Jobbers Had a Good Year

## Make Cheerful Reports as to Holiday Trade and Year's Sales—Extra Sales Forces Required to Help Take Care of Yuletide Rush—Many Admit That 1921 Proved to Be One of Their Best Years—Sale of Cigarettes Said to Be Unbelievable—Numerous Cigar Brands Had Strong Call.

CHICAGO, Dec. 24.—Calling on the retailers and jobbers I was able to gather in some very cheerful reports as to the holiday business and year's sales and I take pleasure in quoting them.

### Biggest Christmas Ever

Charles Daly, manager of the busy retail store of Wengler & Mandell, said it was the biggest Christmas he has ever had, and, of course, Tom Palmer got the big share. The year as a whole showed greater sales than the store had in 1920.

### Came with Rush

Max Seckbach, owner of the Kimball Segar Shop, said it came with a rush but he was able to take care of it with the assistance of Gus Bing and Adolph Seckbach.

### A Busy Manager

One of the busiest store managers was Gus Stange, who is with Fred L. Wells, 200 West Jackson Blvd. It was the grandest rush Gus has ever had, and Ravisloe Club, their leading brand, out sold all others. Optimo ran a good second. Both these brands are made for Wells by A. Santaella & Co.

### Had Hard Week

Albert Livingston, retail manager for E. P. Oakes, 153 North Clark St., put in a hard week, but was able to stand it to the end. Gato's Cressida showed its heels to all other brands here. Al is going to rest up for a few days now.

### One of His Biggest Years

David M. Zolla the south side jobber closes one of his biggest years. David said that the increase in the sale of cigarettes is unbelievable. Henry the Fourth cigars are from the Preferred Havana Tobacco Co., and almost doubled in sales with him this year over last year.

### Had Prosperous Year

Iwan Ries & Co., 104 North Wells St., had a prosperous year and closed with flying colors. Their Girard and Lincoln Highway brands out-sold the other brands they distribute. Their holiday business on Humidors and pipes was far greater than in past years.

### Needs Vacation

Otto Schaeffer, the inside manager of E. Hoffman Co., looked like he had been in a wreck. This house did not have half enough La Palina cigars to go around. Cyro, Garcia Bouquet, and New Bachelor were almost cleaned out. If anybody needs a vacation it is Otto.

### His Biggest Rush

When Jerry Clancy smiles we know what it means. Jerry has been manager for Henry Ackerburg, 187 West Madison St., for 23 years and while he has gone through many a Christmas rush this year's was the biggest. He said Tom Palmer, Turn-Over Club, and Jose Grande had the call.

### With Flying Colors

Harry B. Allen, cigar manager of the Greater Hamilton Club, who started early booking holiday orders from the club members, closed with colors flying. Harry looks for 1922 to be a still better year for good clear Havana cigars.

### Hit a Great Speed

Anderson-Thorson Co., 54 East Monroe St., importers and retailers, hit a great speed with Bering and Mi Favorita cigars. In fancy cigarettes and imported cigars in nobby humidor packings, they lead the field. This house is the Park & Tilford of the Middle West.

### The Greatest Year

The Tampa strike held back deliveries of the Cyrilla cigar, but Julius Fernbach, the head of the firm said they are closing the greatest year that they have had since they have been making this well-known seller.

### A Ceaseless Demand

I felt sorry for Bill Bunting, wholesale manager for E. P. Oakes. All the heavy work was put on Bill's shoulders and he had to see that the orders got out. He said he thought there would be no stop to the orders for Cressida cigars, and he was still at it Christmas Eve when I called about 11 p. m.

### Service Tells

Eger & Co., 53 East Adams St., never had a kick to make. Everybody got good service at this store. La Venga, Lozano, Bouquet de Paris, Tom Palmer and Charles the Great were the leading sellers.

### Made Rapid Strides

The Miles Cigar Co., closed their third year of business with great pride. They have made rapid strides the past year as handlers of high grade cigars. An extra force worked nights as well as days for the past two weeks getting out their many Christmas orders. Garcia & Vega, Charles the Great, Lozano, Cuesta-Rey, Andres Diaz, Jose Grande, Flor de Lee and Romeo-Garcia have a large sale with this house. Their business on variety boxes was one of the biggest in the city.

### Pleased with Receipts

The United Stores were all as busy as could be and while no reports as to the sales were given out at their general office here they seemed well pleased over the receipts.

### Closed with Empty Humidors

Celestino Vega & Co., 10 South Wabash Ave., closed up Christmas Eve with all humidors empty. The call for their popular La Venga clear Havana was very big and they had run out of several sizes long before the last rush came.

### Cut Prices

While Tibbets & Garland, the fancy "stop and shop" store on Michigan Blvd., was crowded each day, they offered all popular brands of Tampa, New York and imported brands at far below the regular selling price per box. Their cigar business ran into thousands of dollars during the last few days of the rush.

### Alive with Customers

The Schulte stores were alive with customers every day and extra clerks were on duty in each store the last week.

### Showed Big Increase

Both stores of Keffer & La Duc, Inc., 30 West Washington St., and 313 East 55th St., showed a big increase over last year. This firm is one of the most progressive cigar houses in the city and is fast coming to the front. Perfecto Garcia, Garcia & Vega, Estos Si Bances, Cuesta Rey, Charles the Great, all came in for a heavy sale. The large line of fancy cigarettes displayed in the windows drew in many a Christmas shopper.

### Had Large Calls

All of the Loop General Cigar Co. stores kept open till the last minute. The calls for White Owls in boxes of 12 and for Robert Burns in boxes of 5, were very large. Van Dycks in boxes of 25 went over in grand style.

### Had Very Good Year

S. O. Deutsch Co., at Congress St. & Wabash Ave., was open late every night and sent out hundreds of packages. Deutsch carries a large line of brands and tells me he has had a very good year.

### Year Was Satisfactory

James Dryer and Clarence Dolan, ably assisted by John A. Dolan and several clerks, took care of the rush at the Dolan Segar Shop, Washington and Dearborn Sts. The boys say it was a very good Christmas and the year as a whole was satisfactory. Like many other Loop dealers, they buy several lines of popular selling brands direct.

### Vaults Cleaned Out

Perfecto Garcia & Bro., 208 North Wells St., closed up early. Their vaults were completely cleaned out of this popular seller which is so widely placed locally.

### Very Good Business All Year

The several C. A. Paulson Co. stores in the Loop enjoyed a very good Christmas business. Their Pancho Arango, Cuesta Rey, and Perfecto Garcia lines were in big demand right up to the finish. Carl Paulson, head of the firm, stated that they have had a very good business all year.

### Good No Name for It

Smiling as of old, Henry Ackerburg, one of our most popular and best known retailers, whose store is at 187 West Madison St., had this to say: "Good was no name for it, it was by far my biggest Christmas business. Wish all my friends and TOBACCO, whose newsy issue I eagerly await each week, my kindest wishes for a happy and most prosperous new year."

### Tremendous Sales

The Wm. F. Monroe Cigar Co. had a large force taking care of the rush. Tadema, that high grade clear Havana, had a tremendous sale in their two stores.

### Cheering Reports

Sprague, Warner & Co., wholesale grocers, had one of their biggest years in the cigar end of their business. Cheering reports about the increased sales of Dutch Master, John Ruskin and Flor de Melba comes out of their private office.

### Enjoyed Heavy Sale

Max Kaplan of the Medinah Building enjoyed a heavy sale on Garcia & Vega, Cuesta Rey, Andres Diaz and Jose Grande. His large stock of these well known brands was cleaned out when the final rush came.

### Had Extra Sales Force

Fred L. Wells, one of the leading Loop dealers, had an extra sales force at work. The Grain Brokers at his Board of Trade store "sure" went strong for fine sizes of clear Havanas. The main store at 200 W. Jackson Blvd., was busy from morning till late at night sending out Optimo, Ravisloe Club, Cressida, Perfecto Garcia, Charles the Great, Tampa Sweet Hearts, and Lozano. It was the best Christmas business Wells has had in years.

### Cleaned Up Stocks

Ryan & Raphall Cigar Co., wholesalers report a clean up on their Lucius clear Havana cigar. Always a big local seller, it went bigger this year than ever.

### Too Busy to Eat

Art Larson, manager of the Hotel Sherman cigar department, said he did not have time to eat. The addition of 3 extra salesmen last month to work the private box business made his department show up very much greater than last year.

### Best Year in History

At the end the Wengler & Mandell factory did not have a Tom Palmer left in stock. 1921 was the best year in their history. They will shut down for a few days of stock taking when they will again start up with plenty of orders on file for 1922 delivery.

### Manager Had to Help Out

Nate Hoafert, cigar department manager of the Hotel La Salle, had to help out, the final rush was so great. Hotel La Salle and La Palina had the call.

### At Sporting Headquarters

At E. P. Oakes, 153 North Clarke St., Chicago's sporting headquarters, everybody had to lend a hand. E. P. Oakes, Fred Lampert, general manager, Albert Livingston and William Bunting, assisted by two extra clerks, handled the rush in great shape. It would have been a pleasure to Asa Lemlein and Ed. Gato, Jr., had they been here to see the way these boys passed Cressida and Gato cigars over the counters.

### Stores Crowded

While an interview could not be secured at the Clayton Cigar Co., their five stores turned over plenty of merchandise, for the stores were crowded the last few days.

### Cleaned Out in Good Style

The H. M. Schermerhorn, Inc., chain of stores cleaned out in good style. La Esperanza and Gene Val had the call in the cigars. This firm sold thousands of fancy packings of the various brands of cigarettes.

### Got Their Share

Albert Breitung, with his 12 Loop stores, got their share and took care of the rush. Extra clerks were on duty several days before the final spurt came. La Venda and Albrituna, the two leading cigar brands of the Breitung firm, had a tremendous sale. Pipes, cigarette holders and fancy packings of smoking mixtures and cigarettes pulled very strongly for this well known retailer.

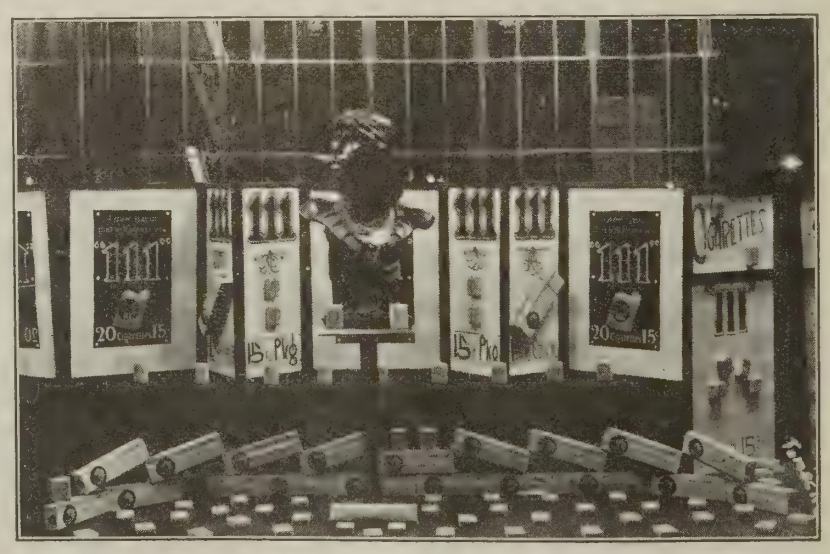
H. L. H.

## Centenarian in Pool

AMHERST, Va., Dec. 24.—Recently James Clements, of Willow, Va., who is nearing his 100th birthday, signed the tobacco growers' contract. Mr. Clements, who has been selling tobacco for about eighty years, feels that there is always room for improvement, and he is lending his influence to the tobacco growers' co-operative movement.

## Tobacco Barn Burns

LEXINGTON, Ky., Dec. 21.—Fire of undetermined origin shortly before 7 o'clock last night destroyed a large tobacco barn containing between fifteen and eighteen acres of tobacco on the farm of Dr. S. H. Halley, two miles from Lexington on the Leestown pike. The loss was conservatively estimated at $7,500.




**111 Cigarette Window, Stouts Cigar Store, Owatonna, Minn.**

This unusually attractive cigarette window display was arranged by H. H. Thomas, of the Stouts Cigar Store.

# San Francisco Counting Grand Totals for Year

## Indications Point to Reasonable Showing—Wholesalers and Retailers Feel Encouraged—War Infants Practical "Outcasts"—Seasonal Packings Disposed of—1922 to Be Year of Work—Various Trade Activities Noted.

SAN FRANCISCO, Dec. 20.—With 1921 rapidly ebbing away both wholesalers and retailers are beginning to sum up their grand totals for the year, and from all reports the past twelve months have been fairly good, considering the many adjustments and the circumstances that might have meant serious losses. As the saying goes, "nobody made a million," but the fag end of the year brought totals to a better sum, and both wholesalers and retailers are encouraged. Adjustments have about been completed, stocks have been well cleared of "war babies," there has been much constructive work for standard brands, and 1922 will probably witness an era of better business. There is still much work to be done and none can expect to simply take orders. While next year will not be a fighting one, it will be a working one, with the necessity for greater publicity and better values for the money.

### Holiday Packings Cleaned Out

Retailers are naturally on the anxious seat this week their annual harvest season. The week started well, with a general report of an opening of holiday trade. The next four days will tell the story, which retailers believe will be a most interesting one. Stocks are in good condition and the stores are making special displays of their holiday lines. Wholesalers are a unit in announcing that all holiday packings have been cleaned up. In fact it has been necessary for a number of the houses to wire their factories for more goods, several instances being noted where the wholesalers borrowed certain brands from the retailers awaiting the express shipments to replace.

### Vigorous Enthusiasm

There are enthusiasts and more enthusiasts, but none with more vigor than Joseph Rinaldo or Mike Markovits of the Joseph Rinaldo Cigar Co. when one drifts onto the subject of Van Camp cigars; this brand is now being distributed by the Rinaldo Co., and both Rinaldo and Markovits report that the cigar is taking like the proverbial wildfire, having a big distribution among the clubs and hotels. The cigar is manufactured by the Petri Italian American Cigar Co., San Francisco, which has two specialty men out in the bay district developing its product.

### Some Price Reductions

The General Cigar Co. announces that reductions have been made in La Diligencia cigars. Nationals and Deliciosos have been reduced from $118 to $115 and will now retail seven for a dollar. Ben Alis have dropped from $150 to $135 and will retail for 17 cents, or three for a half. Coronas have also been reduced, from $225 to $220, and will retail for 25 cents instead of 30 cents.

### Excellent Holiday Trade

Leon Greenbaum, representative of the Tuval cigar, reports having enjoyed an excellent trade in holiday packings, cleaning up well for the season.

### Changes in General Office

Bert Solomon, who has been inside salesman for the General Cigar Co., at its main office, has been promoted to the position of sales superintendent and will cover a wide territory. Bert will be missed by his legion of friends in the San Francisco trade, but all are extend- congratulations on his elevation. Roy Mosher, who was recently installed at the city desk, will take to the road after the first of the year, covering Mendocino and Humboldt counties in California and part of southern Oregon. The former Miss E. Peiser, private secretary to Morgan Gunst, has resigned, having been married recently.

Members of the H. Bercovich clan will go to Fresno to attend the wedding of Miss Mittenthal of that city and Frank Markovits, salesmanager of the H. and S. C. Bercovich Co., of Oakland. The groom is a nephew of Harry Bercovich, while the bride is the daughter of A. Mittenthal, who operates the cigar store in the Sequoia Hotel, Fresno.

### Tremendous Sales

Frankel, Gerdts & Co. announce that G. H. Hudson is now bay counties representative for the firm. The company is now distributing its ten-cent El Caminos in attractive cans. The sale of La Natividad fortieths in holiday packings has been tremendous, according to Jake Marcuse, city salesman, and it was necessary to turn down orders.

Mack Horn of the Golden State Leaf House is visiting Humboldt county towns this week.

Jake Gleichman, owner of a cigar factory at Hayward, visited San Francisco this week.

S. Bachman & Co., report a one-hundred per cent sale of Christmas packings of their various brands. It has been necessary to telegraph the factories for additional orders in order to meet the demand, especially for Muriel needles.

### Figuring It Out

Harry Bercovich of the H. Bercovich Cigar Co. became statistical this morning while discussing the general conditions of trade. Harry says that his chain of retail stores sell about 300,000 customers each month, or 3,600,000 a year, which is going some for sixteen stores. He is going to figure how many cigars and cigarettes this little crowd bought over the year. The figures will be interesting.

### One Bustle After Another

When we called on Sam Israel, Jackson street jobber, he was really too busy to talk. Sam says that he has been hitting on the high for the past three weeks, life being just one bustle after bustle. It is said of Mr. Israel that he can answer the telephone, check up stock, make out a bill, greet a customer and wrap a bundle all at the same time, and he certainly is living up to his reputation this Christmas season.

### A Judell Convention

Emil Judell of H. L. Judell & Co., is anticipating a trip east, leaving San Francisco January 3. He is to be away about a month. The Judell Co. is to hold a convention of the members of its selling force some time during the last week of the year.

### Unique Window Display

Featuring nothing but $1.25 worth of merchandise in the various lines they handle in their window display, was a novel stunt put on for the holidays by Levy & Green, hustling retailers of Vallejo. They show boxes of all kinds of cigars at $1.25, as well as cigarettes and tobaccos, and also some combination packages. The idea proved a winner.

### Introducing El Werth

The El Werth cigar is being introduced to the trade by Haas Bros. This is a Sumatra-wrapped five cent cigar made by Werthheimer Bros.

# Three Generations of the Kline Family Actively Engaged in the Cigar Industry

The Kline trinity, shown in the halftone engraving herewith, presents a most striking and unusual family of business men, embracing as it does, three generations, all of whom are actively engaged in the cigar industry. They are Jacob Kline of Cleveland, Ohio, Edward A. Kline and Edward A. Kline, Jr., of New York.

No Decline in the Kline Family

Jacob Kline, father of Edward A. Kline, has been actively engaged in the tobacco manufacturing business for nearly 35 years. He is now in his 81st year, his next birthday falling on the 14th of May, 1922, but he is as hale and hearty and as active in business as the average successful man of 50. At the national convention of the Tobacco Merchants' Association in Washington, D. C., in May, 1920, Jacob Kline was acclaimed the dean among the hundreds of members of the trade present.

Edward A. Kline, manufacturer of the famous Medalist cigar, started in to learn the cigar makers' trade in Cleveland in 1881, and has been at it ever since, having at various times owned and operated factories in Cleveland, New York, Tampa and Havana. In his booklet, "My Golden Day," Mr. Kline says, in part:

"Let me tell something about myself, then use your own judgment.

"You will agree that a man who has operated successful factories in New York, Tampa and Havana, always catering only to the most critical smokers the world over, should know cigars. He would have to.

"For thirty-four years I did just that. I made money, yes, but I derived my greatest satisfaction from knowing that the Carlton Club in London, the Johannesburg Club in Johannesburg, South Africa, the Union Club in Cleveland—the ultra clubs and cigar shops throughout the world, the perfect hotels, supplied my cigars because exacting men preferred them and because they themselves knew they were better. And they were."

Edward A. Kline, Jr., will be 18 years in February, 1922, and he is descended from a cigar manufacturing family on both sides of the house, his maternal grandfather, Leo Harburger, having been the active head of the famous old firm of Harburger-Homan, makers of the largest selling brand of cigars in the world in its day. Edward A. Kline, Jr., after completing his course in the high school, entered his father's factory to learn the cigar manufacturing business from the ground up, and is attending night courses at Columbia University.

## Porto Rican Personals

Raul Benedicto, an eminent attorney of San Juan, Porto Rico, and the brother of the governmental treasurer of that Island, sailed recently for Porto Rico on the steamship *Ponce*.

Attorney Benedicto is one of a very formidable aggregation of Porto Ricans who are, or have been, lately visiting in New York, either on vacation or business bent.

Abelardo Gonzalez Font, Assistant Treasurer of Porto Rico, who is said to be slated for higher political honors in his territory, and who recently arrived in New York City, will remain in the States until the middle of January.

Both Attorney Benedicto and Assistant Treasurer Font make their headquarters in New York City at the offices of Jose Felix Vazquez, Agent of the Tobacco Guarantee Agency.

Senor Hevia, of the firm of Rodriguez Hevia & Co., growers and packers of Comerio, Porto Rico, arrived in New Lork on the steamship *San Lorenzo. He* has some fine samples of tobacco and is now calling on the trade. He can be reached through the Tobacco Guarantee Agency.

## Park 'Em Here, Please!

"Say, who's first broom 'round here, anyway!" Jim Stubb bawled, coming home from a long and tiresome round o'ritz-carbon hostelries and Pullman cushions to find his business house with a slightly soiled front walk o' today's leaves and last night's newspapers. "Ain't you got no bimbo in the joint with enough ole dutch cleanser in his system to make the sidewalk look a little less like the floor of a stock market, hey?"

"So that should be the way yuh git back to town, huh—with a lotta new idears?" sneered Sam Ash, slowly, very slowly, arising from the comfy seat o' the Hot Chair Club and sauntering forth to see for himself just where and why a wholesale and retail tobacconist should keep a valspared front for pedestrians—not customers. "Next thing yuh should mebbe think of would be one of them there 'Do-Not-Park-Your-Cars-Here' grass-signs, huh?"

"Well, by gosh, Sam, now you're hootin'," Jim Stubb answered in astonishment, slinging his overcoat and hat down on the most convenient cigar case, and chucking his brief-bag on top of the heap. "And it's a darned funny thing, I should say, that you thought of the very thing I have in mind—with a few alterations.

"For you see, Sam," flowed on Jim, reaching out for a decent stack o' caddies to sit on, either Star or Horseshoe brand would do, "I ran across a bit o' dope up there in Burlington this trip which I think we oughta nail right on the coco.

"It was in front o' Tom Fitzpatrick's place, Sam, that I lamped it. And what impressed me with the stunt was the visible fact that all the other birds in town were trying to stall it off. Yes, every blamed druggist and cigar dealer in the burg, Sam, was fightin' a visible fact. Other merchants in every town are doing the same thing all the time—drivin' trade away, actually!

"Because, Sam, you know the objection yourself. Every merchant says he's gotta keep his curb-front clear of autos so's the incoming freight—the arriving customer—can trade. And he plumb forgets all about the same arriving customer finding a niche to park his car on the crowded street for a few minutes!

"And right there is where Tom Fitzpatrick's tickler comes across! Yes, sir, Tom's got a nifty metal standard in front of his door which reads thisaway:

"'Park 'Em Here, Please—I Watch Out!'

"Well, Sam, the least a feller could do, don't you think, with an invite and offer like that, is to drop in on Tom—or us—and buy a box of—oh, let's say *matches*, anyhow!"—THE SMOKER.

### To Add Frozen Sweets

PRARIE DU CHIEN, Wis.—Harry Koth has purchased the Wm. Dodge cigar and billiard hall, and is to add ice cream and soft drinks as side lines.

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NEW YORK, THURSDAY, DECEMBER 29, 1921

## THE HOPES OF PORTO RICO

Eastern extremity of the West Indies; America's outpost in the Atlantic; land of bright sunshine, refreshing breezes and nourishing rain; a place where nature is kind to man; tropical country divested of most of the objections to the torrid zone; a fertile region richer shown by recent achievements; an island, picturesque, historic and populous; its palm fringed shores are encircled by turquoise seas; its mountains tower toward a summer sky; scenic beauty of tilled hillsides, plateaux and little valleys of sixty rivers and two hundred lesser streams; a territory celebrated for the production of sugar, tobacco, coffee and fruits; a part of Uncle Sam's domain deserving consideration greater than it ever received; a bit of the world that the aborigines called "Borijua," thus signifying, in Indian language, that the isle was "the abode of holy and brave gentlemen"; that's Porto Rico, aforetime known variously as Borinquen and San Juan, the earthly paradise from which Ponce de Leon departed to find the fabled fountain of youth.

Probably only by a poet born on the Island can Porto Rico properly be described.

An artist is gifted indeed if he can depict on canvas the colorful magnificence of a Porto Rican landscape.

The glories of the isle are innumerable.

Porto Rico has written history that dates back far because its people were among the first to see the dawn of civilization brought from the old world to the new.

From 1492 to the present day, the annals of the Island continuously made report of the virtues and the accomplishments of the Porto Ricans.

Not the lease of these is ability to make the the land produce.

On the agricultural resources of the Island the people chiefly depend. There are about 340 inhabitants for each square mile of 640 acres. Having an area of 3,604 square miles, Porto Rico supports a population of approximately 1,300,000.

If a billion people were living on the mainland of the United States, this country then would not be so thickly populated as Porto Rico is.

Think what the problem of existence here would be if ten times the present population of the United States had to live, principally on what was obtainable from the soil.

By considering such a possibility we may arrive at the better understanding of what the Porto Ricans are doing.

Porto Rican commerce mostly pertains to the exportation of four crops. Porto Rico has no important mines, no wealth of standing timber, no fisheries that make thousands of people rich. Of the industries of the Island, manufacturing constitutes a small part. Cigars are about the only manufactured articles exported in big quantities.

However large or thriving they may be, the cities of Porto Rico chiefly are market places patronized by occupants of farms.

Land and improvements thereon represent the bulk of capital in Porto Rico. There isn't much surplus money, and financial operations, even those urgently associated with the planting and handling of crops, are attended at times by pressing difficulties.

To provide adequately for a dense population mainly engaged in agricultural pursuits, improved and more careful farming must be encouraged in Porto Rico.

Though the tillable area is limited, it is possible to increase productivity by intensive cultivation. It is feasible to produce a considerably larger proportion of superior tobacco.

In certain districts of Porto Rico, soil and climate are admirably adapted to the production of leaf from which wonderfully find mild cigars may be made.

The more desirable the tobacco is, the higher the price.

But even the most favored section of Porto Rico to cause a good crop of tobacco to grow, one must do more than tickle the ground with a hoe.

Only those having knowledge of tobacco culture can guess what a struggle the tobacco grower has.

It may be said that preparation of the land to-day commences with chemical analysis. Knowing exactly what the soil is, and what to supply to compensate for its deficiencies; having ascertained how the sensitive, rapidly growing plant may be given the nourishment that will best assist the leaf to develop the texture, aroma, burn, color and other things that qualify the tobacco for preferment in the manufacture of cigars; the grower has partly solved the fertilizer problem.

And so on, more and more, in all its stages, successful tobacco culture calls for scientific information, practical experience, dependable judgment, undiscouraged diligence, continual watchfulness, especial skill, native intuition and bull luck.

However much we know, or whatever he does advantageously, a tobacco grower may have his success sadly impaired by bad weather during an unpropititious season. Or his shrewdest efforts to grow a good crop of tobacco may come nearly to naught, if in the incessant battle against insect pests, he "loses out."

Because of the constant threat of adversity, the tiller of the soil should receive a larger reward for his toil.

How profitable scientific farming can be, as applied to tobacco growing, has been demonstrated in Porto Rico, Cuba, Connecticut and Sumatra.

Take Connecticut for an illustration. Fifteen years ago, in the Connecticut Valley, the best a grower might hope to get for his tobacco was about 65 cents a pound. To-day, despite depressed conditions and the prolonged stagnation of the tobacco market, the top price paid by cigar manufacturers for very choice Connecticut shade grown is upwards of $7 per pound. And the best Connecticut shade grown is tobacco that will obtain quick sale, if offered.

In the Connecticut Valley, a tobacco crop, however carefully watched and tended, is likely to be destroyed each year by an untimely hail storm or an early visitation of frost. Though, always, there is a chance that his crop will be ruined by bad weather, a Connecticut grower may spend from $280 to $480 per acre yearly for fertilizer to put on his tobacco land. By the time it is harvested, a crop of Connecticut shade grown may represent an expenditure of about $1,400 an acre. Under favorable conditions, the yield on an acre may sell for $6,500.

From the tobacco grown under a twenty acre tent, one Connecticut company netted just $100,000. A profit of $5,000 per acre is pretty fair.

While this was an exceptional instance, an abnormal return obtained in an unusual year, nevertheless it is an emphatic proof that careful farming pays.

In Porto Rico many cases could be cited to show the profit, repute and prestige gained by growers who have produced especially good tobacco.

But an industry, as a whole, is judged by the general average, rather than by any isolated individual success.

Unfairly and repeatedly, fine tobacco produced in Porto Rico has been deprived of reputation and prestige because inferior tobacco, originating elsewhere, falsely was alleged to be Porto Rican leaf.

By insisting on honest differentiation, by compelling the authentication of leaf grown on the Island, Porto Rico now is giving direct and positive help to the legitimate Porto Rican tobacco grower.

Being identified beyond dispute, Porto Rican tobacco now may go on the market bearing the stamp of its true value.

Always the accredited article is better appreciated.

Porto Rico, by having its tobacco properly credentialed, in fact, is getting for the Porto Rican grower a more advantageous position on the American market.

Of the resources of Porto Rico, and especially of the achievements of Porto Ricans in the tobacco industry, much is told elsewhere in this issue.

Yet, because of conditions existing in the past and to some extent prevailing to-day, Porto Ricans identified with the tobacco industry failed to obtain the generous recognition justly due to their efforts.

For the future of the Porto Rican tobacco trade there is greater hope.

The outlook is becoming brighter.

Opportunities for Porto Rican tobacco growers seem more encouraging than ever before.

In recent events is recorded the promise of enduring prosperity.

## GERMAN WEED UNFIT FOR CIGARS

The Berlin *Tobacco Gazette* says the German crop of 1921 is unfit for the manufacture of cigars. The ground leaves are short and heavy. They will not burn, as they should, says the *Gazette*. Consequently cigars are bound to be an expensive luxury in Germany, since German manufacturers cannot afford to buy foreign tobacco to make up for the failure of the domestic crop. Any perceptible improvement in the rate of exchange, however, would immediately stimulate imports, for storehouses are almost exhausted. Germany's financial restoration would improve the world's tobacco market tremendously.

## PLANTERS THREATEN STRIKE

Tobacco planters of Hungary have notified the Government they will no longer plant tobacco if the prices paid by the Government monopoly are not considerably increased. Present prices, the planters claim, are insufficient to cover the cost of production. This year's crop volume is below that of the previous year, it is pointed out, and next year it would be nothing, unless a better price is guaranteed.

## A HEAVY SMOKER

"How about that aeroplane?"
"It went up in smoke."
"Burned up, eh?"
"No, made an ascension at Pittsburgh."—*Science and Inventions.*

# Tobacco Finance, No. Three, Part A

(Courtesy of *Federal Reserve Bulletin.*)

The following is the third of a series of articles describing the financing methods which are employed in the tobacco industry.

### III.—Financing the Grower—Manufactured and Export Type Districts

The financing of the growing stage in the manufactured and export type districts differs in important respects from the financing found in the cigar type districts. The former problem is of much greater magnitude, in particular as those districts are largely one-crop sections. Owing to this fact and other differences in the methods of production, as well as to the difference in the methods of marketing the crop, the actual methods employed in financing differ.

#### A.—Accommodation to the Grower

The grower in the manufactured and export type districts secures his accommodation from one of three principal sources—the bank, the leaf sales warehouse, and the local store and fertilizer dealer. The leaf sales warehouse, however, is of small importance as a source of funds in some sections, and the outstanding characteristic in these districts is rather the part played by the store or supply merchant. There are conspicuous differences in practice between the several districts, and, moreover, between the various classes of growers themselves.

At the two extremes stand owner and cropper. The owner finds it unnecessary to borrow in some cases, especially in view of the high price of tobacco for some seasons prior to 1920-21. In general, however, he will either borrow direct from the bank (while perhaps at the same time giving the fertilizer dealer a note), or, more especially in the case of the small landowner, will buy on time from the supply merchant. The cropper, on the other hand, in general depends upon his landlord. The landlord in some cases either advances cash directly, or furnishes supplies from a store which he himself operates, while in other cases he vouches for the cropper at the local store, perhaps waiving his crop rights. In certain cases, he indorses the tenant's paper, which the latter takes to the bank. In some sections the farmer may also obtain a cash advance direct from the warehouse, or may have the warehouseman indorse his note, which he then takes to the warehouseman's bank or less frequently to his own bank.

In the Virginia dark district, the store apparently is of major importance, followed in order by the warehouse and the bank, although one warehouseman in a leading market in the western part of the district states that the grower relies more largely upon the warehouse than upon the store, and two others report that 50 per cent and 70 per cent of the farmers get accommodation from the warehouse. One bank in the eastern part of the district, however, observes that almost every farmer of any standing in its section is inclined to deal directly with the bank. The accommodation by the warehouse in the district is largely in the form of direct advances, and indorsement appears to be comparatively much less frequent. In the old bright belt of Virginia the warehouse is of somewhat less importance as a source of funds. Both direct loans and indorsement by it are found. In the vicinity of South Hill the crop is grown largely on credit supplied by the stores, while farther west in the vicinity of South Boston the financial credit of the farmer is believed to be better and bank loans on warehouse indorsement most frequent, and still farther west around Danville and Chatham the crop is still more on a cash basis. In the old bright belt of western North Carolina the situation is broadly similar to that across the border in Virginia, and the store supplies the bulk of the accommodation, with the bank second and the warehouse playing a small rôle. In the new bright belt of eastern North Carolina the store plays by far the leading rôle, while warehouses, except in certain centers, extend little accommodation to growers. One supply merchant in a leading center in that section says that "the tobacco growers are accustomed to buy largely on time during the first eight months of the year, to be paid for when they sell their crop. During that time perhaps 75 per cent of all sales of merchandise, live stock, and fertilizer are made on a time basis. During the other four months practically all sales are on a cash basis." In fact, out of 21 other stores in that section from which data were obtained, 17 estimate that 75 per cent or more of the business of stores in their county is on time, and all reporting banks state that one-half or more of the growers' accommodation is obtained from the store. In South Carolina, on the other hand, there is apparently a considerable proportion of direct bank borrowing. A wholesale grocer in one of the leading markets in that State advises that "the manner of supplying the farmers has undergone a change within the last 10 years. It used to be customary for the lien merchant, as he was called to make advances to farmers but most of this advancing is now done by local banks. The farmer arranges with his bank for money for his entire farm, in most cases even to paying of the fertilizer bill, although some fertilizers are sold, especially to the most substantial farmers, on their notes." On the other hand, another authority advises that farmers in the State generally are financed through large lien merchants, while a supply merchant comments that "the greater part of the credit extended by the store is late in the summer after the grower has spent all of the money borrowed from the bank and still needed money to carry him till the tobacco was sold." Warehouses in that State in general eliminated accommodation to growers in recent years, although some small loans are still reported to gather the crop in June and July. It should be remembered that in this section, as also in eastern North Carolina, cotton is frequently of primary importance, rather than tobacco.

In the burley district the landowner, and in some cases the cash tenant, secures his accommodation from the bank, while the share tenant and the cropper are financed by the landlord, either direct or through indorsement to the store or bank. One banker believes that the landlord, especially in view of the superior lien which he has under Kentucky law,* should either finance the tenant himself, or else indorse for all bank and store accommodation. In this district, it is reported that the low prices paid the grower for the 1920 crop did not permit him to liquidate his indebtedness incurred during that growing season. As a result, the merchants themselves, unless in a fairly strong cash position, were in a strained situation and consequently found it necessary to greatly curtail extension of credit. It is often stated that country stores in the district will play a much less important part in financing tobacco growers than in the past. As in the case of the warehouses, "they were agreeably surprised to learn that such financing, which had come to be regarded as necessary, could be dispensed with." The warehouses in certain centers of this district had loaned heavily for several years, but largely eliminated the practice during the past season. It is stated that they "welcomed the opportunity which has been presented by the present credit stringency to break away from a practice which was rapidly getting beyond their control." On the other hand, a considerable amount of loans by warehouses are reported by markets in the Clarksville-Hopkinsville and one-sucker western dark districts, although the reverse is reported from the Green River, Henderson, and Paducah districts. The accommodation is, however, limited to small growers of moderate means and to tenants, states one warehouseman in the Clarksville-Hopkinsville district, but 25 to 30 per cent of the growers obtain such accommodation. Abolition of the practice in some markets in recent years is reported. The store in all these districts apparently plays a considerable rôle in supplying funds. One merchant in the Paducah district estimates that merchants in his district collected between 25 and 40 per cent of last year's bills, and continued to carry the remainder of the credit business on their books. Several report that credit business has been more limited for growing the 1920 crop. A banker in the Clarksville-Hopkinsville district believes that the bulk of the farmers generally have enough funds left from the previous crop to carry them until September 1, and that "of late years there has been a growing tendency, encouraged by the banks, to borrow all their money from the bank, instead of with the supply merchants."

In short, the warehouse is a leading source of funds in the Virginia dark section, is of less importance in the old bright belt, and, with certain exceptions in eastern North Carolina, is not found in the new bright belt. In the case of the western districts, it was a considerable source of accommodation to burley growers prior to the season of 1920-21 and likewise in the Clarksville-Hopkinsville and one-sucker districts, where it has been continued to some extent. Accommodation is extended by the warehouseman in order to have farmers bring their tobacco to his house, but there has been a tendency away from the practice, as will be seen in more detail below.

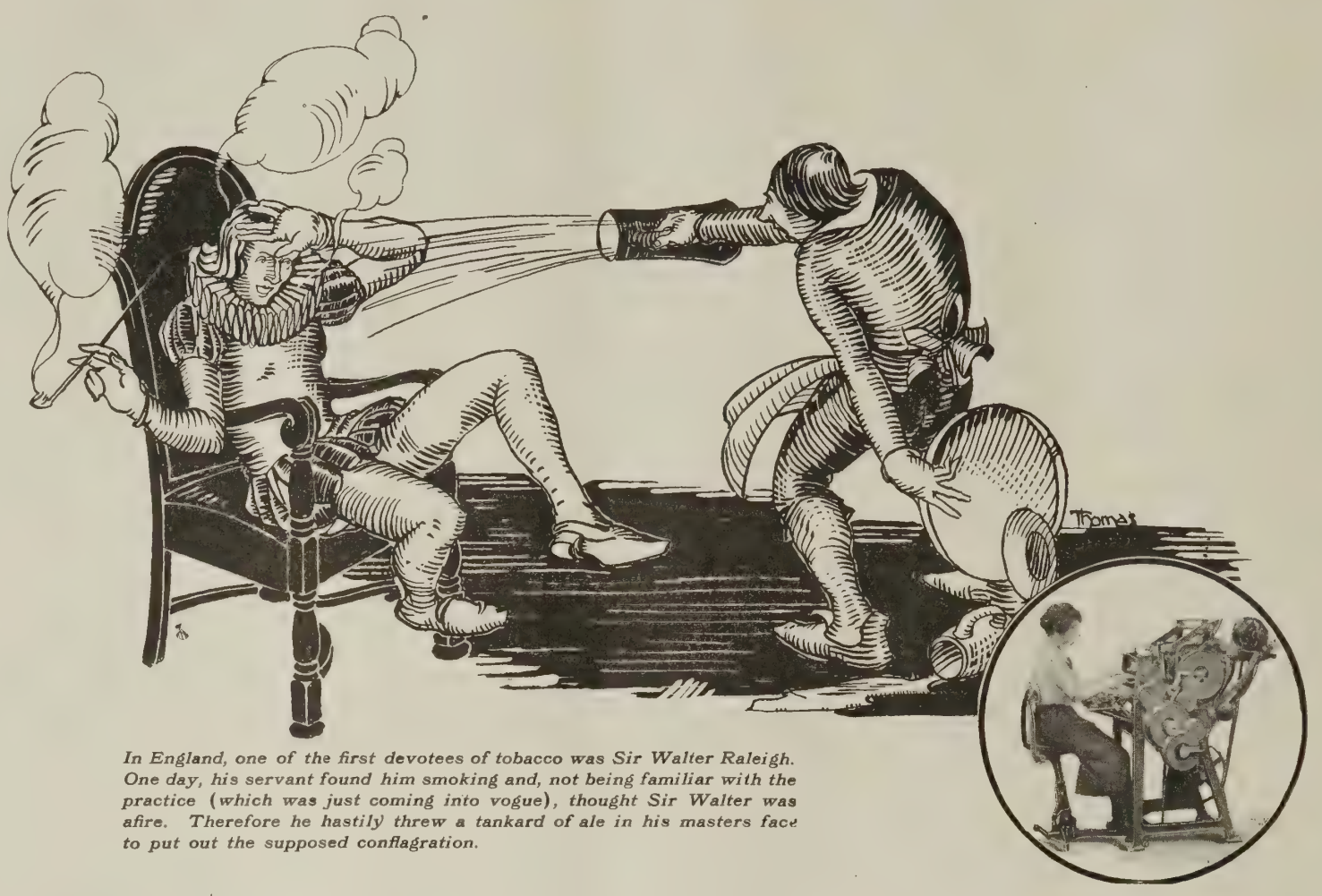
The store plays a large part in practically all sections. Stores in the larger centers of Virginia and western North Carolina, however, do little time business with farmers. Again, on the whole, groceries will be more largely a cash item, while dry goods, furniture, implements, and building materials will be sold more largely on time. Stores in the larger centers also in considerable measure sell to merchants at smaller country points, as well as themselves sell growers direct. It is stated from the Virginia old bright belt that notes are usually taken up at the bank before store accounts are paid, as the store charge for crop time is uniform, and interest on the bank loan is thus decreased. One authority observes that in eastern North Carolina the store often fixes the amount which it will advance the grower, but that in western North Carolina this is not done.

The bank likewise plays a considerable part in all districts. Not only is this true of banks in the country, but banks in the larger markets also loan a considerable amount direct to growers. One bank in a leading market in

*The landlord has a superior lien on produce, fixtures, household furniture, and other personal property of the tenant. Furthermore, the latter, when furnished money or property, is not entitled to any exemption. On property removed openly from the leased premises, the landlord in either case has a superior lien for 15 days after date of removal.

When contract is made whereby the landlord receives part of the crops, he has the right to such a portion when planted, even though it is planted or raised by a different person. He may recover damages if a different crop or no crop be planted or if the tenant fails to cultivate the crop in a proper manner, and for the taking of or injury to the crop, and may obtain an injunction covering the latter. This provision includes a purchaser in good faith without notice of a crop for 20 days after removal from the rented premises.

UNIVERSAL HISTORY OF TOBACCO



*In England, one of the first devotees of tobacco was Sir Walter Raleigh. One day, his servant found him smoking and, not being familiar with the practice (which was just coming into vogue), thought Sir Walter was afire. Therefore he hastily threw a tankard of ale in his masters face to put out the supposed conflagration.*

IN Sir Walter Raleigh's time, labor was cheap, consequently the idea of waste-saving mechanical devices was practically unheard of. Today, the profits of the tobacco industry lie greatly in utilizing stock-saving and labor-saving machinery.

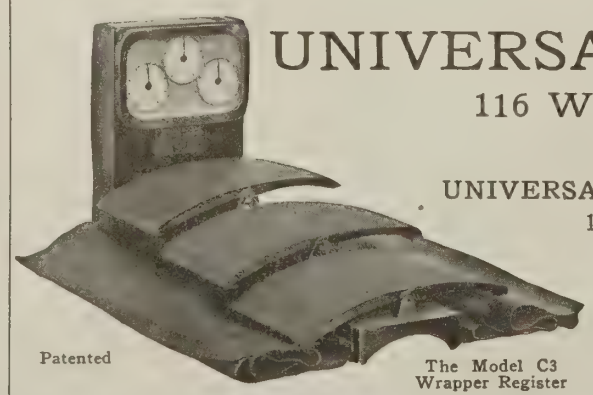
## Turn Your Filler Tobacco Stems and Scrap into Profit

From 15% to 25% of your high-cost filler tobacco is practically wasted in the form of stems and scrap. This tobacco loss can be converted into a saving by crushing your filler tobacco on the Model F Universal Stem Crushing Machine.

This machine crushes the stem to the thinness of the leaf, removing the gum moisture and rendering both leaf and stem smokable without in any way affecting the taste, aroma or burning quality of the finished cigar.

As a cigar manufacturer, keenly interested in reducing waste and increasing profits, you will want to know more about this machine.

*Full Information on Request. Write Now.*



Patented

The Model C3 Wrapper Register

*The Model C 3 Universal Cigar Wrapper Register counts and registers one, two and three-cut wrappers in pads of fifty cuts.*

UNIVERSAL TOBACCO MACHINE CO.

116 West 32nd Street, New York, U. S. A.

Factory: Newark, N. J., U. S. A.

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, Ltd.

108 St. Nicholas Building, Montreal, Canada

the old bright belt of western North Carolina characterizes its situation as follows: "Our bank gets to be more and more like a farmers' supply store every year. We have over 600 notes falling due November 1 alone; average note, $200."

There are certain characteristic forms of security which the grower gives when he obtains accommodation from each of these sources. The form employed is largely irrespective of the district in question. In part, also, the form employed is related to the class of grower, and a note secured by collateral may be generally required from one class, whereas to another class the advance may be entirely on open account. The standard security given the store is the crop lien. In South Carolina, however, it is said that the regular crop lien is outlawed, and a form of chattel mortgage "that amounts to the same thing" is employed instead. A considerable number of authorities in other districts report the use of the chattel mortgage, and some state that in certain cases it is employed in addition to the crop lien, the chattel mortgage then serving as security in the event of crop failure. To some extent time sales are made on open account, and several burley growers believe that most sales are made in that manner. One comments as follows: "Under the laws of Kentucky the landlord has first lien on the crop for all money advanced during the year. Possibly 5 per cent of the stores secure a second lien, never a chattel mortgage. The general practice is open-account credit business with the tenant, with individual understanding that accounts are to be settled when the crop is cashed. Quite frequently attachments are sued out against the selling warehouseman, because the creditor doubts the intention or ability of the debtor to settle in full. Crop securities are very exceptional." In general, however, where the open account is used, it is largely in the case of growers who own their own land, or for the better class of tenants. The difference in the form of security required is well illustrated in the following quotation from a supply merchant in one of the leading centers in eastern North Carolina:

"To those with an established credit, accommodation is extended without any security whatever; those who haven't it, give either a crop lien or a crop lien and chattel mortgage combined covering live stock as well as the crops. The amount of security depends, of course, upon the amount of accommodation, the character and ability of the party asking it, and the amount of rent paid, if any. The owner of the land, if required to give any security at all, is usually able to secure credit on merely a crop lien, but tenants, in view of the fact that they have to pay rent, are usually required to put in whatever they have in the way of live stock or other personal property. Share tenants, or those farming with the landlord's team, are required to secure the guarantee of their landlord."

Another merchant in the same center estimates that about 80 per cent of his time customers give crop liens, together with live stock, wagons, or implements as additional security, and the remaining 20 per cent are sold on open account, while a third merchant in that district estimates that probably 50 per cent of the business is so covered.

The security which the grower gives the warehouse in general is substantially similar to that which he gives the store. The crop lien is the standard form. A warehouseman in the Virginia dark section states that his loan is made on demand, but is paid only when the crop is sold, or, if the grower meets with misfortune, such as through a storm, it is carried over. Other warehouses, however, loan for a fixed period. The crop lien can be recorded if the farmer is suspected and is binding for 10 years in that State. The law there likewise requires the sale of tobacco on the floor of the warehouse which has extended accommodation and permits the latter to stop an attempted sale elsewhere. The only district in which the crop lien is not the major form is the new bright belt. In eastern North Carolina the loan is usually on open account, with a mere promise to sell at the warehouse. In South Carolina, where accommodation is rarely extended, small advances are unsecured, or a chattel mortgage may be employed. In all districts there are some exceptions to the rule. Some advances on the open account are reported, as is also indorsement—e. g., by landlords in some cases, or on poor risks, and real-estate deed of trust or chattel mortgage. Several warehouses in the Virginia old bright belt state that a crop lien is used where the grower does not own real estate, while another warehouse takes a second lien on the crop, the store having the first lien.

The standard form of bank borrowing is upon indorsed note. The indorser may be another grower, a warehouseman, a landlord, or, it is reported by a bank in the Virginia dark district, the grower's wife in the case of the best farmers. The bank prefers to have another party who is financially responsible and to whom it can look for payment. It does not wish to have the farmer's crop or possessions on its hands and leaves them to the store or warehouse, who, especially the former, can keep in closer touch with the grower. Exceptions, however, are found in all sections. Most conspicuous is South Carolina, where there appears to be a considerable proportion of chattel mortgages employed. Thus one authority says:

"The banks secure themselves by chattel mortgages on the crop and usually include the work animals if it is a tenant farmer they are supplying. They sometimes require the landowner either to guarantee the account or waive his rent. Those who own their own farms are sometimes supplied on their promissory notes, chattel mortgages being usually given as additional security, depending, of course, upon the financial standing of the man himself."

This coincides with the data given above, showing a tendency for the banks themselves to extend accommodation direct to the grower in that section rather than indirectly through loans to the supply merchant. Some of the best farmers in all sections obtain loans on their straight note, and in one of the largest markets in the new bright belt of eastern North Carolina it is stated that, measured in volume, most accommodation extended to growers was on the straight notes, although measured in number of borrowers, most was indorsed. One banker in the Clarksville-Hopkinsville district estimates that 60 per cent of the accommodation is on unsecured promissory note, 5 per cent on real estate mortgage, 5 per cent on chattel mortgage, 10 per cent on collateral, and 20 per cent on personal indorsement. Comment is made that the small proportion of chattel mortgages is due to the fact that "Kentucky laws are unfavorable to the holder, expensive to foreclose, etc., so this class of borrowers usually gives some friend or neighbor a mortgage, frequently paying for the accommodation and has the mortgagee 'go his security,'" while the collateral is "usually in the form of notes of other farmers taken in trade. It is the custom here when one farmer agrees to take the note of another, to demand a 'bankable' note, which a local bank will either discount or take as collateral."

Practice as to the time of bank borrowing varies. In some cases it is thought that borrowing tends to be concentrated in the Spring at planting time and at harvest to house and market the crop. In the former case the grower may borrow the full amount at once. In other cases, however, small amounts are borrowed at more frequent intervals from time to time as needed, especially, it is stated by one authority, in the case of tenants. Due dates of course are fixed by the time of marketing the crop. In the East they will be from about October to January, with November perhaps most frequent, while in the West about December 1 or January 1 will be most frequent. In South Carolina alone is the time earlier. The crop there moves to market from about July 1 on, and thus August 1 to September 1 are the usual dates. Notes relating to cotton growing, however, mature about November 1 in that State. A banker in the eastern districts observes that "it has seemed to me for several years that banks located in rural districts, serving principally a farming clientele, could render a real service to their farmer customers by spreading the maturities for obligations created during the planting and growing seasons over a longer period than is now generally the practice. Aside from the fact that the grower would have a longer period in which to market the crop, the banks are overrun with customers on the concentrated maturity date, and as a consequence they are oftentimes unable to efficiently administer the wants or needs of the individual borrower."

*(Series to be continued)*

## Tobacco Drains Fertility From Soil

LEXINGTON, Ky., Dec. 24.—Approximately $6,000,000 worth of plant food is removed from Kentucky farms when the 500,000,000 pounds of tobacco, which the state produces as an average annual crop, is placed on the markets, according to R. E. Stephenson, soils specialist at the College of Agriculture. This is probably one reason for the exhausted soils and low average crop yields in many sections of the state. Further destruction of the state's soil fertility without considerable expense for commercial fertilizers can be prevented largely by careful use of the tobacco stalks which should be scattered over the fields, the specialist declares.

"The average yield of tobacco in Kentucky, which is about 800 lbs. an acre, contains $6.40 worth of nitrogen, $3.20 worth of potassium and about 25 cents worth of phosphorus. The marketable leaf, therefore, removes nearly $10 worth of plant food from each acre of soil. From four to five tons of farm manure would be required to replace the plant food removed from an acre of soil by an average tobacco crop. More than this amount would be required if the stalks were not returned.

"In many cases, the average farmer either fails to spread the stalks on the fields or they are spread too thickly with the result that there is much waste of plant food, particularly nitrogen. In order to get the most good from them, they should be used at the rate of not more than 600 to 1,000 pounds an acre.

"With the stalks from one acre containing plant food worth about $3.75, the total value of the stalks produced in the States reaches a value of more than $1,800,000 or an amount equal to one-half the value of fertilizers purchased in one year by Kentucky farmers. Careful use of these stalks, which are already on the farm, to eliminate the necessity of purchasing commercial fertilizer, which must be brought to the farm, is worthy of consideration from every farmer in the state."

## Final Campaign for Mutual Marketing Sign-Up

HENDERSON, N. C., Dec. 26.—The final wind-up of the campaign for enlistment of Vance county tobacco growers in the co-operative marketing association is on in earnest this week. While leaders will not say just how much additional acreage they expect to sign up by the end of the period next Saturday night, they do declare that they will have something more than 6,000,000 pounds of the 1922 crop enrolled in the association. This figure represents from 65 to 70 per cent of the 1920 crop, and about 75 per cent of the 1921 crop in this county.

Efforts of the leaders in the movement during the past week to get expressions from local merchants and business men as to their attitdude toward the co-operative plan have resulted in the enlistment of the bankers, the Merchants' Association, many independent dealers in various commodities, and some of the largest manufacturers in the city.

They sought these expressions in large measure for the effect it would have upon their eleventh hour appeal.

*The* **PERFECTLY EQUIPPED LITHOGRAPHING PLANT OF PASBACH-VOICE.**

Our new establishment contains the most modern facilities for manufacturing

# Cigar Labels and Cigar Bands

## of the Very Highest Quality

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Deliveries can be made as promptly as required.

In addition to new designs for cigar labels we have for sale, with exclusive control for purchaser, numerous discontinued labels, at astonishingly low prices.

**PASBACH-VOICE**
LITHOGRAPHING CO. INC.

**Cor. Grand Street and Morgan Avenue BROOKLYN, N. Y.**

# Rustica Tobacco Growing in Lancaster County

## Experimenter Otto Olson Is Satisfied High Nicotine Content "Weed" Does Better on Soil of Pennsylvania "Garden Spot" Than Elsewhere—Believes Establishing of Extracting Factories Will Follow More General Growing.

LANCASTER, Pa., Dec. 24.—"Are Lancaster county soils nicotine inducers?"

The question propounds itself out of the experience of Federal Experimenter Otto Olson with the now-destined-to-be-famous Rustica tobacco, says *Garden Spot News*, for nowhere else where Rustica has been tried does it keep up to the high nicotine content that it shows here.

"Rustica," says Mr. Olson, "has been tried on experiment farms all over the country, but falls down in yield and nicotine content everywhere except here."

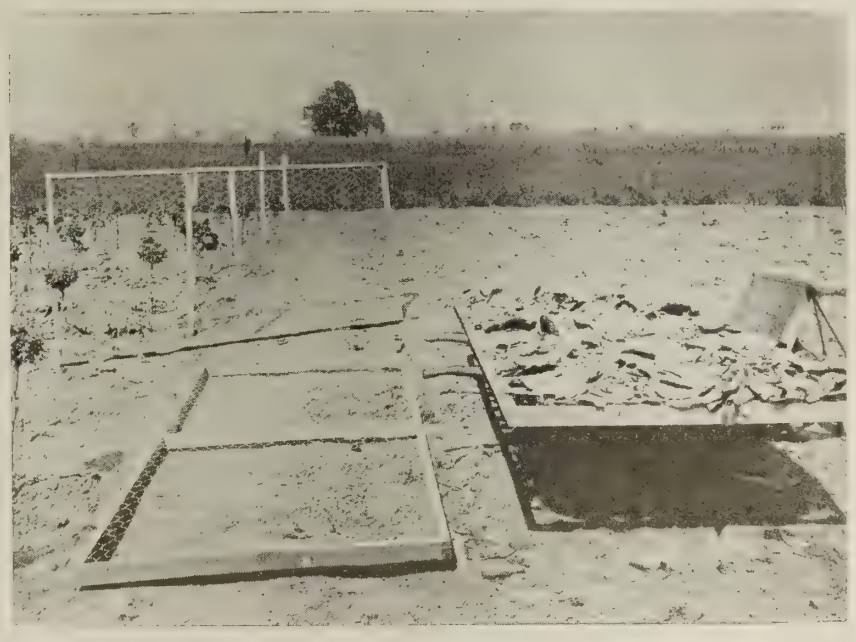
Readers unfamiliar with the experimental work being conducted on Rustica tobacco should know that it is a very rugged type of tobacco, said to have been imported from Russia and has been bred upwards for nicotine content by Mr. Olson, with the purpose in view of finally producing a tobacco wherein the nicotine will be heavy enough to be used in the making of nicotine spray solutions. In fact, the work has gone along far enough to justify its use in this way, and last spring Mr. Olson distributed through the Farm Bureau a large quantity of the seed which is being grown here and there over the county with the same purpose.

"As a matter of fact," says Mr. Olson, "Rustica does better on Lancaster county soil than anywhere else, and it is not without the bounds of possibility that some day we may be growing Rustica on quite an extensive scale for insecticide manufacturers."

A number of large insecticide manufacturing concerns, according to Mr. Olson, have made inquiries about the Rustica tobacco, and have been given samples. "One of the largest firms in the world," he says, "asked for a second sample of a hundred pounds, and also made inquiries regarding the probable cost of growing it. Therefore, I am sure it is only a question of time before our farmers will be growing this tobacco, and it will mean the establishing of factories in the county for extracting the nicotine.

"Those of our farmers," Mr. Olson suggested, "who have conscientious scruples in regard to growing cigar leaf tobacco can engage in growing Rustica secure in the knowledge that it is used only for insecticidal purposes, thereby aiding their fellow-farmers in exterminating pernicious insects."

**A Well-Developed Rustica Seed Plant**



**Showing Method of Harvesting Rustica by Cutting It and Placing It on Racks Made of Chicken Wire for Curing. It Can Also Be Speared on Laths, Like Any Other Tobacco.**

# Chicago Salesmen Express Seasonal Sentiments

## Windy City Stars Show Due Appreciation for the Bountiful Business Enjoyed During the Year Making Its Exit—Traveling Representatives of Tobacco Manufacturers Speak Briefly of Successful Efforts—Take Hopeful View of Trade Outlook.

CHICAGO, Dec. 24.—Let us give thanks for the good business that everybody enjoyed this year. This being the season of happiness and cheer, follow me through these columns and you will find what the stars in the trade had to say about this good old year of 1921, a year of "ups and downs" but as a whole, one that brought good business to many.

### Overcomes Bad Start

"Off to a bad start," on account of the Tampa strike, Robert I. Ellis said the year as a whole was the best year he has ever had for Sanchez & Haya and he extends his greetings to all the trade.

### Still Booking Orders

Frank Cohn, of Nathan Fox Co., just had time to say "best wishes" as he is still booking orders for Lozano.

### Best Year Ever

E. P. Oakes reports his year's sales of Gato and Cressida the largest he has ever had. "Happy New Year" from E. P. O. to all the trade.

### No Fault to Find

Arthur Simpson, the General Cigar Co.'s loop representative, never had any fault to find as his customers treated him royally all year. Arthur wishes everybody the happiest kind of a New Year.

### To Be on Deck

Jacob M. Rosenberg of Fernandez & Fernandez, Tampa, asked me to extend his greetings and to say he will be ready and on the job Jan. 1 to book orders for his Karina. Jack is, as everybody knows, one of the early birds.

### 1921 Was Good to Him

Harry Young, who came in for the holidays, just had time to say that 1921 was good to him and a merry Christmas and happy New Year to all his friends and customers. Harry sells Mendelsohn Co.'s line of cigars.

### From the Firmament

Al. Spellman "greets you all," through TOBACCO. Al. is one of Chicago's most popular cigar men and a shining star of the San Telmo Cigar Mfg. Co.'s sales force.

### Keep Your Eye on Ewing

"Just watch my smoke in 1922," says Robert Ewing, Park & Tilford's candy king.

### Greetings

Best wishes are extended to all the trade by Wm. Rheaume of the Melachrino Chicago office.

### Had Fine Year

William Rosenfeld enjoyed a fine year with his Charles the Great and as Billie says, "a good cigar always wins out." I might add, you can find this brand in more of the better stores than heretofore. "The compliments of the season" from this Salvador Rodriguez star.

### Old Year Was Kind to Sig

"A very merry Christmas and the happiest kind of a New Year" are the wishes Sig Mayer sends to the trade. 1921 was very kind to Sig who represents F. Lozano, Sons & Co., of Tampa.

### "Joyous" Is the Word

Clarke Cutler has sold cigars for many years and in his time has represented some very large cigar houses, but he never had such a big year as 1921 has been with his Ben Bey brand. "Joyous greeting" for the New Year is what Clarke wishes to all.

### Multum in Parvo

"Compliments of the season" from Gus Jacoby, the Lucius boy.

### Had Very Good Year

Gordon Nussbaum "checked in" to say he had a very good year for Berriman Bros., and he wishes all much prosperity in 1922.

### Closed Good Year

Ernest MacKenzie, now with I. Lewis Cigar Mfg. Co., of Newark, closed a good year on Melba and John Ruskin and says his holiday orders were very heavy indeed. "My wishes are always with my friends," said Mac, "but you can say for me, I hope that everybody will be busy next year."

### Pleased with Results

Eddie Crooks, "Happy Ed," as he is known here, has just come up for a breathing spell. Ed "sure" did a whale of a Christmas business with La Palina. Old 1921 was good to Eddie and he wishes everyone health and prosperity for the coming year.

### Greetings from Frank Lopez

Just had a greeting card from Frank Lopez of Garcia y Vega, who asked me to say he sends his greetings to all the

(*Continued on page 80.*)

# TAYLOR, BATES & CO.

*Members New York Stock Exchange*
*Members New York Cotton Exchange*

**100 Broadway, New York**

**Tel. Rector 1140**

Branch Office—Liggett Building

**41 East 42nd Street**

***Telephone Murray Hill 5631***

Inquiries solicited regarding the

## American Tobacco Company


## Tobacco Securities

**By Marketwise**

TUESDAY MORNING, Dec. 27.—In a listless pre-holiday market in which the general trend was downward the tobacco stocks held most of the recent ground gained. Figures reached and net changes for the more active of the listed stocks are as follows:

| | | |
|---|---|---|
| American Snuff ..... | 112 | |
| American Sumatra ..... | 31¾ | +1¼ |
| American Tobacco ..... | 131⅞ | — ⅝ |
| American Tobacco B ... | 126 | —2⅛ |
| Consolidated Cigar .... | 22 | —3 |
| General Cigar ..... | 67½ | |
| Liggett & Myers ..... | 164 | + ¾ |
| Liggett & Myers B ..... | 164 | +5¼ |
| P. Lorillard ..... | 152 | —2 |
| Tobacco Products ..... | 63⅞ | + ⅝ |
| United Retail Stores ... | 53 | |

The sale during the week of a hundred shares of United Cigar Stores common stock on the Exchange occasioned considerable comment amongst those that do not know that the bulk of the trading in this stock has been taking place over the counter. The sale on the Board was the first one there in months and took place some eight points above where stock was offered for sale by dealers. It is not unlikely that a decided effort will be made to make a more active market for the stock in connection with the marketing of the new preferred issue described last week.

The easing off of the American Tobacco stocks on the Board has not had the usual corresponding effect in the scrip.

The Reynolds issues continue relatively inactive; the volume of B stock traded in all week would not make an ordinary day's good trading; the A stock is even more inactive although some exchanges of this issue were recorded in exchange for B stock. The preferred continues in good demand but shows some evidence of profit-taking.

The 20% stock dividend on the common stock of the Weyman-Bruton Company is payable this week and the process of evening up and realization will make for a more active market than is usually enjoyed by this stock; it ought also to furnish an opportunity for those who have wished to invest in this stock but for whom the stock has been too high priced.

The Schulte stock dividend will also be paid this week and the result will also make for activity in this issue.

### May Run Chain of Stores

CHICAGO, Ill., Dec. 25.—Jack King, Inc., has leased a store at 806½ E. 63rd street for a cigar store. Their purpose is to run a chain of stores.

## Brazil As a Market for Tobacco Products

WASHINGTON, D. C., Dec. 24.—Assistant Trade Commissioner B. H. Noll, at Rio de Janeiro, has sent the following report to the Department of Commerce regarding Brazilian markets for tobacco:

While Brazil is a tobacco-producing country and exported over 30,000 tons during the year 1920, small amounts of leaf tobacco are imported for making mixtures and cigarettes. During 1920 over 900 tons of leaf tobacco were imported.

### Domestic Production—Sales

Bahia produces about 95 per cent. of the tobacco grown in Brazil, and of the total of 30,561,541 kilos exported, 28,483,578 kilos were shipped from the port of Bahia.

The principal countries to which Brazilian leaf tobacco is exported are Argentina, Spain, France, and, in recent years, the United States. During 1919 and 1920 Germany also imported considerable quantities.

Brazilian cigars sell from 300 reis (approximately $0.04) apiece and up. The cigars made in Bahia are considered by many to be equal, if not superior, to the Habana cigars in flavor, mildness, and workmanship. Cigarettes are put up in packages of 20 cigarettes each and retail, according to quality, at from 300 reis ($0.04) to 1½ milreis ($0.19) a package.

### Sale of American Tobacco Products

The sale of American and other foreign tobacco products is restricted by the high prices which are necessitated by the Brazilian protective tariff on this class of goods. Imports of cigars, cigarettes, and other manufactures of tobacco have been very small. In 1918 the total amount was only 4,061 kilos, over half of which came from Cuba, and only 646 kilos from the United States. In 1920 the total amount imported increased to 8,523 kilos, valued at 326,565 paper milreis (about $41,475 at present exchange).

The largest amount of cigarette paper imported has always come from the United States. In 1918 imports totaled 414,848 kilos, of which the United States shipped 247,542 kilos. In 1920 the total imports were 585,587 kilos. During the last year France has been exporting increasing quantities of cigarette paper to Brazil.

In the official statistics of imports, pipes, cigarettes and cigar holders, and smokers' supplies are classed under one heading. The total amount of these articles imported in 1913 was 105,971 kilos, the largest shippers being France, Germany, and Italy, the United States only shipping 6 kilos. Trade gradually declined during the war years, and in 1918 the imports totaled 39,867 kilos, valued at 617,176 paper milreis (1 paper milreis equals $0.324 at normal exchange). The United States at that time was the leading exporter with 17,161 kilos. In 1920 the total amount imported increased to 75,983 kilos, valued at 1,514,158 milreis.

Probably, since the market is limited, the best methods of distribution are by direct sales to jobbers and tobacco dealers in Rio de Janeiro.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff ..... | 109 | 111 |
| American Snuff Pfd..... | 87 | 91 |
| American Sumatra ..... | 33½ | 34 |
| American Sumatra Pfd.... | 65 | 68 |
| American Tobacco ..... | 131¾ | 133¾ |
| American Tobacco "B".... | 126½ | 127½ |
| American Tobacco Pfd..... | 95¾ | 96⅞ |
| Consolidated Cigar ..... | 19 | 22 |
| Consolidated Cigar Pfd..... | 55 | 61 |
| General Cigar ..... | 67½ | 68 |
| General Cigar Deb..... | 92¼ | 96 |
| General Cigar Pfd..... | 101 | 102 |
| Liggett & Myers..... | 160 | 165 |
| Liggett & Myers "B"..... | 155 | 164 |
| Liggett & Myers Pfd..... | 107¼ | 108½ |
| Lorillard, P..... | 150½ | 151¾ |
| Lorillard, P., Pfd..... | 102 | 108 |
| Tobacco Products ..... | 62½ | 64 |
| Tobacco Products Pfd..... | 87½ | 89 |
| United Cigar Pfd..... | 101 | 105 |
| United Retail Stores..... | 52⅝ | 52⅞ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | *Bid* | *Asked* |
|---|---|---|
| American Cigar Com..... | 65 | 71 |
| American Cigar Pfd..... | 81 | 85 |
| American Mach. & Fdy.. | 125 | 150 |
| American Tobacco Strip.. | 113 | 115 |
| Bayuk Bros. Pfd..... | 80 | 90 |
| British-Amer. Tob. Co.... | 11½ | 12½ |
| Conley Foil ..... | 13 | 16 |
| Eisenlohr & Bros. Com... | 57 | 64 |
| Eisenlohr & Bros. Pfd.... | 86 | 91 |
| Geo. W. Helme, Com..... | 165 | 175 |
| Geo. W. Helme, Pfd..... | 100 | 105 |
| Hav. Tobacco Com..... | ⅛ | ⅜ |
| Hav. Tobacco Pfd..... | ½ | 1½ |
| Imperial Tobacco Co..... | 9 | 9¼ |
| International Cigar Mach.. | 10 | 20 |
| Johnson Foil ..... | 90 | 100 |
| J. S. Young Com..... | 80 | 90 |
| J. S. Young Pfd ..... | 87 | 95 |
| McAndrews & Forbes Co. | 105 | 108 |
| McAndrews & Forbes, Pfd | 85 | 90 |
| Mengel Co., Com..... | 26 | 32 |
| Philip Morris ..... | 4 | 7 |
| Porto Rican A. T. Co.... | 66 | 73 |
| Porto Rican A. T. Scrip... | 70 | 85 |
| R. J. Reynolds "A" ..... | 65 | 75 |
| R. J. Reynolds "B" ..... | 35 | 37 |
| R. J. Reynolds Pfd..... | 105 | 108 |
| Schulte Retail Stores ..... | 30 | 34 |
| Tobacco Prod. Export .... | 3 | 6 |
| Tobacco Prod. 8% Scrip.. | 99 | 101 |
| Tobacco Prod. 7% Scrip.. | 99 | 101 |
| United Cigar Stores ..... | 130 | 140 |
| Universal Leaf Com..... | 125 | 135 |
| Universal Leaf Pfd..... | 97 | 102 |
| Weyman-Bruton Com..... | 130 | 150 |
| Weyman-Bruton Pfd..... | 100 | 105 |

## United Retail Stores

Tobacco stocks acted well during the first few minutes of trading Tuesday, but sold off later on, following the announcement that a court order had been secured, preventing formal action on the plan to issue $10,000,000 additional preferred stock by United Cigar Stores. Those close to the United Cigar Stores Co. insist, however, that even if this extra issue of stock is held up indefinitely, it will not hamper the operations of the company. The proposed issue was to take care of new needs as they might arise from time to time, rather than any immediate requirement. Incidentally, the recent cut in cigarette prices by leading manufacturers is favorable to United Cigar Stores, and directly to United Retail Stores, which owns practically all of the United Cigar Stores common stock outstanding. United Cigar Stores cut its prices long before any cut was seriously considered by the manufacturers, so that from now on it will secure the increased benefit of the lower prices it must pay to tobacco manufacturers.


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the *Unlisted* and *Inactive* tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

## Stone, Prosser & Doty

***Specialists in Tobacco Stocks***

**52 William Street, N. Y.**

**Tel. Hanover 7733**


### Adolf Sobel, Inc.

Adolf Sobel, New York, tobacconist, has been incorporated. Capital stock, $10,000. Incorporators, A. and C. Sobel and M. Garber; attorney, W. M. Waldman, 233 Broadway.

### Tolosa in Bankruptcy

Tolosa Cigar Co., Inc., of 11 Lispenard street, filed a petition in bankruptcy last Thursday, listing liabilities of $48,759 and assets of $23,425, main items of which are real estate, $7,000; stock, $7,642; fixtures, $3,959; accounts, $4,823. Principal creditors listed are Atlantic National Bank, $14,000; Citizens American Bank and Trust Company, of Tampa, Fla., $8,500, partly secured; Ernest Ellinger & Co., $5,990.

### D. Kurman Co., Inc.

MILWAUKEE, Wis., Dec. 24.—D. Kurman Co., manufacturer of cigars, has been incorporated. Capital stock, $75,000. Incorporators, D. Kurman, B. Berman and P. Kurman.

## Cincinnati Market

CINCINNATI, Dec. 24.—The closing sale of the week in the Cincinnati burley leaf tobacco hogshead market was held yesterday morning at the Globe Warehouse, with a liberal offering of assorted samples of new and old crop grades. Inspection was rendered difficult by the poor light which prevailed and buyers were therefore rather discriminating in their bids. The market, however, closed stronger than it opened, new tobacco averaging higher than at previous sales this week. Old tobacco, quality considered, sold well.

A summary of sales for the past week shows an aggregate offering of 49 hogsheads of new crop tobacco, which sold at an average of $29.07 per hundred pounds; 134 hogsheads of old tobacco sold at an average of $13.55 per 100 pounds.

## Cigarette Prices Cut While Leaf Advances

Manner in which conditions are shaping themselves in the cigarette industry is being watched with considerable interest. Though trend can by no means be construed as bullish on earnings, it is not causing any undue concern among conservative interests.

Two chief developments are a tendency to cut prices on cigarettes and an upward trend in leaf prices.

As has been announced by Dow, Jones & Co., Liggett & Myers and R. J. Reynolds Tobacco recently made an offer which amounted to a cut of about 25 cents a thousand on popular brands. This was followed by American Tobacco reducing its principal brand 25 cents a thousand. These three companies are dominant in the field of domestic cigarettes.

### Internal Revenue Figures as Basis

Based on the internal revenue figures for the first ten months, consumption of cigarettes in the United States should exceed 53,500,000,000 in 1921. This includes Turkish cigarettes, which have also been reduced. If reduction averages 25 cents a thousand, it would indicate a contraction in profits of $13,375,000 annually. This would be equivalent to more than 35 per cent of 1920 total net of Liggett & Myers, Reynolds and American Tobacco, $35,500,000.

But these figures do not present a true picture of the situation. Lower leaf from the 1920 crop averaged inventories down and therefore manufacturing costs are below those of 1920. Turnover is larger, which helps reduce overhead. Again, manufacturers may do some trimming of expenditures which would help provide an offset.

### Internal Revenue Tax Large

Cigarettes which formerly retailed at 20 cents for a package of twenty, but have reduced recently to 17½ cents, are sold by manufacturers at $8 a thousand. Discounts reduce the wholesale price to $7 or $7.25. In the case of cigarettes wholesaling at $7 a thousand, $3 represents internal revenue tax.

Assuming that with the present large volume of business the manufacturer can average 12 per cent on his turnover, this would give him a profit of 84 cents a thousand. This would not seem to leave much room for further large price reductions.

With higher leaf prices in prospect, it is reasonable to expect that in 1922 manufacturing costs will be higher than in 1921. Crop of tobacco in 1921, which is now being marketed, was approximately 1,000,000,000 pounds compared with 1,500,000,000 pounds in 1920. In the case of manufacturers who before the war carried their leaf at average cost of 10 cents a pound, it was found that after the 1919 crop was put in, this average had reached 40 cents. The 1920 crop sold at prices of 50 per cent and more from the record high prices brought by the 1919 crop, but remained about 100 per cent above the pre-war level. In the case of the manufacturer mentioned, average cost of inventories declined 10 cents to 30 cents a pound. Current prices for leaf will raise this. Thus some manufacturers are carrying leaf under its liquidating value.

### Reductions Cannot Go Far

In the opinion of conservative tobacco interests, price reductions in cigarettes cannot go very far. The business is highly competitive and for this reason there is always the possibility of a drastic cut by one or more manufacturers. But it seems apparent this could not continue for any time. Cigarettes are largely a trade mark proposition and further reduction in the margin of profit might leave a manufacturer in a position where he could not exploit his brand.

### Old Belt Prices Show Big Increase

Old belt tobacco started slightly above last year's prices, but are now up 100 per cent from the opening figures and approximate the 1919 high levels. The burley crop is now being placed in the market. Its sale has been delayed by the marketing organization which was formed and now controls 200,000,000 pounds, the bulk of the crop. This provides an unusual situation. Burly goes into popular brands of domestic cigarettes and is used for smoking and chewing tobaccos. If efforts are made by the pool to raise prices to absurdly high levels, it is believed large manufacturers would wait it out and rely on their supplies which they carry for several years. Low grades of burley are bringing 30 cents a pound compared with 15 cents last year.

### Turnover Large in 1921

The year just drawing to a close has been a prosperous one for the cigarette manufacturers, not so much because of the wide profit margin, but because of the large turnover. Prospect of higher leaf prices, tendency to cut prices and pooling of the burley crop will bring their own problems in 1922.

But the big manufacturers have built up their surpluses to a point where they can undertake solution of these problems without undue alarm.

### Companies Make Good Showing

At the close of 1920, Liggett & Myers surplus of $22,390,335 was equivalent to $69 a share on the $32,229,600 common and common B outstanding; P. Lorillard's surplus of $10,743,197 was equivalent to $35 a share on $30,304,700 common; American Tobacco's surplus of $14,655,900 was equivalent to $16 on $89,542,600 common and common B, and R. J. Reynolds had a surplus of $2,064,102, equivalent to 86 cents a share on the $60,000,000 common and common B of $25 par.

This was after American Tobacco paid a stock dividend of 75 per cent and Reynolds one of 200 per cent. Reynolds carries its goodwill at $1,300,000. This includes trademarks for the largest selling cigarette in the United States, and popular brands of smoking and chewing tobaccos. On basis of last year's earnings, which exceeded $10,000,000, Reynolds' goodwill could be appraised at $50,000,000.—*Wall Street Journal.*

## Rauch Cigar Co.'s Growth

The Rauch Cigar Co., Indianapolis, Ind., represents the growth of fifty years, having been established in 1871, and has a national distribution from coast to coast for its Lincoln Highway cigar. This brand is distributed through jobbers in 28 states; it retails at 2 for 15 cents and is an imported Sumatra wrapped smoke. Its ashes may be found along the Lincoln Highway from New York to San Francisco, and close-smoked butts, from which the last puff of flavor has been drawn, are cast daily from touring automobiles along the route. It, of course, has a large and steadily growing army of constant smokers all over the country.

Other brands featured by the Rauch Cigar Co., are the Hoosier Poet, 10 cent and 2 for 25 cent sizes, a seed and Havana, Java wrapped cigar; Tampiola, to be had in the same sizes, a seed and Havana, imported Sumatra wrapped cigar; and Melrose and Hand Made 5 cent cigars.

These are made in three plants; one in Indianapolis, where are the office and the main factory; a branch factory in Cambridge City, Ind.; and another branch in Knightstown, Ind. By operating these separate establishments the company is able to classify its work to permit the greatest efficiency, yet have a wide margin for expansion.

Distribution of the product of these factories is through 86 jobbing accounts. They are featured exclusively in the Hamilton-Harris & Co. string of eight jobbing houses in Indiana; the Western Grocery Co.'s twelve houses in Iowa, Minnesota, Missouri and Kansas. Other prominent distributors are Baker Bros., Boston; J. H. Pike & Co., New York City; J. J. Gans & Bro., Los Angeles; H. & S. C. Bercovich Co., Oakland and San Francisco.

Naturally an enterprise of this scope has a large personnel, totaling around 1,000 people. Seven men are kept on the road. Between the country-wide, energetic promotional work that is done, and the real quality of the cigars themselves, the Rauch Cigar Co. finds itself in an exceptionally strong position, as do those who handle its cigars.


F. M. Lockwood & Co.

*Stock Brokers*

*Members of The New York Stock Exchange*

INVESTMENTS

in

HIGH GRADE

STOCKS

AND

BONDS

*New York Office*

52 Broadway

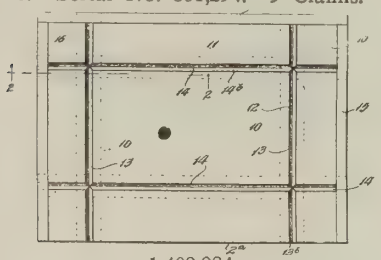
*Southern Office*

Keyser Building, Baltimore, Md.

## Patents Recently Granted

By U. S. Patent Office

No. 1,400,084. Cigar-Box. Henry Leiman, Tampa, Fla. Filed Jan. 14, 1920. Serial No. 351,294. 9 Claims.

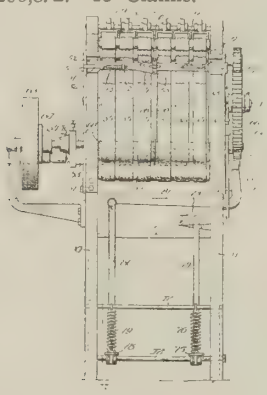


1,400,084

A wooden box having the ends of its side walls jointed and secured together at the corners and integrally united to the bottom.

* * *

No. 1,400,228. Leaf Stemming and Booking Machine. Joseph F. Moeller, Chicago, Ill. Filed Oct. 4, 1918. Serial No. 256,872. 15 Claims.

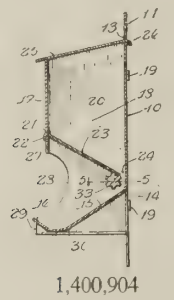


1,400,228

In a leaf stemming and booking machine, the combination of a main frame, a booking drum journaled therein, booking belts co-operating with said drum, an apron frame hinged at its lower end to said main frame and supporting a portion of said belts, and means for securing said apron frame in upright position against said main frame comprising a pair of spring-pressed locking bolts slidably mounted on said apron frame, a turn-button pivoted on said apron frame between the inner ends of said bolts, links connecting the inner ends of said bolts to said turn-button, and keepers adjustably secured to said main frame and formed with holes to receive the outer ends of said locking bolts.

* * *

No. 1,400,904. Novelty Match-Box. Sam K. Nomeland, Forter, Minn. Filed May 8, 1920. Serial No. 379,879. 2 Claims.



1,400,904

A match-box comprising a back plate having a tray struck from its lower end portion with resultant spaced legs, and integral sheet metal front and side portions secured to the back plate above the tray and to the legs at the sides of the tray, the sides of the box having their lower edge portions extending inwardly toward each other, the tray extending forwardly in arc shape from the back plate and resting upon the inwardly directed portions of the sides, the tray being accessible from the front of the box.

* * *

No. 1,401,106. Process of Treating Tobacco Leaf. José Santiago Villacorta, San Ildefonso, Bulacan, Philippine Islands. Filed Aug. 9, 1921. Serial No. 490,975. 5 Claims.

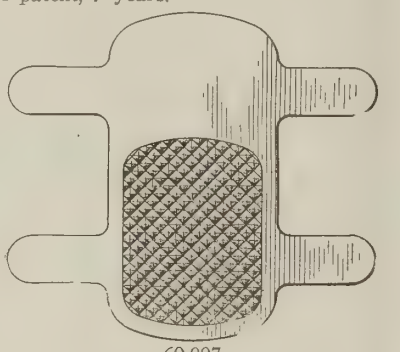
A process for the treatment of tobacco which comprises (*a*) bruising or destroying the continuity of the leaf surface, (*b*) washing to remove the nicotine and soluble substances, (*c*) treating with an oxidizing compound, and (*d*) washing to remove any excess of chemicals.

A process for the treatment of tobacco which comprises (*a*) bruising or destroying the continuity of the leaf surface, (*b*) washing to remove the nicotine and soluble substances, (*c*) treating with a solution of potassium permanganate and sodium chloride, (*d*) neutralizing with a solution of oxalic and citric acids, and (*e*) washing to remove any excess of chemicals.

## Designs Filed

In U. S. Patent Office

No. 60,007. Match-Scratcher. Bernard Baldwin, Los Angeles, Cal. Filed June 21, 1921. Serial No. 479,386. Term of patent, 7 years.

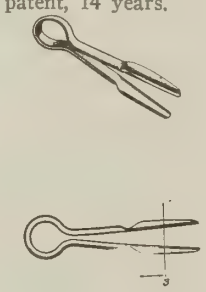


60,007

The ornamental design for a match-scratcher, substantially as shown.

* * *

No. 60,049. Tobacco-Pipe Reamer. George J. Meyers, Council Bluffs, Ia. Filed Feb. 28, 1921. Serial No. 448,613. Term of patent, 14 years.



60,049

The ornamental design for a smoking pipe reamer as shown.

* * *

No. 60,069. Holder for Smoking-Pipes. Herman F. Stuhr, Cleveland, Ohio. Filed Jan. 31, 1921. Serial No. 441,436. Term of patent, 14 years.

60,069

The ornamental design for a holder for smoking-pipes as shown.

## Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

No. 134,152. John W. Surbrug, Inc., New York, N. Y. Filed June 24, 1920.

EL CONSUELO

134,152

*The particular description of goods.*—Cigars. *Claims use* since 1889

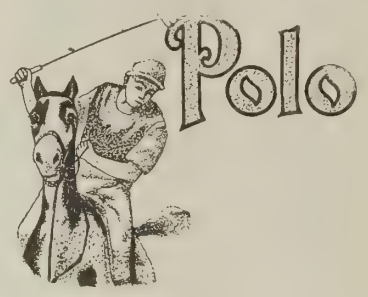
No. 135,825. Richard P. Sheeter, Delphos, Ohio. Filed Aug. 5, 1920.

135,825

*The particular description of goods.*—Cigars. *Claims use* since June 5, 1920.

* * *

No. 136,300. Liggett & Myers Tobacco Company, New York, N. Y. Filed Aug. 20, 1920.




136,300

*The particular description of goods.*—Smoking and Chewing Tobacco and Cigarettes. *Claims use* since January, 1887.

* * *

No. 143,303. Universal Leaf Tobacco Co., Inc., New York, N. Y. Filed Feb. 7, 1921.

"BIG CHIEF"

143,303

*The particular description of goods.*—Leaf-Tobacco. *Claims use* since Sept. 20, 1920.

* * *

No. 143,525. The Zorro Tobacco Co., Inc., New York, N. Y. Filed Feb. 12, 1921.

143,525

*The particular description of goods.*—Smoking-Tobacco. *Claims use* since Jan., 1921.

* * *

No. 149,573. Congress Cigar Company, Philadelphia, Pa. Filed Feb. 5, 1921. Serial No. 143,207.

149,573

*The particular description of goods.*—Cigars. *Claims use* since Apr. 4, 1912. Registration has been completed, and is *not* subject to opposition.

* * *

No. 151,891. Max Spiegel & Sons Co., Inc., New York, N. Y. Filed Aug. 17, 1921.

151,891

No claim being made to the words "Cigarette Papers, Extra Superieur, Qualité Surfine, Imported and Registered" shown on the drawing. The Greek and Turkish wording translated means "Black Sea Cigarette Paper."

*The particular description of goods.*—Cigarette-Papers. *Claims use* since June 23, 1916.

* * *

No. 152,516. M. Melachrino Co., Inc., New York, N. Y. Filed Sept. 2, 1921.

152,516

*The particular description of goods.*—Cigars, Cigarettes, Smoking and Chewing Tobacco. *Claims use* since Jan. 2, 1915.

* * *

No. 139,043. Max Moskowitz, New York, N. Y. Filed Nov. 1, 1920.

PASTMASTER

139,043

Applicant disclaims the use of his mark for long-cut tobacco for both smoking and chewing or for any tobacco products other than cigars.

*The particular description of goods.*—Cigars. *Claims use* since Oct. 25, 1920.

* * *

No. 139,101. "Turmac" Turkish Macedonian Tobacco Company, Arnhem, Netherlands. Filed Nov. 2, 1920.

TURMAC

139,101

*The particular description of goods.*—Cigarettes, Cigars, Chewing, Smoking and Leaf Tobacco. *Claims use* since Apr. 29, 1920.

* * *

No. 140,762. G. W. Van Slyke & Horton, Albany, N. Y. Filed Dec. 7, 1920.

140,762

*The particular description of goods.*—Cigars. *Claims use* since Nov. 8, 1920.

(*Continued on page* 78)

# GREETINGS FOR 1922

## The Deisel-Wemmer Company

Lima, Ohio

**Manufacturers of EL VERSO and SAN FELICE**

# LA PALINA

*The Quality Cigar*

*Since 1896*

As the year closes we thank our many friends for their faithful cooperation in making it such a successful one.

As the new year dawns, we express the earnest wish that it may bring to each the complete fulfilment of his dearest desires.

**CONGRESS CIGAR COMPANY**
**Philadelphia**

## Trade-Marks

(*Continued from page 76*)

No. 141,249. The Bloch Bros. Tobacco Co., Wheeling, W. Va. Filed Dec. 18, 1920.

ARROW

141,249

*The particular description of goods.*—Cigarettes. *Claims use* since Dec. 14, 1920.

* * *

No. 141,551. Coast Specialty Co., Inc., Bellingham, Wash. Filed Dec. 28, 1920.

PACIFIC HIGHWAY

141,551

*The particular description of goods.*—Cigars. *Claims use* since May 1, 1920.

* * *

No. 141,665. The Bloch Bros. Tobacco Co., Wheeling, W. Va. Filed Dec. 30, 1920.

MAIL POUCH

141,665

*The particular description of goods.*—Cigarettes. *Claims use* since Dec. 21, 1920.

No. 153,699. The Standard Match Corporation, Garfield, N. J. Filed Oct. 3, 1921.

153,699

No claim is made for the words "Standard" and "Safety Matches."

*The particular description of goods.*—Matches. *Claims use* since about Sept. 20, 1921.

* * *

No. 145,169. B. Midulla, New York, N. Y. Filed March 24, 1921.

145,169

No claim being made to the exclusive use of the words "Habana" or "Cuba" apart from the mark as shown, the picture or the woman being a fanciful one.

*The particular description of goods.*—Cigars. *Claims use* since Aug. 1, 1920.

* * *

Serial No. 145,637. John Norman McCrary, High Point, N. C. Filed Apr. 2, 1921. Officially published Dec. 2, 1921.

DIXIE-MAC

145,637

*Particular description of goods.* Cigars made of various tobaccos. *Claims use* since Feb. 16, 1921.

* * *

Serial No. 150,120. The United Kingdom Company, Limited, London, England. Filed July 7, 1921. Officially published Dec. 8, 1921.

150,120

*The particular description of Goods.*—Cigarettes. *Claim use* since July, 1920.

* * *

Serial No. 153,446. Christian Peper Tobacco Co., St. Louis, Mo. Filed Sept. 28, 1921. Officially published Dec. 8, 1921.

BIG LEAGUE

153,446

Consists of the words "Big League." *Particular description of goods.*—Smoking and Chewing Tobacco. *Claims use* since Feb. 21, 1918.

* * *

Serial No. 154,010. William Bercovich, Oakland, Calif. Filed Oct. 12, 1921. Officially published Dec. 8, 1921.

JOAQUIN

154,010

*The particular description of goods.*—Cigars. *Claims* use since for twenty years.

* * *

Serial No. 154,031. Cecile Jones, New York, N. Y. Filed Oct. 12, 1921. Officially published Dec. 8, 1921.

Kismet

154,031

*The particular description of goods.*—Cigarettes. *Claims use* since about Mar. 1, 1921.

## Porto Rican Prices Stabilized

The day of fair prices for Porto Rico tobacco of quality has already dawned. Leaf tobacco merchants now returning from that Island are emphatic in saying that the purchasing of Porto Rican leaf at any old price one felt like offering, is a practice no longer in vogue.

### Change of Owners

OWATONNA, Minn.—L. F. Betchwars has sold his cigar and pool business to L. E. Swemer.

### Sells Out

PHILIPSBURG, Mont.—Angus McDonald, proprietor of a cigar store and pool business has sold out to Phil C. Gerleman.

### Burned Out

BELCOURT, No. Dak.—The cigar store and pool room belonging to John Dauphinais has been destroyed by fire.

# Manila Cigars of Reputation

**Our Motto:**

***"Not to Undersell but to Excel."***

**We maintain a uniform, dependable quality and offer surprisingly good values to be retailed at**

**3 for 10c** **6 for 25c** **5c straight**

*Strictly Hand Made* *Long Filler* *Mild and Aromatic*

**Our most popular sizes are:**

Coronas Chicas
Coronas
Coronas Grandes
Club House
Conquerors
Perfectos Grandes

***Direct Import Only***

**Every Cigar Guaranteed by**

**MANILA COMMERCIAL COMPANY**

**Cigar Factory A-4-331, Manila, P. I.**

**New York Office: 11 Water St., New York City**

# Leaf Tobacco

*Virginia*
*Carolina*
*Kentucky*
*Tennessee*

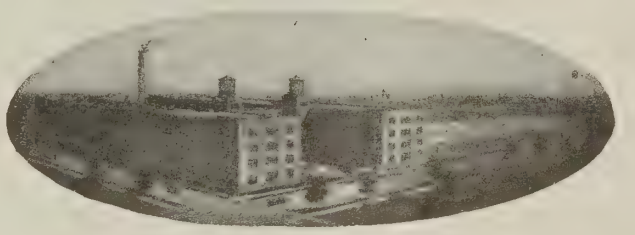
Communicate With Us Before Buying

## China American Tobacco and Trading Co.

Rocky Mount, N. C.
Cable Address: Chimerica

New York Offices
Cunard Building
25 Broadway, N. Y.

5th INTERNATIONAL TOBACCO TRADE
EXHIBITION
To be held in
LONDON, ENGLAND
MAY 8, 9, 10, 11, 12 & 13, 1922
ORGANIZED BY
The Leading Organ of The British and Colonial Tobacco Trade
TOBACCO
(ESTABLISHED 1881)
Your opportunity to show and sell
MACHINERY (working exhibits)
NOVELTIES (Pipes, cigarette holders, leather goods, etc.)
TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS
Write now for full particulars to
TOBACCO
Monument Station Bldgs. LONDON, E. C. 4. ENGLAND



At this Season our thoughts revert gratefully to those whose courtesy, co-operation and loyalty have assisted in our progress.

To you we extend our heartiest wish for a Happy and Prosperous New Year.

H. FENDRICH
INCORPORATED
Evansville, Ind.
Cigar Manufacturer Established 1850

## Garcia y Vega Window Shows Dignity

In order to represent the character of their clear Havana cigars, Garcia y Vega, 97 East Houston street, New York City, have been insistent on conservatism and dignity as essential elements of all public promotional work. By thus locking together in the mind of the buying public the idea of quality with its actual enjoyment in the cigars, Garcia y Vega obtain the maximum of advertising results, as truth is ever new and always impressive. The latest and probably the best illustration of this policy was disclosed recently when the curtains were drawn back from a store window at 25th street and Broadway. This revealed a simple display, imposing in its dignity and impressive in its suggestion of quality of a degree beyond need of emphasis. Against backgrounds of royal purple plush hangings and carpet, the passer-by saw a box of Garcia y Vega cigars, standing illumined in a strong light. An exceptional and exclusive display, it immediately attracted attention, first by its unique character, which drew the first glance, and then by its simple power, which transformed the curious into the admiring.

Garcia y Vega progress no doubt in no small degree reflects this excellent tie-up between the product and its presentation. Sales are running in pleasing volume, and even, as regards certain popular sizes, in embarrassing numbers. While the factory at Tampa, where the cigars are made in bond, is fully recovered from the recent short-lived strike, still the insistence of the trade in certain localities on having most of their Garcias y Vegas in only two or three sizes, has resulted in the workmen being hard put to it to turn enough of them out. Among the leaders in the line are the Club House, Queens and After Dinners.

## Chicago Salesmen Express Seasonal Sentiments

(*Continued from page 73.*)

trade. Thanks, Frank. We will not forget you in 1922.

### Smoke on H. V. M.

Herbert V. Mesick, ("we must not forget the V. which stands for Victor"), is resting at his home here over the holidays. Herb is with Cuesta-Rey of Tampa, and boys, he did go big this year. "A happy New York" is extended to all his friends and customers and in the usual Mesick way "you have a smoke coming the next time I see you."

### Harvey's Wish

"Greetings and good cheer for a prosperous New Year" is the wish of Harvey Vreeland, so well known to the trade as a Benson & Hedges sale star, whose cigarettes are widely placed locally.

### All Set for 1922

Wm. Tobias of the Preferred Havana Tobacco Co. is all set for 1922 and is going to start in early to beat his 1921 sales record on Henry the Fourth, he says. "We hope you do, Bill." Good luck and best wishes and may you reach your goal.

### Thanks the Trade

John Rockpenny, of the Trans-Pacific Trading Co., and known to practically every Chicago dealer, asks TOBACCO to say "that he thanks the trade for the support they gave him this year and he sends to all through this column his season's greetings."

### No "Kick" Coming

"I cannot kick," says James Sheridan. "My year's business showed a nice increase, especially on Chancellor and Antonio and Cleopatra cigars. I want you to say for me that I wish the trade at large the happiest kind of a New Year.

### Never Stops Work

Geo. Bennett of Grommes & Elson Co., "that boy who never stops work," is still calling on his customers. George just had time to say, "Happy New Year to TOBACCO and the trade."

### All Smiles

William Waldmann is happy and when I saw him he was all smiles. Smiles, I say, because La Docilla, the new brand of Wm. J. Seidenberg Co., has taken hold so strongly. Bill never overlooks this time of the year to send his greetings to one and all and he hopes to be able to greet you personally next year.

### Got His Share

"I got mine," said Ernie Jacobson. Well, Ernie, I guess you did as I see your brands all over. And boys, Ernie, who is with Wm. A. Vorhaur & Co., and who sells Cinco, Garcia Grande and Rey Oma, sends his kindest to you all.

### Present Good, Better Coming

From far off Detroit, now the home of Doc Rosobro, comes the season's cheer which Doc extends to all his friends. "The year 1921 was a good one, quotes Doc, but 1922 is going to be better for my Epoca, Kenway and Las Vegas brands."

### Much Pleased

Walter M. Woolfson closed a good year and is very much pleased over the sale Garcia Miranda is having. He greets everybody with best wishes for the coming year.

### To Make Early Start

"Happy New Year," said Peter Bauer, one of TOBACCO's best friends. "I will start right in on Jan. 2, so have your orders ready."

### Grateful for Liberal Support

From Harvey Loker, he of Garcia Bouquet fame, comes the season's greetings to you all and his thanks for the fine support given his brand the past year.

### Has Strong Faith in Future

Ludwig Lasker, the sales star of Perfecto Garcia & Bros., sends along his kindest wishes and plainly states that clear Havana cigars will find a much greater sale next year.

### Has Had Great Year

F. W. H. Clarke does not want to be overlooked and he wishes me to say that he sends the trade his warmest greetings. It has been a great year for Clarke, who sells the popular Mi Lola Java wrapped cigar.

### Fully Reciprocated

Charles Dant, who has been so successful with the Lincoln Highway, made by Rauch Cigar Co., Inc., of Indianapolis, hurries in with his "kindest wishes for a happy New Year to all," in which Edw. J. Rauch, the president, joins him. "We all greatly appreciate this, Charlie, and wish you the same."

### Harry Expresses His Sentiments

Your correspondent wishes to add that he has enjoyed the visits made on you all, during the past year and that he hopes to serve you with the very best news during the coming year. You all know where my office is so drop around and leave your subscriptions for 1922. I wish you one and all a most happy and prosperous New Year and hope all of you will be able to tell us again of the millions you sold to John Brown and Bill Smith, as you did this year.

### Old-Fashioned Greetings

George Bell, who is rounding out 25 years of service with Sprague Warner & Co., sends his "Just old-fashioned New Year's greetings to you all.—H. L. HARRIS.

AMERICUS LA FLORA SANCHEZ HAYA IGNACIO HAYA
Compliments of the Season
ROBERT I. ELLIS
WESTERN REPRESENTATIVE
SANCHEZ & HAYA
FRANCISCO TORRE & CO.
TAMPA, FLORIDA
68 West Washington Street, Suite 66, CHICAGO

# The Season's Greetings

from

American Headquarters for
Sumatra and Java Tobacco

---

## H. DUYS & CO., Inc.

142 Water Street, New York

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya
and
Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

PERFECTO GARCIA
& BROS.
Manufacturers of
*World's Finest Havana Cigars*
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

# Tampa Factories Rushed Through to Last Minute

**"Express" Signs on Front Post Up to Saturday—Worked Through Friday—Majority of Packers Busy Saturday—Late Rush Orders Indicate Good Opening for 1922—Made-in-Tampa Labels Soon to Be in Use.**

TAMPA, Fla., Dec. 25.—Rushing through to the last minute there were many factories hanging the "express" sign on the front post Saturday, and every factory in the city worked through Friday with the majority working the packers Saturday to clean the way. Forecasting a steady demand for the new year, the pre-holiday business wound up with a heavy demand, indicating that there are tickled folks out in the trade who will be needing goods, and who have grabbed the money from Santa's bag with which to pay for the stuff.

With the coming of the new year the Made-in-Tampa labels of the Tampa Cigar Manufacturers' Association will be put into use and as soon as the trade cleans out stock not bearing the labels, an intensive advertising campaign will be inaugurated to tell what that label stands for.

Jose Diaz & Co., on Seventeenth street, were burned out last Thursday, claiming a loss of $23,000, and carrying more than $20,000 insurance. Settlement of the claims is being held up by the insurance companies pending an investigation, the fire having broken out seemingly all over the factory at once. The structure was a frame affair valued at $2,000, and owned by Mrs. F. A. Solomanson, whose claim has been settled by the insurance companies.

One of the far-reaching results of the late strike is the closing down and probable removal of the firm of Grommes & Elson, who recently moved here from New Orleans. There is no official statement as to their future plans, but it is probable that they will contract with some manufacturer to put up their brands for them. Detroit is mentioned as the probable home of their future business.

After the Turkey; many of the festive groups will be scattering. Ned Berriman and Benjamin E. Compillo, of Berriman Bros., will be leaving for Havana to get a line on the situation there at first hand.

Among prominent prospective visitors are R. S. Tatum and O. M. Knight. R. S. Tatum is southern sales manager, and O. M. Knight is middle west representative, out of Chicago, of A. Yanes & Co. There will be little rest for this firm during the holidays. They are working today; inventory next week, and back at the benches Monday, the 2d.

Many friends of Mariano Alvarez celebrated with him, last night, his anniversary. That they combined two causes into one, did not in the least detract from the joy of the occasion. It is rumored that "Bimini" was present in spirit. His handsome new $20,000.00 home was, at the same time, dedicated to his friends, who will not let the grass grow in the trail to his door.

Hoya Cubas is a very popular brand. San Martin y Leon, where the genial Jorge Leon holds forth, are so full of orders for this brand that they will only go through the motion of closing. Like the famous Finnegan, they are "off agin, on agin, gone agin."

Karl B. Cuesta is over from Havana to spend the holidays. He is in charge of the Cuesta interests in that city. It is dull there, and Tampa turkey looks good to him.

Enrique Henriquez is another manufacturer who will get no rest until after the 31st. Demand for his Carmellas will not be denied.

Sanchez & Haya sales manager, D. H. Moulesdale, arrived the other day for a breathing spell before the new year opens up.

Friends of Charles A. Speakman are going to put Tampa sand in his shoes when he arrives here next week. He represents the American Lithographing Co., and is making his annual pilgrimage.

It is announced by Cuesta, Key & Co. that John W. King, who has represented them in the Eastern territory for the past fourteen years, has decided to take a much needed rest, effective January 1, will retire for a time from their sales force. Mr. King will continue to make Greensboro, N. C., his home, where he has many valuable interests demanding his personal attention. His successor with Cuesta, Rey & Co., has not yet been named.

R. M. Cabarrouy reports that Francisco Arango & Co., have completed their shipments and believe that their efforts to care for their trade have been appreciated.

Francisco Arango has fully recovered from his recent illness. His many friends anticipate much pleasure in having him in his accustomed place during the season's festivities.

Sanchez & Haya have filled all their orders for the fortieths. E. S. Sutton reports that they are daily receiving filling in orders for twentieths which they are filling as far as made up stock permits. He reports a very satisfactory season.

### For January Delivery

A. H. Cross, Treasurer of the San Louis Cigar Co., reports that they are booking handsome orders for January delivery. They have cleaned up their holiday orders, and will close until after holidays.

### Good Bookings

Marcelino Perez & Co., will shut down until after the new year. In the meantime they will take inventory. Their holiday trade has proved satisfactory, and are still receiving filling in orders. Their booking for January delivery is good.

### Quite Worthy of Them

Joe Perez, of Marcelino Perez & Co., left for New York on the 22nd, to spend the holidays with his friends. They have promised him a round of pleasures that will linger even in his dreams.

### Hopeful of Future

Berriman Bros. will, today, close a more satisfactory season than was considered possible a short time ago. C. A. Stroude is happy and hopeful of the future.

The Berriman clan will foregather during the holidays at the Volusia home of Mrs. Geo. F. Wurts, daughter of the late M. W. Berriman. The guests from Tampa will be Mr. & Mrs. E. C. Berriman, Mr. & Mrs. Ned Berriman and Mr. & Mrs. C. A. Stroude. Among other guests will be H. T. Webster and wife of New York City, and H. J. Mchart and wife of London, England. H. T. Webster is remembered as one of Gotham's most popular cartoonists.

## Success Crowns Efforts of Robert I. Ellis

To sing the praises of the Sanchez & Haya factory, to exhibit the beauty of the "finest cigars made in Tampa," to show to thousands of appreciative customers the merits of the choicest of smokes, Robert I. Ellis circulates from Pittsburgh to Colorado, from the Northwest to Arkansas. Chicago knows how eloquent Ellis can be. Milwaukee has heard his oration on cigar quality, St. Paul and Kansas City occasionally watch his smoke.

Ellis represents the Ignacio Hoya and Sanchez & Haya clear Havanas and Americus shade grown wrapped cigars. The rafts of business that he does is a tribute alike to the excellence of the brands and the ability of Ellis.

Any man who has smoked an Ignacio Haya or who has heard Ellis talk, hardly requires more than a hint to buy again.

# A Happy New Year!

To our many friends everywhere,
who have favored us in 1921, and
to the trade in general, we extend

SINCERE GREETINGS

for a New Year filled with success
and happiness.

## RAPP-MULLER CO., Inc.

*Importers of Sumatra and Java Tobacco*

152 Water St. (cor. Maiden Lane) New York

ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President | T. W. WEBB, Secretary | Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

*Our Tobaccos Always Open Up To Sample*

WILSON, N. C., U. S. A.

*The largest bright leaf tobacco market in the world*

Cable Address "Dorothy" Codes { A. B. C. 5th Edition; Arnolds No. 5; Western Union

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada

Western Representatives

PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

## Markets Closed for Holidays

RICHMOND, Va., Dec. 24.—The sellers and buyers of leaf tobacco throughout Virginia and North Carolina are enjoying their long Christmas holiday, all of the warehouses in all of the leaf markets being closed, so to remain until the first week of the new year. In the meantime the tobacconists are figuring up their sales and purchases made since the opening of the leaf tobacco selling season, and, incidentally, prophesying as to what the future holds for the leaf tobacco trade.

Of course, the outcome of the co-operative selling movement on the part of the farmers' organizations cuts a large figure in the meditations and discussions of the prophets. The drive for getting the 1922 crop signed up for co-operative selling, made by the Tobacco Growers' Co-operative Association of Virginia, closed last Tuesday. While the returns are not all in the association's officials announce that they have heard enough to satisfy them that more than 75 per cent of the tobacco to be grown next year has been "signed up," and that the tobacco producers will have their own way in 1922 and for the four years following, the contracts signed by the farmers being for a period of five years from January 1.

The North Carolina association, which has not yet completed its drive, claims to have something over 50 per cent of next year's crop "signed up" and it is expected that that association will also reach the 75 per cent goal before the drive comes to an end.

### The Season's Sales in Richmond

The sales of sun-cured leaf on the Richmond market during the month of December amounted to 900,420 pounds, which brought an average of $15.62 per hundred pounds. The sales for the month of December, 1920, were 1,678,825 pounds, which brought an average of $7.93 per hundred.

The sales for the season this year up to date have been 1,677,240 pounds, which averaged $16.26 per hundred pounds. The sales for the corresponding period of last year were 2,513,755 pounds, which averaged $7.85 per hundred.

## Lexington Average, $20.14

LEXINGTON, Ky., Dec. 26.—Sales of tobacco on the floor of the Jewell warehouse, the only one of the eighteen plants in Lexington open for the loose leaf auction sale of burley so far this year, totaled Friday 128,250 pounds, which sold at an average of $20.14 a hundred and for which the growers, therefore, received $25,815.80.

The total sales of this house so far this season, since the opening December 15, are 1,026,630 pounds, for which the growers have been paid $211,977.67, an average of $20.65 a hundred, or about twice as much as was paid for similar crops last year.

Some crops averaged as much as $30 to $40 a hundred, John B. Jewell, head of the warehouse company, said. Ligget & Myers, the R. J. Reynolds Tobacco Co., American Tobacco Co., G. F. Vaughan & Co., Kirkpatrick & Stevens, and the J. P. Taylor Co. are represented among the buyers.

### Christmas Task

Blackstone—Have a cigar, old man.

Webster—No, thanks. I'm trying to get rid of mine, too!—*New York Sun.*

## North Carolina's Tobacco Sales in November

**Warehouse Reports Compiled by Crop Reporting Service, U. S. and N. C. Departments of Agriculture**

RALEIGH, N. C., Dec. 24.—The tobacco crop of North Carolina is largely responsible for the probability of North Carolina ranking third among the United States in total value of crops. Of course, the cotton will help considerably. The 1921 tobacco crop has averaged 26 cents to date, which is considerably higher than last year. The production is more than was expected.

Comments received with the November sales reports from the tobacco warehouses indicate that about 65 per cent of the 1921 crop has been marketed. The season's producers' sales to date have amounted to 180,921,628 pounds (including estimates for missing reports), while the latest government estimate for the total crop is 295,000,000 pounds.

The recently revised reports from the Department of Agriculture show the 1919 crop as 322,404,654 pounds from 528,460 acres. These were actual sales during that year when the census was made and which showed a reduction of 280,163,432 pounds, from 459,011 acres. The actual sales were 15 per cent more than shown by the census.

The high prices paid for tobacco during the 1919 season, which averaged 51 cents, occasioned an overproduction in 1920, when farmers' sales amounted to 431,498,000 pounds from 625,394 acres. Prices for 1920 averaged $21.28, or less than half of the 1919 average, and less than the actual cost of production.

The result is shown in the 1921 crop, it being 32 per cent less than the 1920 production.

During November there were 74,400,917 pounds of farmers' tobacco sold (including estimates for missing reports). The price averaged $27.02, as compared with $24.71 for November last year. This amount is one-fourth of the total crop produced, and the season's sales of 180,921,628 pounds leaves 114,000,000 pounds to be marketed during the remainder of the season.

The markets bringing highest prices

during November were Fuquay Springs $38.28, Aberdeen $34.90, and Farmville $34.54. The Wilson market has sold 25,339,318 pounds during the season and Winston-Salem 14,710,513 pounds. These two being the largest markets in the state.

Remarks from warehousemen were as follows:

### Old Belt

"Most of the best tobacco is sold." Quality is largely common." "Offerings are mostly tips." "Over 65 per cent of crop marketed." "Dry weather crop made very poor quality." "Good quality brings high price and common very low." "Mostly green tips and burnt lugs." "Cutters of good quality selling well." "Quality deteriorating as season advances." "No scrap sold." "Farmers should plant less and give more attention to quality."

### New Belt

"Tobacco very common toward end of month." "Tobacco offered for sale did not mature in field due to insufficient rain." "About an average grade but not as good as last month." "Supply becoming scarce." "Quantity not as good as in October." "November carried large quantity of common grades." "Poor grades showing up. Large per cent of tobacco sold." "Poor to average grades." "Crop remaining in hands of farmers is of poor quality."—W. H. Rhodes, Jr., Assistant Crop Reporting Service.

## North Carolina's Tobacco Sales in November, 1921

The following sales were reported for November from 152 warehouses operating on 50 markets during the month. Comparative prices for November sales last year are shown:

Warehouse Sales Report

| Markets | Number Houses Operating | Producers' Sales | Total Including Resales | November 1921 Price | November 1920 Price | Seasons' Producers' Sales |
|---|---|---|---|---|---|---|
| Aberdeen | 2 | 315,847 | 366,080 | $34.90 | $21.73 | $829,729 |
| Ahoskie | 2 | 447,864 | 522,542 | 20.60 | 15.59 | 1,611,954 |
| Apex | 3 | 573,206 | 647,266 | 29.33 | 31.76 | 1,111,027 |
| Benson | (2) | Not operating | | | 15.38 | 357,937 |
| Burlington | 4 | 1,164,783 | 1,241,253 | 19.54 | 29.15 | 1,530,929 |
| Carthage | 2 | 486,584 | 512,154 | 30.67 | 21.09 | 1,022,357 |
| Durham | 4 | 2,235,254 | 2,742,772 | 28.00 | 29.64 | 3,759,872 |
| Elkin | 2 | 389,818 | 419,846 | 21.18 | 23.88 | 630,516 |
| Enfield | 2 | 821,948 | 900,556 | 24.05 | 21.44 | 1,486,268 |
| Farmville | 5 | 3,113,350 | 3,404,000 | 34.54 | 27.00 | 7,252,744 |
| Euquay Springs | 5 | 1,161,460 | 1,289,240 | 38.28 | 24.50 | 2,428,710 |
| Goldsboro | 3 | 1,112,660 | 1,360,482 | 17.53 | 18.22 | 3,020,054 |
| Greensboro | 2 | 361,311 | 437,607 | 19.11 | 19.92 | 726,620 |
| Greenville | 6 | 5,988,996 | 6,726,080 | 31.28 | 27.46 | 16,816,855 |
| Henderson | 6 | 2,779,069 | 2,953,565 | 26.58 | 22.01 | 5,322,620 |
| Kinston | 5 | 4,135,473 | 4,649,479 | 25.10 | 22.49 | 13,350,843 |
| La Grange | 3 | 188,044 | 202,386 | 17.71 | 19.65 | 906,273 |
| Louisburg | 3 | 578,074 | 635,398 | 20.13 | 20.16 | 908,213 |
| Madison | 3 | 652,034 | 709,434 | 21.85 | 21.95 | 1,059,232 |
| Mebane | 3 | 816,989 | 894,570 | 18.70 | 36.49 | 1,039,292 |
| Mt. Airy | 3 | 1,082,369 | 1,225,615 | 27.70 | 24.58 | 1,725,738 |
| Newbern | 3 | 588,140 | 657,057 | 22.61 | 19.68 | 1,928,432 |
| Oxford | 5 | 2,544,213 | 2,897,732 | 25.70 | 27.03 | 4,186,468 |
| Pinetops | 2 | 1,028,846 | 1,145,620 | 33.46 | 24.72 | 2,044,526 |
| Raleigh | 2 | 1,127,142 | 1,476,088 | 23.59 | ..... | 1,650,184 |
| Reidsville | 3 | 1,078,258 | 1,177,869 | 22.97 | 23.86 | 1,714,699 |
| Richards | 1 | 228,159 | 257,434 | 23.30 | 17.95 | 902,958 |
| Robertsville | 2 | 1,052,112 | 1,163,874 | 29.60 | 23.47 | 2,184,794 |
| Rocky Mount | 5 | 4,726,858 | 5,051,200 | 25.80 | 22.22 | 10,219,003 |
| Roxboro | 3 | 1,332,018 | 1,442,244 | 19.88 | 34.61 | 1,835,541 |
| Sanford | 2 | 451,848 | 498,544 | 27.95 | 22.54 | 1,064,024 |
| Smithfield | 3 | 514,874 | 576,377 | 23.46 | 18.16 | 1,927,820 |
| Snow Hill | 2 | 651,210 | 709,892 | 31.46 | 24.02 | 1,284,223 |
| Spring Hope | 3 | 422,480 | 438,862 | 28.55 | 23.19 | 800,146 |
| Statesville | 1 | 194,226 | 220,330 | 22.70 | 16.34 | 276,884 |
| Stoneville | 2 | 383,543 | 401,433 | 21.68 | 21.00 | 560,711 |
| Tarboro | 3 | 1,012,845 | 1,119,647 | 22.50 | 20.83 | 2,558,680 |
| Vanceboro | 3 | 628,452 | 743,364 | 29.50 | 22.84 | 2,136,846 |
| Wallace | 3 | 429,652 | 509,710 | 23.35 | 16.13 | 2,266,784 |
| Warrenton | 3 | 1,526,116 | 1,538,205 | 23.75 | 18.38 | 2,166,036 |
| Warsaw | 3 | 857,846 | 955,332 | 25.14 | 16.23 | 2,790,998 |
| Washington | 4 | 821,887 | 942,822 | 25.65 | 19.00 | 2,865,056 |
| Wendell | 4 | 1,363,786 | 1,655,799 | 24.50 | 23.13 | 2,900,275 |
| Williamston | 3 | 814,059 | 847,875 | 29.70 | 21.05 | 2,317,328 |
| Wilson | 6 | 10,220,160 | 12,616,384 | 29.40 | 25.00 | 25,339,318 |
| Windsor | 2 | 340,014 | 390,204 | 21.59 | 17.93 | 1,111,184 |
| Winston Salem | 5 | 8,065,785 | 9,846,992 | 27.08 | 25.74 | 14,710,513 |
| Youngsville | 3 | 1,259,182 | 1,410,510 | 25.15 | 22.47 | 2,672,114 |
| Zebulon | 5 | 1,138,073 | 1,342,017 | 23.22 | 23.87 | 2,236,283 |
| | 152 | 73,206,917 | 83,873,741 | $27.02 | $24.71 | $179,601,626 |

Note—Seasons' total sales include sales for loose leaf markets closed in August.

Estimated Sales for Missing Reports

Producers ..... 1,194,000 Total..... 1,320,000

Warehouses failing to report—Central, Kinston, N. C.; Farmers', La Grange, N. C.; Farmers', Smithfield.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# Louisville Tobacco Market Reports

LOUISVILLE, Dec. 24.—The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

### Tobacco Sales for the Week and Year to December 23

| Warehouses | Week. Auction sales | Week. Private sales | Week. Total for week | Year. Jan. 1, to date |
|---|---|---|---|---|
| Turner | 244 | ... | 244 | 6,748 |
| Kentucky | 561 | 4 | 565 | 17,651 |
| Main Street | 244 | ... | 244 | 11,554 |
| Planters-Farmers | 628 | 10 | 638 | 16,959 |
| Tenth Street | 430 | 25 | 455 | 11,638 |
| Louisville | 435 | 19 | 454 | 11,792 |
| | 2,542 | 58 | 2,600 | 76,342 |
| Year 1920 | ... | .... | .... | 56,086 |
| Year 1919 | ... | .... | .... | 74,209 |
| Year 1918 | ... | .... | .... | 56,944 |

### Classifications of This Week's Sales

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 11 | 1,104 | 1,284 | 2,399 |
| Dark | .... | 169 | 32 | 201 |
| | 11 | 1,273 | 1,316 | 2,600 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1920 Crop | 1921 Crop | Total |
|---|---|---|---|---|
| Burley | 7,518 | 60,552 | 3,348 | 71,418 |
| Dark | 3,077 | 1,791 | 56 | 4,924 |
| | 10,595 | 62,343 | 3,404 | 76,342 |

### Classification of Sales to Same Date in

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 52,265 | 65,874 | 50,437 |
| Dark | 3,821 | 8,335 | 6,507 |
| | 56,986 | 74,109 | 56,944 |

### Comparisons with Previous Years

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 63,348 | 49,610 | 69,701 |
| Sales of new crop to date. Original inspection | 51,106 | 40,361 | 60,854 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley | 638 | .... | .... |
| Dark | 61 | .... | .... |
| Total | 699 | 72 | 315 |
| Percentage of rejections to auction sales: | | | |
| Burley | 26 | .... | .... |
| Dark | 39 | .... | .... |
| Total | 27 | 22 | 22 |
| Rejections Jan. 1 to date: | | | |
| Burley | 16,126 | .... | .... |
| Dark | 632 | .... | .... |
| Total | 16,758 | 13,757 | 11,333 |
| Receipts— | | | |
| Receipts this week | 1,703 | 1,428 | 1,656 |
| Receipts, Jan. 1 to date | 59,175 | 44,651 | 63,994 |

### Official Quotations at Louisville December 23

| | Burley, Old Crop: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mixed) | | 6 to 8 | 6 to 8 | 8 to 10 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mixed) | | 6 to 8 | 6 to 8 | 9 to 10 |
| Trash (sound) | 10 to 12 | 10 to 12 | 12 to 14 |
| Common lugs | 10 to 14 | 12 to 16 | 16 to 20 |
| Medium lugs | 14 to 16 | 16 to 20 | 20 to 25 |
| Good lugs | 18 to 20 | 20 to 22 | 25 to 30 |
| Common leaf (short) | 15 to 18 | 15 to 18 | 20 to 25 |
| Common leaf | 18 to 20 | 18 to 20 | 25 to 28 |
| Medium leaf | 20 to 25 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower—HELM GLOVER, Secretary.

## Paducah Market Active

PADUCAH, Ky., Dec. 23.

The loose market on the streets and loose floors has continued active throughout the week, but owing to the unfavorable weather sales have been light. Prices have continued firm and some higher on all grades from trash lugs to good leaf. There was no good or fine leaf offering was common to good, comof medium to good medium selling at 18 to 25 cents. The greater part of the leaf offerings was common to good, common selling at 12 to 18 cents. Low leaf sold at 6 to 12 cents and lugs at 1 to 5 cents.

Buying in the country has been slow with only a few of the buyers riding. In some sections considerable business was transacted in the better grades. Quite a sprinkle of tobacco was sold at the barn door in Marshall and Calloway counties at prices ranging from 18 to 30 cents for the leaf, most of it being of the better crops ranging above 20 cents. We hear of very little tobacco being bought by speculators at present, the bulk of it being bought by contractors. While prices for the medium to good and fine leaf look rather high, they are not so high as the commoner grades, when quality is considered. The crop is not as good as we first thought, but we have a fair proportion of extra good leaf for this district, and no doubt it will command high prices throughout the season. What the market will do on low and common grades remains to be seen, but prices are higher than were generally expected, but the crop is a short one, which is the case all over the Dark District, and we may see high prices throughout the season, but conditions are unfavorable for export; still export styles are commanding high prices.

The hogshead market has been a little more active than last week, possibly a couple of hundred hogsheads selling through the Planters' Association and private warehousemen. The greater part of the sales were of low and common leaf selling at 10 to 15 cents. A few hogsheads of good common rehandling styles selling up to 20 cents. The lug market was more active than it has been with prices ranging from 4½ to 7 cents for old stock.

The activity in loose tobacco will cease after today until after the 28th. Best wishes for a Happy New Year.—W. B. KENNEDY.


**FRIEDBERG BROS., Inc.** Dealers in All Kinds of **LEAF TOBACCO**

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Barnesville, O.

We operate in all principal markets of
**Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio**

## Owensboro Market Strong

OWENSBORO, Ky., Dec. 24.—The Kentucky & Virginia Leaf Tobacco Co., Inc., makes report as follows:

Sales of Pryor Tobacco

| | Pounds | Average |
|---|---|---|
| This week ..... | 2,001,145 | $17.69 |
| Previously reported. | 10,444,320 | 17.18 |
| Total sales to date | 12,445,465 | $17.27 |

Quotations

GREEN RIVER

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Dark ..... | 7c to 25c | 5c to 18c | 2c to 8c |
| Brown .... | 12 to 35 | 7 to 20 | 3 to 14 |
| Red ..... | 15 to 55 | 8 to 25 | 5 to 15 |

ONE SUCKER

| | | | |
|---|---|---|---|
| Dark ..... | 6c to 18c | 5c to 10c | 2c to 4c |
| Brown .... | 8 to 30 | 6 to 20 | 4 to 7 |
| Red ..... | 9 to 35 | 7 to 25 | 5 to 10 |

The market continued strong and active throughout the week with a slight advance in Green River trashes. Floor sales are suspended until Jan. 2.

## Hopkinsville Average, $15.95

HOPKINSVILLE, Ky., Dec. 23.—Total sales for the week, 801,030 pounds; average price per 100 pounds, $15.95. Sold to date of 1921 crop, 2,890,875 pounds; average price per 100 pounds, $15.41.—J. W. HANCOCK, chairman Sales Committee.

## Greeneville Average, $34.98

GREENEVILLE, Tenn., Dec. 23.—Total sales for the week, 447,038 pounds; average price per 100 pounds, $34.98. Sold to date of 1921 crop, 1,167,442 pounds; average price per 100 pounds, $32.31—THE AUSTIN CO.

## Not to Fix Prices Now

LEXINGTON, Ky., Dec. 24.—The Burley Tobacco Growers' Cooperative Association will fix no prices this year, Aaron Sapiro, legal adviser of the association, said recently, because the manufacturers, through their buyers on the few floors that are selling Burley tobacco, "have established what they evidently think is a fair price for this year's crop."

"We have only to follow their lead," said Mr. Sapiro. "While the big manufacturers have agreed to deal with the association without discriminaton, the small manufacturers likewise will be considered by the association with perfect fairness. We cannot create a monopoly of buyers; that would be in the end self-destruction."

Mr. Sapiro returned last Saturday from Louisville, where he had told the leading business men of the city at a luncheon meeting of the benefits to business in general in Kentucky and in Louisville in particular from the organization of the new association, the largest in the United States, with a membership of 55,000, and controlling a product whose annual value will be from $60,000,000 to $80,000,000.

Mr. Sapiro said that every word he had said in regard to the benefit Louisville would obtain from the operations of the new association applied with even more force to Lexington, since Lexington is the center of the Burley district of four States.

"Kentucky's recent achievement in cooperative marketing is unique," said Mr. Sapiro, "in that it has the largest cooperative marketing association in the United States, both in number of members and value of product handled, in that it was organized at the lowest cost on record, and that it has the finest leaders in the country. It is now a going concern.

"Representatives of the association have entered into communication with the big manufacturers and have been assured that there will be no discrimination against the association. Warehouse Manager Ralph M. Barker is at work on a plan to take over the 130 warehouses in the district which the association will need in the business for the receiving and storing of tobacco until it is called for by the manufacturers, and financial arrangements have been completed with institutions whose resources assure ample help in a financial way for the growers pending the sale.

### Big Bank Backing

"Every commercial bank in Louisville, ninety-eight per cent of the banks in the State, the War Finance Corporation and the Federal Reserve banking system, all stand behind the association, besides the National City Bank of New York, which has sought a part of the business of the association. The fact that Kentucky has such a business as to obtain the backing of such financial leaders as are in charge of the money at their disposal should inspire and has inspired confidence in it on the part of the business men of Kentucky.

"The association will handle each year not less than $60,000,000 worth of tobacco, equivalent to a business investment of $500,000,000, the biggest single business institution in the State of Kentucky. Lexington, the center of the Burley district, will share directly in the increased spending power of the tobacco growers, which is bound to result from a stable price for their tobacco and stabilized land values certain to result from better tobacco prices. In supporting the association Lexington business men, therefore, are simply promoting the prosperity of the territory from which their trade is drawn, and therefore their own prosperity in a business way."

### Raising the Moral Standard

Mr. Sapiro declared that a man could hardly be blamed for violence when his wife and children were actually suffering. "Low standards of living breed bad citizens, and the best way to breed better citizens is to raise the standard of living and in raising the standard of living the business men are simply aiding in their own busness advancement. Such an advance in the standard of living in the rural districts of the tobacco belt never would have been possible under the old wasteful system of marketing, with a lease arrangement which inevitably meant the cheapening of the product sold."

### Progress of the Association

Discussing the progress made by the association with the correspondent of TOBACCO, Saturday, President Stone said:

"Everything is being done to expedite matters, so that tobacco may be received and advances made on it. Ralph M. Barker, who will be in charge of the receiving end of the business, will enter into definite negotiations next week for the purpose of leasing or purchase of all the receiving plants throughout the district.

"We have made a great deal of progress in getting technical preliminaries out of the way, and the 55,000 members representing almost 200,000,000 pounds of tobacco, can rest assured that everything is being done as rapidly as possible to perfect the details of the organization necessary to the receiving, grading, making advances to the farmer and the selling of their tobacco.

"Mr. Barker, who is in charge of the receiving end of the business, had divided Kentucky into four receiving districts, and one district in Ohio, and one in Indiana; and has made arrangements for conferences with the owners of the properties in the various districts next week for the purpose of presenting to them a definite proposition for the leasing or purchasing of their plants.

(*Continued on page* 88.)

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ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
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TOBACCO BUYER
165 Water St., New York

# Connecticut Tobacco Circles Have Quiet Week

## Some "Driving" But No Buying Being Done—"Instructions" Given to Various Buyers—Weed Continues to Show Quality as Assorting Proceeds—Broad Leaf Expected to Get a "Move On" Shortly—Strange Type of "Fellows" Make "Selections" in the Dark.

HARTFORD, Dec. 24.—The past week has been quiet in tobacco circles. While a little driving has been done on the part of the buyer, no sales of the new crop have been reported.

It is not expected that the buying movement will start for at least another week, but it is known that there are several who have got their instructions about the buying, and are waiting for the word, "go."

The growers who assort their crops are "digging" along and some crops are well toward the finishing point. The quality of the tobacco continues to show up fine. Very little shed damage is found, and most crops are assorting much better proportions than in many previous years. Warehouses are working their full quota of help and are getting along well, and as the weather in November was favorable for taking down tobacco, there will not be any hold-ups in getting tobacco enough to keep them going as it has happened in former years. Heretofore many had to shut down and wait for a "damp."

### Early Buying of Broadleaf Anticipated

It is believed that the buying movement in the Broadleaf section will start off soon, and there will be quite a flock of buyers out after it. They all seem to want to own a packing of 1921 but are not ready yet to start out buying, but prefer to see the crop in the bundle and know what they are buying, and avoid the many "kicks," such as they have had the past few years when it was bought in the field or in its early stages of curing. There is considerable old tobacco held in warehouses in this section, but it is held mostly on storage, having been sold and awaiting orders for shipment. There is still a fair supply of old goods available for the manufacturer held by the packer; considerable of the 1920 crop is still unsold in the hands of growers. Many growers would be very glad to sell their 1920, which is already to work, and are now ready to sell the tobacco at a price much below what they expected to get when they packed it.

### How Strange!

There seems to be a criminal desire among a certain class of fellows in this section to go to a grower's shed during the night and help themselves to the tobacco in the bundle and get away with it. Some years ago there was considerable of this work going on and after some were caught and served time in the State's Prison for their acts it stopped until this year, when it seems to be again the fashion. As already reported, tobacco was stolen in Cromwell and the fellows caught. During the past week Suffield has been visited and twenty-five bundles were stolen from the sheds of Frank Stadtmueller, and Henry Pomeroy of the same town, also found that a dozen bundles had been broken open, apparently for examination by thieves who seem to be particular about the quality of the tobacco before they take it and who were frightened away before they could finish their job.

### Evidently Wanted It

In Manchester, three men, who seemed intent on robbing a tobacco shed which contained tobacco valued at $8,000, were frightened away. A neighbor living near the shed heard a noise and investigated and saw three men sawing at a padlock with a hack saw and secured a shot gun, fired both barrels at them, but failed to "wing" them.

### Tobacco Burned

In Suffield ten acres of tobacco was destroyed by fire causing a loss of $4,000 on Thursday morning; it was fully insured. The fire was discovered in the bundles and plenty of help was secured and the bundles were pitched out of the shed, and had it not been for this help the shed would have been destroyed.

There appears to be a question as to what has caused so many sheds containing tobacco to be destroyed by fire this season. It is thought that with so much thieving going on it might be traced to this work to cover up tracks, as the origin of most of these fires have not been determined.

### Centenarian Grower Passes Out

Chester R. Woodford of Avon, Conn., without doubt the oldest tobacco grower in Connecticut, and probably the oldest man in the State, died on the 10th, being 107 years old, as he was born on October 26, 1814, in Avon. In his early life he traveled West, met and employed Abraham Lincoln as a lawyer to defend him in a civil action and finally returned to Avon. He served many town offices and represented the town of Avon in the General Assembly and two years ago he attended a centennial celebration of the Assembly and was honored with the presentation of a silver loving cup as being the oldest member living of the General Assembly.

Mr. Woodford was the first tobacco grower in Avon, and dealt extensively in tobacco for several years as a member of Wheeler & Co., then extensive tobacco packers.

Mr. Woodford was always very active, and even in the latter years had been about his farm to see his crops growing and enjoyed good health until about ten days ago, when he had an attack of pneumonia which he could not withstand.

During the past ten years he had several severe illnesses, but his strong constitution carried him through. He was a staunch supporter of the Republican party and cast his first vote for Martin Van Buren.

### Had Good Holiday Trade

Local cigar stores have had a good Christmas trade. Many made special drives on boxes of ten cigars which were retailed at prices from $1. upward,

Warehouses find no shortage of help this season and still another influx of men are now available as the N. Y., N. H. & H. R. R. closed down the repair shop at East Hartford, and laid off about 150 men, many of whom are experienced in the handling of tobacco. This lay off comes hard, especially at this season of the year.—X. Y. Z.

## Not to Fix Prices Now

(*Continued from page 87.*)

"This association belongs to the growers, and the officers and directors recognize that fact, and they therefore do not intend to do anything which might harm, or leave undone anything which might tend to benefit this, biggest enterprise in Kentucky.

"We ask the growers, who for years have manifested remarkable patience under trying conditions to be patient now with those to whom they have entrusted the management of their affairs. Undue haste might mean serious loss, and for that reason we want to be sure of our ground before we proceed, just as men in charge of any big enterprise should do.

"All of the larger manufacturers have indicated, some by letter, that they will not discriminate against the association, and that they will buy tobacco from us.

"The growers in forming this association have established a tremendous business, and in my opinion, they have done a still bigger thing—they have taken a step which will mean not only prosperity and better living conditions to the farmer, but prosperity for the business and professional men, and to all those who have dealings of any kind with the growers of Burley tobacco in Kentucky and the four adjoining States."

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# Cleveland Dealers Computing Gains of the Year

## "Figuring" is Favorite "Indoor Sport"—Tobacconists Have Had Successful Season—Holiday Business Was Remarkably Large—Despite Many and Varied Rumors About Business Depressions, 1921 Put Good Profits Into Pockets of Tradesmen—A New Year's Greeting to All.

CLEVELAND, Ohio, Dec. 24.—Now that the holiday rush is entirely over, and essentially also the business for the year, it is becoming a favorite "indoor sport" for cigarists to lean back in their easy chairs and go over once more in their minds a comparison of the year and its preceding one. Some just do it mentally, others with pen and pencil with more mathematical precision. Whatever the method used, the result was invariably the same.

It was this: The year of 1921 was an extremely profitable one. In spite of many and varied rumors as to business depressions and financial difficulties, the year of 1921 was successful in upholding the side of the tobacco dealer. In spite of price-cutting wars, and "big-time" law suits, Cleveland dealers had a successful season. It is really remarkable when one stops to study the situation.

A big factor in this success in Cleveland was the remarkably large holiday business that the dealers enjoyed. Cigarettes and smoking tobacco sold like the proverbial "hotcakes." Cigars in all sizes and especially in the 1/40th holiday packings were mighty scarce even during the first few days of the real holiday session. Cleveland more than lived up to its name as a "holiday city." Yes, indeed, the holiday rush certainly "helped out."

### A Change of Scenery

Jack B. Brill has recently resigned from Wm. J. Seidenberg & Co., of New York and Tampa, to take a position with the La Kurba Cigar Co., of Evansville, Ind. The resignation becomes effective January 1, when Jack takes his place with his new "buddies" from Indiana. Jack is a real favorite here and he may be sure of the heartiest good wishes from his many Cleveland friends.

### A Visitor

Harry H. Kosier, of Rameses fame, was a visitor this week, booking some extremely gratifying orders. Harry is a real plugger, and this product of Stephano Bros., of Philadelphia, is surely coming into its own in this region.

### Doing Finely

The Roth & Hug Drug Co., of Canton, is surely doing a remarkable cigar business. Comparatively a new place, this company has already entwined itself into the affections of Canton's smokers, and aided by some fine work by R. E. Barlow, manager, has become one of Canton's leading tobacco products dispensers. By the way, R. E. Barlow "sure" had the "right dope" when he assured his department of having TOBACCO grace his desk every week.

### Park & Tilford Doings

Ben Block, local representative of Park & Tilford, has left for New York, there to confer with his concern on plans for the coming year. Park & Tilford are already "pepping things up," for an extensive campaign on the Tilford cigar, a new one to most smokers. Ben is planning wonderful things for this brand, and if just a few of his dreams come true, Willus Andruss had better look to his laurels as the John D. of the tobacco game.

### El Producto Ads

The El Producto is living up to its Cleveland reputation as being one of the largest advertised brands, and if sales of this cigar count for anything, "it pays to advertise." This brand is made in Philadelphia by the G. H. P. Cigar Co., Inc., and is distributed here by the A. L. Ehrbar Cigar Co.

### Public Square Store Held Up

"Now don't make any remarks or I'll blow you out of your clothes." With this command a robber invaded the Public square, and, although crowds were passing on the sidewalks, held up the United Cigar Store in Hotel Cleveland last night.

Chester Rodwig, the clerk was alone in the store when the "customer" leaned over the counter and thrust a revolver against his breast. Rodwig was about to raise his hands when the robber intervened. "Never mind, just open the cash register," said the holdup.

Rodwig obeyed and the robber scooped out sixty dollars. Then, as he turned to depart, a customer entered, but the holdup went out and mingled with the crowd. The Cleveland police could find no trace of the burglar. [As usual.]

### Another One

Yes, another robbery. This time it is Rawling's Pharmacy on Broadway. Without arguing for or against the tastes of the burglar, a quantity of cigars of the Owl, Robert Burns and Paramount brands were found missing.

### Mazer Occurrences

The Baer-Wolf Co., local distributors, have just received from the Mazer Cigar Co., of Detroit, their new price of $58.00 for their Humo and Detroit Hand Made cigars, a reduction of $2.00. These two brands are exceedingly popular here in Cleveland, and the 1922 sales will have to travel "some" to beat this year's. Mr. Mazer, himself, president of the Mazer Cigar Co., is expected in town any day now to confer with the Baer-Wolf Co. on plans for 1922.

### Holiday Sellers

Two brands that did an enormous holiday business this year were the El Verso and San Felice, both distributed by the Weideman Co. The packings of ten, especially, were sought after by many.

### Off to Bermuda!

Jack Baer cigarist, and pinochle wizard de luxe, intends to take a vacation sail to Bermuda for a stay in the tropics. But wait—wasn't Jack misdirected or something? Bermuda is famous for its onions and we're sure that Jack wants some—well anyway, he better go to Havana instead, don't you think so?

### Reynaldo News

Van B. Winters of the Reynaldo Cigar Co. is spending the holidays in town. Van is extremely pleased with business for this year and is already priming the good ship Reynaldo, towards an even more successful 1922.

### In Warren

G. B. Scrambling, head of the Cleveland firm bearing his name, spent a few days in Warren, Ohio, this week. The cigar stand in the Jonathan Warner Hotel was the magnet that drew Mr. Scrambling's attentions.

### Around Town

A. J. Mitchell, of Garcia Grande fame, spent some time in town this week, prior to leaving for Florida and all its warmth. The Garcia Grande enjoys a wonderful distribution here through the Wallace & Schwarz Co.

### An Accident

Joe Senik was crossing the street. Whew!—He slipped! Here comes an auto! It just scraped him. Result:—Some minor injuries which forced him to stay in bed for about four days.

Another result:—The abandonment, temporarily of the Pinochle Klan of which Joe is Chief Klaxon or something.

The funny or perhaps sad part of the affair was the fact that the driver of the machine was a Mr. Klein who buys a lot of Paramounts from Joe, in other words a good customer of Joe's.

I wish to extend to all my sincerest wishes for a happy and a successful New Year.—HERB.

### Buys Business

LA PORTE CITY, Iowa.—John Petts has purchased the cigar, billiard and pool hall from Geren Bros.

# Wisconsin Tobacco Going Rapidly Into Bundles

**Growers Enjoy Unusually Favorable Weather Conditions—Many Have "Weed" Ready for Buyers to "Make a Noise Like Money"—Spasmodic Buying Started in Some Localities—One Packer Starts Making Nickel Cigars.**

EDGERTON, Wis., Dec. 24.—The stripping of the 1921 crop has been attended by unusual weather conditions for this time of the year. The damp was prolonged, but not heavy, putting the leaf in the most beautiful "case," and the temperature has held at a degree making the handling pleasant. The result is that the progress of bundling has taken place rapidly, and many growers have already finished and have their goods ready for the buyers as soon as they are ready to make a move to take it.

### Some Very High Quality

The sound portion of the crop looks very good, and should come through in a condition to appeal to the manufacturer when matured. But the sound part is not exceedingly large. Adverse weather conditions in the northern sections brought damage in the form of hail and wind, also worms. The 30 per cent, more or less, of leaf which is considered sound, is also of very high quality. In the southern section the percentage of sound leaf is larger, and in the southern and eastern portion of Dane county a most attractive product is going to be offered to the market. In Rock county the quality of the leaf is not considered up to the best standards, and a lot of damage came on the leaf through worms, and also by excessive moisture toward the end of the growing season. Some shed damage is reported also, and these adverse factors are going to cut down the percentage of fancy and high grade leaf in the 1921 Wisconsin crop.

### Fitful Buying in Sections

The buying movement in Vernon, Crawford and other northern counties have been of a rather fitful nature. Recently the Weil interests entered the field for a short time. Some crops were taken, and the price governed between 20 and 25 cents. Shortly afterwards a number of local northern men, Frank P. McIntosh and Eckhardt of Virocqua, Bekkedal of Westby, and a couple buyers from the southern cities started. They bought very lightly and leisurely at figures ranging between 18 and 22 cents. This movement is likely to increase, though a competitive campaign resulting in any considerable stiffening of prices, is not looked for.

### Binder Types in Ready Demand

The binder types of average quality seem to be readily bought from 15 to 20 cents, and well handled crops are expected to bring from 12 to 20 cents, isolated crops of unusual merit, to rule somewhat higher. If these figures obtain the farmers are going to let go, and on this basis a cleanup of the 1921 would be possible. The prices are, however, apt to present a large range of variety according to the method employed by the grower in stripping. The farmers who have cleaned out all low grades are pretty certain of a satisfactory price, while those who have not taken such care, are in for figures that do not look so good when printed in the market list.

### Urges Reduced Acreage

The *Wisconsin Tobacco Reporter* has launched a campaign to induce the Wisconsin tobacco growers to reduce the acreage planted to tobacco next season. It points out that the surplus of B's in the state is glutting the market, forcing prices down to a point where the grower is playing a losing game; that some soils have been planted to the weed that can not produce any thing but an inferior quality of tobacco, and that even the better soils are in need of rest in order to do their best. The paper also advocates that a movement away from the many types of tobacco be made, and culture restricted to such types—three or four—which have proven satisfactory producers. Not to raise an indifferent quantity of indifferent quality, but to intensify the culture of the best types in limited quantity, is advised.

Whether this warning will be heeded or not, may depend upon the movement of the present crop, and of the large amount of 1920 yet in the hands of growers and packers in the state.

The 1920 in first hands is continuing to dribble into the market; some going to the stemmers; part also to leaf men. Unassorted this tobacco continues to sell at 7 to 8 cents.

### "Rolling His Own" Into Cigars

John Lenaas, a local packer, has started to turn his 1917 packing of B's into cigars, and he is turning out a mighty nice article of nickel cigars.—STOCKMAN.

## Key West News

KEY WEST, Fla., Dec. 23.—The announcement that the Ruy Lopez Co. would discontinue operating here caused considerable excitement in the city. This factory has been gradually decreasing the force, but it was not expected that it would close indefinitely as was announced by the manager. The factory closed Saturday, the 18th inst.

The closing of this factory will be keenly felt by every one in Key West to a greater or lesser degree, for what affects the manufacturing interests vitally affects the entire community.

It is hoped that the management will reconsider the decision to discontinue operating in Key West, and that the new year may see this factory again open its doors to the workers in Key West.

At the office of the E. H. Gato Cigar Co., it was learned that this factory would close Saturday evening and reopen on Jan. 3.

The Mi Favorita also announces a closing on Christmas Eve and the reopening of this factory on Jan. 2.

With the early resumption of work it is evident that these factories have bright prospects for the new year.

The R. Lopez Trujillo Cigar Factory closed Friday, Dec. 23, and will reopen during the first week of January.

While the Mi Favorita Cigar Factory remains closed, the manager, A. W. Arnold, will visit Cuba. Mr. Arnold leaves for Havana on Monday, Dec. 26, and returns January 1.

The office force of the M. Perez Cigar Co. is busily engaged taking an inventory of stock, and this factory will reopen during the first week in January with bright outlook for the new year.

Walter Sutter, leaf tobacco dealer, was an arrival in the city Saturday night from Havana for a short business visit.

Sydney Rothschild, a prominent tobacco dealer, is a visitor in the city. Mr. Rothschild came over on the steamer Miami from Havana Saturday night.

Samuel Essric, leaf tobacco dealer, was an arrival in Key West Monday evening from Havana, en route north.

Among the passengers from Havana Wednesday was Evaristo Calves, dealer in leaf tobacco, who had been on a business visit to Cuba. Mr. Calves left the same evening over the Florida East Coast Railway for Chicago.

Antonio E. Gonzalez, prominently connected with the tobacco business in this city, was a passenger leaving Tuesday for Tampa, where he will spend the holiday season.

A. W. Kaffenburg, leaf tobacco dealer of Havana, Cuba, arrived Wednesday night from that city and left that evening for points in the north.


SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
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Habana, Cuba
P. O. Box 495 Cable ANTERO

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*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

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COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

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Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
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CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
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100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

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METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

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|---|---|
| Main Depot | 22 Fourth Avenue, New York City |
| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

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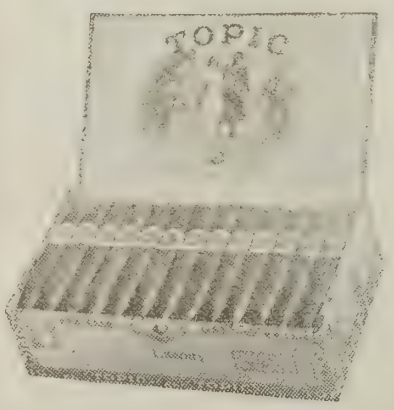
"THE BLEND THAT MAKES HAVANA MILD"

ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

THE TOPIC OF THE DAY




Mild Havana Cigars

10c—2 for 25c
Corona Size 15c

Wherever they go they leave satisfied smokers and have proven to be the best seller where high grade cigars predominate.

BOBROW BROTHERS, Inc.
*Manufacturers*
Philadelphia Penna.

# Philadelphia Dealers Had Excellent Holiday Trade

## Not Much Left on Shelves for Stock-Taking—Timid Tradesmen Who Neglected to Lay in Supplies Lost Sales—Nationally Advertised Brands Were in the Vanguard—Veteran Retailer Makes Some Wise Suggestions About Steady Advertising—Various Trade Notes.

PHILADELPHIA, Dec. 27.—It's all over save the stock taking and there's not much of that to be done, certainly not much by those dealers who restricted it to the nationally advertised brands. The customers took virtually all the stock which the dealers had; many lost sales because their confidence in the business had not been sufficiently developed. The experience of those who did lay in large stocks of the established brands, was most satisfactory; those who believed that the tendency of the times was for low priced articles had an unfortunate experience.

### Has the Right Idea

"In my forty years of activity in the retail game," said Frank Sterner, certainly the most enthusiastic and in the opinion of many the best informed man in the retail business in this city, "I have nexer experienced a holiday season like the present. It is true that the buyers were not purse heavy, but it is likewise true that they demanded quality, not quantity. I have never before seen the demand so marked for the highest values in moderate quantities as this year. The buyers were most discriminating; they demanded value and were willing to pay for it, but they were very circumspect in their buying. I experienced none of the rush and reckless buying of past seasons. In the round the season's trade was most satisfactory and if there is a lesson to be learned by the manufacturers it is to maintain a high quality and to advertise steadily and consistently all through the year."

### A Subject for Sympathy

There were happenings of an out-of-the-ordinary character. For instance Thomas Allely, representing the Falk Tobacco Co., and champion of its Tareyton cigarettes, while deer hunting in the wilds of New Jersey, lost his supply of cigarettes early in the day. Their loss and absence of a shot made him disconsolate. He determined to retrace his steps, more to find the cigarettes than to hunt deer. His surprise was great when on the back trail he spotted a handsome buck. He was sniffing at the ground and when Allely crept close, he discovered that the missing cigarettes had attracted the deer's attention. He got an excellent shot; he affirms he hit the deer, but did not bring in the animal.

### Customer Got the Goods

Jack Planco, owner of the Planco factory was chatting with John Van Miller of the cigar department of Reeves, Parvin & Co., when a customer called up for 3,000 Plancos, but on condition of immediate delivery. No truck was available. When Van Miller told the story, Planco and Howard Farrand suggested personal delivery. Each of the three loaded themselves up with a thousand Plancos for trolley car transit, but soon found they were not as young as they used to be, and terminated their trip in a taxi. But the customer got his 3,000.

### Indicating Large Sales

The week's receipts from cigars and cigarettes, all at retail over the counter and by parcel post, the Scarlett Store, 7th and Chestnut Sts., ran up close to $40,000. In the last three business day's 75,000 Meditations, made by Gresh & Son, were sold. In the six months during which the special La Azoras sale was on, the firm disposed of 700,000.

### Did Not Please Everybody

One development of the week not so welcomely received by many was the dumping on the market of a very large stock made by the old John Steigerwald Co., now reorganized, or succeeded by the Corazo Co. Representatives of banks which took over the stock, peddled it around in the trade in lots of many thousands. The Holt Cigar Co., Broad, below Market St., advertised a holiday sale of 150,000 Steigerwald Sobos "bought from the receivers," and which were retailed at 4 cents. The aggregate stock is said to have exceeded 1,000,000.

### Triangles Again

The Planco Co. is reintroducing through Reeves, Parvin & Co., its Triangular shape which has not been on the market since the war, because of the inability to secure the patented containers at a cost which would enable sale without sacrifice of quality. The container carries the cigars nested and prevents their disturbance even by a jar and in a perfect package. The package of ten retails at $1.50. The container is covered with cedar veneer. Reeves, Parvin & Co., report the Planco to be its best seller in the 15 cent class.

The factory of Vetterlein Brothers, Inc., of this city which was removed from here several months ago to Bethlehem, Pa., is shortly to occupy much larger quarters at Coopersburg, Pa.

Louis Rosenfeld, who for some time has been engaged in the manufacture of the El Arco brand at 513 Dickinson St., introduced for the holiday market a new shape, the Square, and its name accurately describes its appearance. Mr. Rosenfeld will visit the New York market early in the new year for the purpose of securing distribution there. The other sizes made are the londres, exceptionales and favorita. The brands enjoyed large sales at the Scarlett Store, 7th and Chestnut Sts.

### New Automobile Delivery Service

Allen R. Cressman's Sons found tremendous sales for the Flor de Manuel in the new packing recently described in these columns and it will of course be continued as a permanent one. The automobile delivery services recently instituted by the firm has been found a valuable feature by the retailers, for very prompt service can be given. Albert Hall is the fortunate possessor of the first car but the others shortly will be ready. Joseph F. Gallagher returned from an extensive trip through the midwest, visiting Cleveland, Toledo, Detroit, Cincinnati, Columbus and other centers. There was added to the sales organization this week, Louis S. Kuttman. He will travel through northern Pennsylvania, running into Ohio and New York state.

During holiday week the Seidenberg branch factory, Third and Spruce streets, sold box goods at factory prices.

The first of the chain of Post cut rate stores to be sold, is the one at 52 North 13th St., the last one opened by the Post Co.

All the members of the L. P. Kimmig & Co. sales organization came in from the road to headquarters, 153 North Third street, during the past week. Sympathy is being extended to William S. Kimmig on his loss by death recently of his son and namesake.

### Visitors in Leaf Trade

Visitors to the leaf trade included G. S. Rothenburg, Dayton, O.; Ray S. Clark, Wm. Quanjer, B. Ottinger, Quincy, Fla., William B. Shaw, New York, Porto Rico importer; L. H. Nolt, Lancaster, Pa., and William MacIntosh, Edgerton, Wis.

George Cauffman closed just before Xmas a very successful trip through the South for K. Straus & Co., 301 North Third St. Early in the new year he will travel through New York state. Herbert Rheinstrom, of the same firm, will also visit the New York trade.

F. Eckerson, 255 North Third street, will resume importations of Havana leaf early in the new year.

The Frishmuth Brothers Co., 17th St. and Lehigh Ave., report entirely successful returns from the drive which it is carrying one in Baltimore, Washington and the South, New Jersey and Pennsylvania for its new National cigarettes. The holiday sales of this new brand in its packing of 20 for 15 cents was very large.

Thomas J. Dealy, manager of the Stratford Cigar Co., Front and Arch

streets, who is seriously ill from unresolved pneumonia, was reported during the week as decidedly improved and return to business in the near future is hoped for. Sales of holiday packings of 40's were larger than anticipations.

A sales campaign during 1922 is being planned by the H. C. Nolan Co., Denkla Building, for its leader, the Critico, which was introduced only a half year ago and already has a large distribution.

The Sterner Cigar Co., of Hanover, Pa., has purchased the interest of Joseph Mattler in the Say More Cigar Co., 1433 Ridge Ave.

The Progressive Cigar Corp., 12th and Race streets, was unable to meet all the orders sent in for Madam Butterfly Coronas and Ambassadors in 40's in wood for the holiday trade.

The Denver, Lititz and Philadelphia factories of the Halpern Cigar Co., 37 N. Second street are operating with full forces now under the final agreement with creditors of the old company to settle on a 16 per cent basis. Fair Xmas business on the Edmund Halley and the Fifty-fifty was done.

In the new year the H. B. Keck & Sons Co., 3735 N. Carlisle St., which makes 10 brands, will change the name and character of seven, retailing these, however at the old prices. La Marine, La Tosca and El Invincibles will be continued as in the past. The firm is owned by H. B. Keck and his son Harrison B. Keck.

Chester Lincoln of Lincoln Brothers, 950 North 8th street, manufacturers of the First Consul and Monte Christo brands, is developing a distribution in New York which he visited for a week preceding the Xmas tide.

The L and D Cigar Co., 2333 North Eighth street, is to increase its work force and output. The firm, which is owned by Basil C. Lones, Edward Cash and William Dick, features the Ed Parado in twelve sizes.

The H. A. Cigar Co., Bank street below Chestnut, of which Harry Abramson is proprietor, and which has been making numerous private brands, will come out in the new year with its own brand, the Miracle, retailing at 10 cents and two for 25 cents. A special 15 cent size will be made for the retail trade.

The Kicico Co., 9 Bank street, reports that its King Perfectos in the new packings of 10 retailing for $1.25, were very successful in the holiday trade. It is the first time that the company has placed this packing on the market.

# Chicago Leaf Salesmen at Home for the Holidays

## Bring Cheering News Regarding Business—Say Manufacturers Have Been Busy Filling "Rush" Orders—Leaf-Buying in Small Quantities—Manufacturers' Stocks Have Run Low —Look for More Even Trend in Business During 1922.

CHICAGO, Dec. 24.—Road representatives of the local leaf houses have arrived in the city for the holidays. These travelling members of the trade say that in all sections they have found a fairly good movement of cigars off the dealers' shelves, indicating that the retail trade is doing a good business.

Many of them said that during the last two weeks the manufacturers have been very busy filling "rush" orders.

Retailers are said to have bought stock a little conservatively, and not until recently did they begin to realize the extent of the business ahead. When orders began coming in, it is said they began to place "rush" orders to bolster up supplies so as to take care of the demand.

Among the Chicago manufacturers this last minute ordering was very evident. Buying of leaf during the past week, however, has been in small quantities, and a visit to some of the factories showed that they were turning out cigars on order just as fast as they could. It is anticipated that there will be a good demand for leaf by the local manufacturers after the first of the year, for many of them are said to be cleaning up their supplies fast.

The holiday spirit has taken hold of everyone here. With a regular Yuletide snow storm, and most every man smoking a cigar, the holiday looks very natural.

### Must Buy Shortly

Leo Tuska, leaf broker here, says he looks forward to a bettering condition starting early in the new year. "Business has been fair," he said. "I can't say that it was 'very good' because while there were a lot of orders, they were small in volume, and buying has been done on a hand-to-mouth basis. The manufacturers have low stocks right now, and while many of them seem to feel that prices will show a decline, if they intend to make cigars they will have to buy leaf early in the year, so I look for some improvement. Inquiries are coming in heavy right now."

### Look for Better Conditions

A. W. Kaercher & Co. say they look forward to bettering of conditions next year. "In my opinion," Mr. Kaercher said, "manufacturers are in a better condition to forge ahead next year than they were at this time last year. I do not look for any abnormal business, but I do think that a steadier situation, with a more even pulse to buying will result. Everything seems to indicate better conditions, and the leaf trade can well look upon industrial conditions in general as a barometer of coming condition in their industry."

### Surplus Stocks Liquidated

Taussig & Co., say that prospects for 1922 are very encouraging. Business has been fair, and many of the manufacturers have been able to liquidate surplus stocks which they have been carrying. This company looks for a more even trend in buying next year, with a gradual improvement.

Meyer Jasulek, of Dayton, Ohio, was a visitor to the Chicago trade during the past week. He said business looked as though it was going to be fairly good in Dayton this season.

Henry Taussig has returned to the city for the holidays after spending a short time on the road.

Harry Van Gelder, of A. W. Kaercher & Co., is back in Chicago again, after terminating his last business trip of the year. He leaves this city for western territory New Year's night.

Howard Brewer, of Brewer Bros., Hartford, Conn., packers, was in the city recently, calling on the jobbers and the brokers.

J. Goldsmith, identified with the firm of Goldsmith & Block, of New York City, made the rounds of the Chicago trade houses this week, and wished every one the compliments of the season.

William McIntosh, leaf dealer of Edgerton, Wis., paid a visit to the trade here recently.

Jacob Labe, president of John H. Goetze & Co., leaf importers, of New York, called on members of the trade here a few days ago.

## New Gentry Cigar Co.

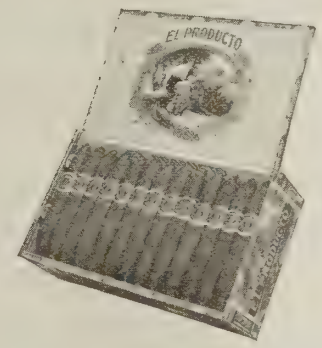
SPARTANBURG, S. C., Dec. 24.—Since Fred L. Gentry recently acquired the interest of Gentry Bros., in the well known wholesale and retail business of Gentry Bros. Co., on Morgan Square, the business has been thoroughly reorganized.

The capital stock of the corporation has been increased from $10,000 to $25,000. Following are the stockholders of the present company; J. Vance Johnson, Fred L. Gentry, D. O. Leonard and W. W. Lancaster.

The officers are: Fred L. Gentry, president and treasurer; D. O. Leonard, vice-president; J. Vance Johnson, secretary. Mr. Johnson is associated with Mr. Gentry in conducting the business.

Fred L. Gentry opened up his business in Spartanburg October 1, 1917. In February, 1919, he moved from the warehouse district to the storeroom on the square. The business has been constantly growing and expanding. Recently, in addition to the wholesale and retail cigar, tobacco and candy business, a modern luncheonette was established.


EL PRODUCTO




"EL PRODUCTO" is more than a brand name. To an ever increasing army of smokers it means a distinctive cigar blend—an unusually high standard of quality and workmanship.

Each of these smokers can find his favorite shape among the ten sizes of El Producto, ranging from 10c to 30c.

Look over your stock. Have you *all* of the El Producto shapes that are popular in your community?

G. H. P. CIGAR CO., Inc.
PHILADELPHIA

*for* real enjoyment

NEW PLANT OF THE
BRUNHOFF
MANUFACTURING CO.

*Manufacturers of the*
"MOV-A-LONG"
SIGN AND GLASS CIGAR BOX TOPS

Freeman Ave. & York St.
Cincinnati, Ohio

LIVE BRANDS
FOR LIVE JOBBERS

CLASS A, B AND C

*Write for Territory*

J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.

*If It's* TOBACCO *We Have It*

RED LION, PA. U. S. A.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

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PENNSYLVANIA

*Correspondence Solicited*

Seedleaf Tobacco Growers Company, Inc.

LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly

ESTABLISHED 1885

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

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I. H. WEAVER CO.

LEAF TOBACCO

237-39-41-43 N. Prince St., LANCASTER, PA.

Read Tobacco and Keep Up to Date

# Pennsylvania Tobacco Sales Slacken a Little

## Approach of Holidays Caused Buying to Ease Off, But Buyers Were in Field All Week—Extreme Cold Weather Was Benefit to Hanging Weed—"Fat Stem" Was Made to Disappear—The Manner of Handling Crop Will Have Much to Do With Price Secured for Product.

LANCASTER, Pa., Dec. 24.—On account of the nearness to the holiday season business lagged a bit this week. Buyers are busy at home taking inventory. However, we had a few visitors this week and some tobacco has changed hands both old and of the present 1921 crop still hanging in the barns.

The extreme cold weather of Thursday last has been a material help to the farmers, as it was a big factor in drying out the stalks of their hanging crop, and it will have a very beneficial effect when the tobacco is taken down to be stripped.

"Fat stem," which has caused the farmers a lot of trouble in past years, will be conspicuous by its absence this year. The heavy freeze we have had this week has matured the tobacco wonderfully and there will be an absence of damage of all kinds in the present crop. If a farmer handles his tobacco properly, strips it without the use of water, he certainly should realize as much money as in former years.

While the tobacco will be bought much cheaper than last year, the farmer has less damage, much more weight to the acre, and the percentage of fillers is much smaller than last year, and in consequence the money he will receive for his hanging crop will be as much in the aggregate as he has received heretofore.

The five cent cigar has come to stay, and while the big interests cannot make them at the present writing, this crop will be bought at a price that will make it possible for them to do so.

The writer predicts that by January, 1923, all the large manufacturers will be putting out nickel goods, same as they did in pre-war times.

The trade asks and demands a good smoke for five cents, and when prices of production reach normal then it will be possible to supply them with the necessary goods.

All the large manufacturers use Sumatra tobacco principally, as a wrapper and it depends largely on Congress how they decide the duty question whether Sumatra can be used as a wrapper on a nickel cigar or not. Our local Leaf Tobacco Board of Trade is unanimously in favor of a low duty on this commodity, and its president Milton H. Ranck, has visited Washington, and put his side of the case before the Ways and Means Committee and told in a rational and learned way why the duty on Sumatra tobacco should be reduced.

Sumatra is a necessity in this country and does not come in competition with our domestic tobacco for the reason we have neither the soil nor the climate to compete with or produce a similar grade of goods.

The buying of the 1921 crop will start about the middle of January or possibly not before February 1. The farmers in the interim will have ample time to take down their crops, strip them from the stalk and get them into marketable condition.

Handling of the crop will cut a big figure in what the farmer will realize for his product.

Harry Juskulek, of Cleveland, O., was here this week selling Ohio tobacco—mostly Gebhard. Mr. Juskulek informed the writer the Dutch has all been bought up in his State at prices ranging from 15 to 20 cents, and that the packers are beginning to buy the 1921 Zimmers and Gebhard.

Hyman Valenchik, of Valenchik Bros., of 134 N. 3d St., Philadelphia, visited us this week. His object was to sample his packing of 1920 tobacco sorted and packed at Ephrata, this county. Mr. Valenchik reports leaf business quiet in Philadelphia, but says that after the holidays he looks for business to get normal in his section.

Fred Mehl, of Mehl Tobacco Co., Peoria, Ill., was here recently and bought up a few lots of filler tobacco, and also was looking for some "tops" for binder purposes which he was unable to find.

W. A. Neff, of W. A. Neff & Co., cigar manufacturers of Red Lion, accompanied by Stephen Sechrist, of H. L. Haines and Co., also of Red Lion, Pa., came here this week and purchased in the county about 400 cases of fillers and unsized wrappers of the 1920 crop for grinding purposes.

Adam Gish, of Elizabethtown, disposed of 73 cases of 1920 fillers this week to M. Michaelis & Son, of this city. The fillers were packed with a great deal of care, all trashy and poor tobacco thrown out, and were sound and sweet at time of sale.

A few scattering crops of 1921 tobacco have been disposed of.

Philip Wiseman, local packer, accompanied by John Donnel, of this city, bought last week a crop at Safe Harbor, consisting of 15 acres at $15.00 and 3.

S. N. Root, Landisville, Pa., packer, bought a very thin, leafy binder crop of 17 acres raised on the Harrisburg Pike at 17c. through. This crop is being shaded and sized and will be packed for "tops," and binders.

G. H. Nolt, local packer, representing the Lorillard interests, bought a few small crops and is putting them through force-sweat for experimental purposes.

Long & Taylor, packers at Landisville, Pa., bought a crop recently at 15 and 3.

A. J. Schreiner, local packer, is out trying to buy a few crops of the 1921 tobacco. The large interests, however, are biding their time and are in no hurry to start, as there is enough tobacco raised in the county to supply them all, and for that reason want the fact known that they must buy cheaper than last year in order to build nickel cigars.

Lancaster County, one of the largest tobacco producing districts in the world, is likewise a mammoth producer of cigars. Statistics made public today by Secretary of Internal Revenue Jas. E. Woodward, show that of the 2,123,016,000 manufactured in Pennsylvania in 1920, 11.5 per cent., or 242,656,600 of them were produced in Lancaster County. The value of Lancaster County's industrial output last year was $138,764,900 and the plants gave employment to 26,677 persons, and paid a total wage of $26,951,400, a sum and production to be well proud of.

A meeting of the Lancaster County Tobacco Growers was held at Mt. Joy on Monday last. The meeting was called by the Mt. Joy Farmers Products Co., for the purpose of presenting a new plan of financing the 1921 crop. The company expects to pack and carry tobacco for farmers who are unwilling to accept the prices offered by the different buyers. It is a co-operative concern and packed upward of 1,200 cases last year, most of which has been disposed of.

I wish to extend to all readers of this column a bright, happy and prosperous New Year Greeting, and may the coming year be a prosperous and profitable one for you all.—DICKIE.

### Business Changes Hands

GLEN ULLEN, N. D.—E. C. Hudson, cigars and pool, has sold out to Nick Seeberger.

Established 1882

# Garcia y Vega "1882"

## Clear Havana Cigars

## Made in Bond At Tampa, Fla.

## NEW PORTO RICO

All grades. Carefully selected of best quality

**INLAND TOBACCOS**

Samples with lowest quotations furnished upon application.

QUALITY - PURITY - UNIFORMITY - GUARANTEED
TRADE MARK
M.S.&Co.
REGISTERED

Joseph Mendelsohn, Milton Samuels } V. Presidents — Joseph F. Cullman, Jr. President — Chas. W. Duignan, Treasurer — Harry S. Rothschild, Secretary

## STERN-MENDELSOHN CO. INC.

**HAVANA & PORTO RICO TOBACCO**

PACKING HOUSES
HAVANA, CUBA
CATANO, PORTO RICO

**165 FRONT STREET NEW YORK**

FREDERIC LEDERER
TOBACCO
106 FRONT ST., NEW YORK
Cable Address: FRELEDER

SAN FELICE
For Gentlemen of Good Taste

The Nations Choice
for a Quarter of
a Century

Now Banded

The Deisel-Wemmer Co.
Makers, Lima, Ohio

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

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CIGAR
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*Head Office. 81st Street and East River New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS
E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

# Stocks Cleared, Up-State Is Ready for Inventory

## Trade Admits 1921 Was One of Those Yowling Years—Millions Mere Money to Hughes Now—Peter Schuyler Cries for Help—Sir Arthur's Arithmetic Is O. K. in New Haven—Frank Moochler Leaves Tichenor—Detectives Smoke Blackstones, Too!

New York State Capital District,
Job-Juggling-Week, 1921.

"Well, Sam, what's next?" wearily inquired Jim Stubb, coming down off a seven-step-ladder after inventoring the top shelf of the Stubb & Ash, Inc., holiday left-overs. "Do we count all those boo-ful Xmas pipes again? Or can we sit down for five minutes with the Hot Chair Club for a lil' smoke, hey?"

"With all that there stuff in the back room yet yuh should mebbe sit down for a smoke, y'unnerstan!" howled Sam Ash, arising from the rear of the nearest cigar case where the inventoried beetles were thickest. "When, then, should we finish this here inventory—today or Easter Sunday?"

"Alright, alright, Sam, let's push it thru," agreed Jim Stubb, dragging his 212 pounds into the wholesale warerooms. "Only, as a favor, Sam, please tell me when it's midnight, will you, 'cause I gotta quit then!"

### Bill's New Job Runs to Millions!

"And I quit now!" announced Billy Hughes, entering the Hot Chair Club for the last time as the Anndora cigar specialist of the B. Payn's Sons Tobacco Co. "As I hinted a week or so ago in your Tobacco, I'm making a change of jobs.

"For, on and after January first, meet-me-at-the-fountain head of the Albany financial headquarters in the City Hall. Rear of first floor, seventeen paces to the left, you will find the esteemed City Treasurer's Office. In this place I will now be Cashier under the new Democratic imcumbent. So, when you're ready, please pay all your taxes to me, else I'll sell you out at auction!"

### Peter Schuyler Gets Another Helper

"Yeh, you should likely talk now only in millions!" commented Sam Ash, entering 50 Class E cigars on his inventory sheet at the 1922 price of Class A goods, just to satisfy himself that this would be the low for the next season. "An' Le Roy Saffer should hereafter also converse only in big figgers, too!

"Because Roy is now hitched up to the G. W. Van Slyke & Horton firm as Assistant Sales Manager, under Boss Lyons. He will be more or less in Albany and on the road, telling folks about the famous Peter Schuyler cigar, and what the exact increase in millions really is, y'unnerstan."

### Fifteen Goes Into Eleven Once, Anyway!

"Sales Increases are desirable, but family increases are more interesting," offered Sir Arthur Dixon, Bart., plenipotentiary for the Falk Factories of the Tobacco Products Corp., as he came in for a squint at the mopping up of the holiday stock-take. "At least, it will be at our New Haven home next Sunday, when eleven of my sons, daughters, and grandchildren sit down to finish a fifteen pound young Vermont turkey, oyster dressing, au jus.

"And I may as well take a week or ten days vacation while the trade is balancing inventories. Anyway, our Herbert Tareyton co-worker, Billy Farrell, has already had such a vacation and more, if you can call it such, having had an operation for appendicitis. But probably we'll both be back here after New Year's with some new stories about Vintage, Serene, and the other items of our division."

### Frank Moochler Resigns, Too!

"Items about cigars don't interest Frank Moochler anymore," mentioned Jim Stubb, standing in the doorway of the wholesale department to note Sam's progress in the Retail. "At least, Frank is not interested in Meditation cigars at present.

"For, effective at once, Frank has resigned from the Tichenor Cigar Co., Albany and Peekskill. Another representative in the local territory will appear here shortly after the first of the New Year. And it is promised that the W. K. Gresh & Sons products will receive adequate attention by the Capitol District. distributors when the new arrangements are perfected."

### Does This Bill Look Like a Bull?

"Perfection of arrangements are sometimes over played," spoke up Big Bill Lakin, now on Holiday leave from his worries and flurries of the Blackstone campaign of Waitt & Bond, Inc. "This I found out once upon a time in Boston.

"It was about this season of the year, and I was standing on Washington street outside the Jordan, Marsh Co.'s big department store, gazing more or less intently into the show window, whilst awaiting my shopping wife, inside.

"Suddenly, a large man ranged up alongside me in the crowd. He didn't really signal me in any way, yet acted very suspiciously, mysteriously. And at last he whispered:

"'Say, fella, how's things? Pinched any lifters today? They's all sorts o' dips in this here mob, I'm told, an' the dicks inside said I'd better come out here an' give yuh a hand with the window crush!'

"Well, he had me off my guard for a minute, but at last I doped it out that he sized me up for one of the store detectives, swarming there around the holidays. So I nodded silently, accepting his proffered aid, and then informed him that my end of the line was O. K.—which he could see for himself after smoking the Blackstone I offered to him at once!"—The Smoker.

## Mrs. George W. Van Slyke

Albany, N. Y., Dec. 24.—At her home in this city on Monday, December 19, Mrs. George W. Van Slyke passed away in her 80th year. She was the widow of the late George W. Van Slyke, who established the G. W. Van Slyke & Horton factories in Albany and vicinity. Her sons, George W. Van Slyke and William Van Slyke survive her, and are still actively engaged in the Peter Schuyler ci-cigar business.—The Smoker.

## Opens Importing Office

John De Vries announces the establishing of a Sumatra and Java tobacco importing office at 175 Front street, New York. Mr. De Vries says that he has European connections, with headquarters at Nes 94, Amsterdam, Holland.

## Cigar Factory Burns

Fairbury, Neb., Dec. 22.—The cigar factory owned by Peter Knobel was burned here Sunday. The cause of the fire is unknown. The stock, partly covered by insurance, was a total loss.

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF
SUMATRA AND HAVANA
TOBACCO
PACKER OF
DOMESTIC

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

List of jobbers, importers and manufacturers on application.

**MANILA AD. AGENCY, (C. A. Bond, Mgr.)**
**15 William Street** **New York**

OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

MURAD
THE TURKISH CIGARETTE

Every day MURADS are held higher in the estimation of the men who smoke them.

They are the standard of Taste.

They never disappoint—never fail—never change—

They are 100% pure Turkish tobacco—of the finest varieties grown.

Men are proud to smoke them in any company—on any occasion.

They are the largest selling high-grade cigarette in the world.

The cigarette smokers of America DO prefer Quality to Quantity.

*"Judge for Yourself—!"*

## Capt. M. C. Eisenchimel Passes Away

Capt. M. C. Eisenchimel, Field Auditor for the United States Shipping Board, who died, of pneumonia, in St. Luke's Hospital, in New York, last week, was a popular man known to many in the cigar trade throughout the United States.

As a salesman for the big importing house of H. W. Peabody & Co., years ago, Eisenchimel traveled from coast to coast, obtaining orders for Manila cigars.

He got into the cigar business by being associated with Fred Prising who brought a large shipment of Manilas to New York and was unable to sell them.

Eventually, the shipment was assigned to Henry W. Peabody & Co., and Eisenchimel made a trip to Philadelphia, Baltimore and Washington, hoping to make a few sales. He did so well, on his travels, that the entire shipment soon was "all sold."

Continuing with Henry W. Peabody & Co., he proceeded to introduce Manilas to the cigar trade in the prairie states and farther west.

He introduced the Maria Cristina brand, he brought out La Plantina label; he made himself favorably known from Pennsylvania to Oregon; a good business man, a genial likeable chip, he was welcomed wherever he went.

He left the cigar business a few days before the United States got into the war with Germany. He enlisted in the infantry the day war was declared.

He had previous military service. In the Spanish American War, he went to the Philippines, with the First California Infantry on the first expedition. He participated in the fighting at Paranaque, on July 30, 1898, and was with his regiment when Manila was captured, August 13, 1898.

He served through the Philippine Insurrection, until the First California Infantry was ordered home to be mustered out. Receiving his discharge, he stayed in the Islands. For a time he was a bookkeeper for the Manila American. Later, in the Customs Service, he was Acting Collector and Disbursing Officer at Cebu. Entering the stevedoring and shipping business, he was employed by Macondray & Co. at Manila. Afterwards he organized the Hong Kong Manila Co., a company dealing in ship's supplies.

Coming back to the United States he engaged in the cigar business, in which he remained until he volunteered again, for military service.

Enlisting on the first day, early in the morning, as a private of infantry, he quickly won promotion and was transferred to the Aviation Corps. Commissioned a Second Lieutenant and raised to a Captaincy before war closed, he proved himself to be thoroughly capable, dependable and trustworthy in the positions of quartermaster, disbursing officer and staff officer.

He was an expert accountant. The day he was mustered out of the army, he was urged to accept a position in the auditing department of the U. S. Shipping Board.

On work associated with the settlement of immense claims against the government for ship construction, he was instrumental in saving the United States millions of dollars. In recognition of his excellent service, he was twice promoted, becoming recently a senior Field Auditor.

By the higher officials of the Shipping Board, he was highly thought of; his ability and integrity were unquestioned.

He was ill only a few days before he was taken to the hospital. The end came suddenly. He died Sunday morning.

His funeral, Thursday afternoon, was attended principally by war veterans, and friends who had known him in the Philippines.

He was buried in Mt. Olivet Cemetery, Brooklyn.

He left a wife, to whom he was devotedly attached.

Capt. Eisenchimel was a true American, a man whose memory will be honored by all who knew him.

### Jugo-Slavia's Tobacco Crop

Jugo-Slavia will be able to export about 3 million kilograms of tobacco of this year's crop. The total production amounted to 13 million kilograms, while the home consumption amounts to about 10 million.

### Boom in the Saar Basin

Since the French occupied the Saar Basin more than 50 tobacco factories were established. Formerly Germany supplied the demand, but now the high tariff duties exacted by the French exclude German products.

### Palestine's Tobacco Duties

Palestine's income from duties on tobacco increases rapidly. In the last month accounted for they amounted to 13,600 Egyptian pounds, or 3,951 pounds more than for the previous month.

OLD PORT
10 for 30c
CUBAN AMBASSADOR
10 for 35c
These Little Cigars Offer a Large Profit to Dealers
H. WEISS, Mfr.
746 Third Ave., New York City

TURKISH and GREEK
TOBACCO
*Imported direct from Producers*
American Commercial Co.
109 Broad St., N. Y. City
Cable Address "Ocirema" Phone Broad 4620

THE JOBBER AND THE RETAILER
can obtain this
BIG 5c.
straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

ILANG-ILANG
is packed in 100s
*Exclusive territory for*
JOBBERS
Dont Delay—Get this brand for your territory.
Henry Ottenberg
146 Front Street New York

# American Bands & American Labels

*from*

## The House of Special Process

CIGAR BANDS

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ESTABLISHED 1870

## Our 50 Years Experience in Art Lithography Offer You

HIGHEST QUALITY SPECIAL PROCESS

# CIGAR BANDS and LABELS

***Unsurpassed by those made anywhere***

The Largest Cigar Band Manufacturers in the World
Having a Capacity of 10,000,000 Cigar Bands per day

## WM. STEINER SONS & CO.

**257 West 17th Street** **New York**

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

Dealers
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco

129 Lealtad St., cor. Dragones St. HAVANA, CUBA

## The New England Tobacco Growers' Exchange

HARTFORD, Conn., Dec. 24.—In literature of the New England Tobacco Growers' Exchange at 235-7 State St., this city, Edward Eggert, who has spent practically all of his life in the cigar and tobacco industry, announces in part as follows:

### The Tobacco Growers' Opportunity

"In opening these offices and sample rooms for the purpose of handling on a strictly commission basis such crops of tobacco as remain in growers' hands, fills a long-felt want, for up to present time no one has devoted his time and attention to doing this class of business; growers and holders of tobacco had to wait for a buyer to find them, or else go from packer to packer, or dealer to dealer, and offer their tobacco many times before making a sale, often at very low prices. I have made a thorough canvass of the growers of New England and have nearly all their names on my list; later on I intend to have an agent in every town where tobacco is grown, who will be in close touch with all his neighbors and growers, soliciting orders for fertilizers as well as hunting up consignments of tobacco to be sold through this office. In addition to these agents amongst the growers I shall have a full and complete arrangement with all leaf tobacco brokers in the large cities of the United States and Canada, so that I am in close touch with all buyers of New England tobacco, and, further, I intend to issue to such brokers, a bulletin of all tobacco offered every month.

"I have had about 30 years' experience in the tobacco business in various branches, and was one of the first growers to raise a 50-acre crop. I do not claim to be able to get more than your tobacco is worth, but I can get all it is worth, and make quick sales.

"My sample rooms when fully equipped will be the most perfect of any tobacco show rooms in the world, fitted up in such a manner that I have at all times full control of the moisture, winter and summer, so that tobacco samples are always in their best condition of pliability, thus avoiding the necessity of putting water on them, which often spoils a sample so that it is unfit to show and does not represent the tobacco, thus necessitating new samples at considerable expense. Owners sending their samples to me for sale can rest fully assured that they will always be kept in proper condition while in my charge.

"Every grower can readily see the advantage of having one central headquarters for the sale of such crops as are still on hand. The buyers can more readily supply their wants, saving the time of riding through the country looking up scattered lots, and by reason of not knowing just where the crops are held, the grower misses many a chance to sell. If his samples are in my office he can rest assured that they are being offered for sale to buyers from all over the United States and Canada."

After going into details as to arrangements, buying, selling, inspecting, appraising, warehousing, packing, loans, insurance, shipping and other features of the exchange, Mr. Eggert proposes some "Don'ts," and an equal number of suggestions for the better way of doing things. They are:

### "Don'ts" and Suggestions

"Don't grow more than you can take care of. One acre of well-handled tobacco will bring more money than two acres of 'hogged tobacco.'

"Don't starve your tobacco; give it plenty to feed on and feed it on the right kind of food. The extra weight yielded will more than pay the difference.

"Don't put all your fertilizer on broadcast before setting out your tobacco crop; save one-third of it to put on second hoeing, and cultivate it in. This will carry the crop to a finish at cutting time.

"Don't hang your poorest tobacco in the peak of your shed. Put your best tobacco up high and hang the poorest on bottom tiers. The cure in the top of a shed is safer and better.

"Don't neglect the care when tobacco is in shed. After growing a good crop there is no sense in letting it spoil by inattention to sheds.

"Don't take down your tobacco until it is cured and ready to strip and in right order. Should you have a few fat stems keep them out and tie up in small hands by the tips, using a light dry leaf as a tie, and hang these hands over a lath, butts hanging down. They will soon cure and be fit to take down at a later damp.

"Don't take down tobacco that is too moist or too dry; wait until it is just right.

"Don't put water on your tobacco, see that your crop is in proper condition when taken down and keep it so. Water on tobacco causes nine-tenths of the trouble between buyer and grower. Most of the canker and mould damage are caused by water, and buyers have good cause to reject or dock the price on watered crops.

"Don't take down tobacco that is dripping from frozen stalks. Let it drip out and dry off and wait until next damp, in order to avoid the damage of canker and mould caused by drip.

"Don't strip and pack into your bundles wet tobacco, rather hang it up again to dry off and strip it next damp.

"Don't strip the trash and weather-beaten leaf and put it in your bundles with the good tobacco. Keep it separate, and tie it up into hands and bale it while it is in condition to handle; it will bring more than if allowed to lie around the sheds in piles to mould and rot.

"Don't make too heavy bales; use 40 x 48 paper, and have box right size to get a bale of about 35 pounds.

"Don't use cheap heavy paper; it only breaks and tobacco gets broken and dried out. Use the best manilla paper—125 pounds to the ream—40 x 48. This is light and tough, and the strings will not cut, and protects the tobacco, and costs less. Heavy cheap paper, 200 pounds to ream, at 3½ per pound, costs $7.00 for 480 sheets. Best manilla, 125 pounds to ream, at 5½ cents per pound, costs $6.15 for 480 sheets.

"Don't handle your tobacco as though it was worthless. Try to make even bundles, keeping the leaves as straight as possible, and have the butts even. Make your bundles look as if they were packed, not thrown into the bundling box.

"Don't pile your bundles in a shed where the snow can blow in on them and melt and damage the tobacco. Pile all your bundles on their sides, not over three tiers high. They won't warm up so quickly, and tobacco will mat together less, making it easier for sizer or sorter to shake out.

"Don't neglect to clean your sheds during the summer and air them out well. A coating of four inches of clean sand over the bottoms of your sheds will pay for itself.

"Don't forget that a nice, clean, orderly shed and well-handled tobacco make a good impression on a buyer.

"Don't hesitate to ask questions of me on any subject relating to your tobacco interests."

### Fifty Years With One Firm

Carl Schmank, director of Casimir Krafft & Co., a tobacco firm at Offenbach, Germany, celebrated the 50th anniversary of the day when he entered the service with the same firm. This firm has men in its employ for more than 60 years.

### Demand Sunday Closing

At Pirmasens, Germany, cigar stores will be closed all day on Sunday and at 7 evenings on weekdays. Of 25 cigar dealers 23 demanded the Sunday closing. According to German law the stores have to close on Sunday when a considerable majority of the trade is in favor of it.

### Monopoly in Korea

Korea has now a tobacco monopoly. Farmers are permitted to plant tobacco without permission, but they must sell to the monopoly exclusively. The East Asiatic Tobacco Co. is doing the manufacturing. Distribution is in the hands of licensed dealers.

## Cultivates Without Bruising

The cultivation of tobacco requires, first of all, a tool that will not bruise or break the leaves. Prout's Hoeing Machine (shown below) has knives that *work under* the plants. It thoroughly hoes the ground without touching the leaves. And the tapering points of the hoes cut deepest in the middle of the row, avoiding any possible injury to the roots.

This tool gets every weed and leaves the soil light and loose. It's a great labor-saver, too, enabling one man to do the work which otherwise requires two men.

The Prout's Hoeing Machine is light of draft and easy to handle. On very soft ground, wheels may be used to regulate the depth of the knives, but usually they are not needed. A strongly-built tool with nothing to get out of order. Every tobacco grower needs at least one; many use several.

Prout's Hoeing Machine in Action

## Baltimore Market

### Receipts Show Falling Off

BALTIMORE, Md., Dec. 23.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland:—New receipts were only 170 Hogsheads, and besides 503 Hogsheads of old 1919 crop were reinspected, making offerings of 673 Hogsheads, and of which 660 Hogsheads were sold.

No change in prices. Our market closes after today for the Holidays, but there will be a report next week.

Ohio:—Nothing doing.

### Official Statistics

The Local Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Dec. 21:

#### Receipts

| | This week | Previously | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland | 673 | 37,324 | 37,997 | 33,798 | 24,450 |
| Ohio | ... | 366 | 366 | 366 | 2,968 |
| Total | 673 | 37,690 | 38,363 | 34,164 | 27,418 |

Reinspections this week: Maryland, 503; to date, Maryland 4,199.

#### Deliveries

| | Maryland | | | | |
|---|---|---|---|---|---|
| | Coastwise and Domestic | For. | Total | Ohio | Total |
| This week | 223 | 840 | 1,063 | 4 | 1,067 |
| Previously | 5,843 | 28,315 | 34,158 | 1,064 | 35,222 |
| | 6,066 | 29,155 | 35,221 | 1,068 | 36,289 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 17,379 | 4,591 | 21,970 |
| Receipts since | 33,798 | 366 | 34,164 |
| | 51,177 | 4,957 | 56,134 |
| Delivered since | 35,221 | 1,068 | 36,289 |
| Stocks today | 15,956 | 3,889 | 19,845 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 660 | .... | 660 |
| Previously | 33,617 | 2,342 | 35,959 |
| | 34,277 | 2,342 | 36,619 |

Ground leaves to date, 506 hogsheads.

## The Dominican Tobacco Situation

WASHINGTON, D. C., Dec. 27.—There is no truth in the reports which are current that the Government owned tobacco of the 1920 crop of the Dominican Republic was stored in bad condition and would have very little value, according to a report received by the Bureau of Foreign and Domestic Commerce from the American Consul at Puerto Plata. According to the report, officials of the Dominican Government had a survey made of this tobacco and it was found in good condition.

"The Government has ceased to purchase tobacco and private dealers are beginning to operate," according to the report, which continues:

"Prices at present are about 3½ cents per pound for tobacco delivered at the warehouse in Santiago, at which price the dealer can sell it f. o. b. Puerto Plata at about 6 cents a pound; the Government was paying 5 to 7 cents per pound for tobacco, ready for shipment, delivered at Santiago and other points on the railway, which price could not be met by private buyers.

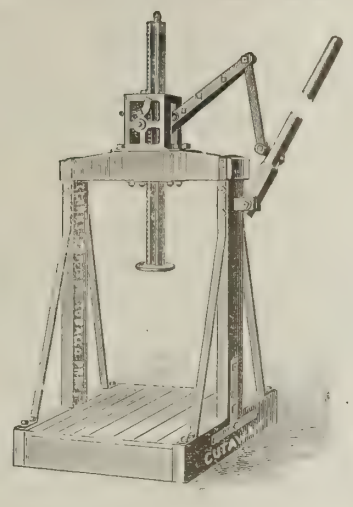
"At the low price of 3½ cents per pound, growers barely make the cost of production, so the present low price is having an adverse effect upon planting; the area devoted to the next crop will be little if any greater than the small acreage of the 1921 crop and only about one-half of the area of the crop of 1920, when about 30,000 acres were devoted to tobacco culture."

### Brand for Swiss Reds

A Zurich cigar manufacturer is producing a cigar especially for the Reds. He calls it the Letropla, the name being a contraction of the names of Lenin, Trotzky and Platten, the latter being the Red leader of Switzerland.

### Lithuania Curtails Imports

The government of Lithuania will issue no more licenses for the import of tobacco for the time being because the supply on hand is deemed sufficient for months to come.

*For the Tobacco Packer*

CLARK "CUTAWAY" TOBACCO PRESS

CLARK "CUTAWAY" Tobacco Press has long been considered standard equipment by the largest packers in this and foreign countries. It combines great strength with the ability to deliver a snug, tight bale. The compound lever and ratchet permit you to apply tremendous pressure with little effort. An ingenious arrangement of the rollers enables you to roll the bale easily from the platform.

This Press is made from selected hardwood strongly braced and bound with steel. Available platform space, 3 ft. wide, 4 ft. long and 4 ft. high. Weight, 650 lbs.

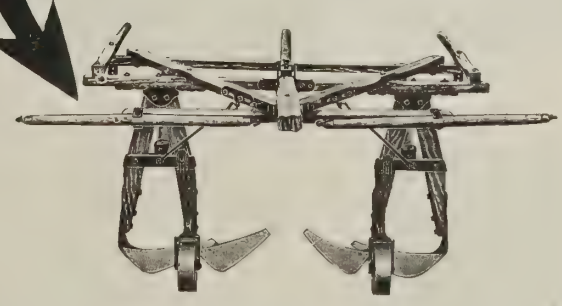
Write for prices and further details.

*Two Bateman Leaders For the Tobacco Grower*

PROUT'S HOEING MACHINE

This truly remarkable machine has long been the standby of Connecticut growers. Each standard carries two hoes which **reach under** the plants. They hoe and weed the soil for a distance of two feet on each side of the row, leaving it loose and mellow. And they do this without in the least bruising the leaves.

Every tobacco grower needs at least one Prout's Hoeing Machine—many use several. With it one man will do the work of two and do a better job. Its light weight makes it easy to handle. All necessary adjustments can be readily and quickly made.



*Write for full particulars*

BATEMAN & COMPANIES, Inc.
GRENLOCH, N. J.

# CIGARETTE FACTORY SUPPLIES

**Cigarette machines for sale or for rent.**
**Machine operators furnished by the day or week.**
**Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.**

***Write or phone for quick service.***

**New York Cigarette Machine Co., Inc.**
**2-6 Elm St., New York. Phone Worth 3820**

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

# PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

*BRANDS THAT BUILD UP BUSINESS*

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL

**S. H. FURGATCH Y CA., 75th Street & Avenue A., New York**


# Tobacco Exports from New York

**Custom House Figures for October, 1921**

### Leaf Tobacco

| | Dollars. | Pounds. |
|---|---|---|
| Austria | 17,776 | 161,611 |
| Azores | 1,243 | 3,055 |
| Belgium | 11,490 | 52,829 |
| Denmark | 95,029 | 304,933 |
| Finland | 6,000 | 16,440 |
| France | 9,140 | 37,838 |
| Germany | 114,429 | 419,948 |
| Gibraltar | 3,527 | 48,296 |
| Italy | 6,960 | 22,210 |
| Netherlands | 5,131 | 21,993 |
| Norway | 228,698 | 732,502 |
| Portugal | 15,571 | 99,905 |
| Spain | 192,650 | 2,515,800 |
| Switzerland | 17,508 | 80,098 |
| England | 389,830 | 1,192,630 |
| Trinidad | 31,460 | 67,991 |
| Other Br. West Indies | 5,665 | 24,569 |
| Cuba | 120 | 450 |
| Danish West Indies.. | 2,322 | 6,582 |
| Dutch West Indies... | 1,358 | 7,042 |
| French West Indies.. | 5,285 | 27,829 |
| Haiti | 25,032 | 112,471 |
| Colombia | 1,914 | 4,518 |
| British Guinea | 2,566 | 10,458 |
| Dutch Guinea | 1,165 | 5,148 |
| British India | 12,963 | 15,251 |
| Dutch East India.... | 4,016 | 12,193 |
| Australia | 325 | 2,500 |
| Philippine Islands.... | 1,410 | 14,099 |
| Belgian Kongo | 794 | 3,900 |
| British West Africa. | 96,471 | 332,949 |
| British South Africa. | 24,386 | 17,304 |
| Canary Islands | 55,872 | 342,788 |
| French Africa | 45,385 | 166,665 |
| Liberia | 5,369 | 18,830 |
| Portuguese Africa... | 789 | 2,545 |
| Spanish Africa | 1,695 | 5,111 |
| Egypt | 2,011 | 4,665 |
| | 1,443,305 | 6,915,945 |

### Cigarettes

| | Dollars. | Thousands |
|---|---|---|
| Azores | 44 | 5 |
| Denmark | 1,156 | 856 |
| France | 9,240 | 1,000 |
| Norway | 500 | 125 |
| Sweden | 110 | 25 |
| England | 2,083 | 211 |
| Bermuda | 411 | 80 |
| Canada | 300 | 25 |
| Costa Rica | 2,057 | 479 |
| Nicaragua | 482 | 105 |
| Panama | 26,696 | 6,401 |
| Mexico | 1,868 | 324 |
| Newfoundland | 88 | 5 |
| Barbadoes | 121 | 45 |
| Jamaica | 28,728 | 17,690 |
| Trinidad | 87 | 10 |
| Other Brit. W. Indies | 516 | 333 |
| Cuba | 1,250 | 234 |
| Danish W. Indies.... | 1,898 | 635 |
| Dutch W. Indies..... | 999 | 360 |
| Haiti | 4,079 | 925 |
| Santo Domingo | 5,090 | 1,115 |
| Argentina | 735 | 165 |
| Colombia | 2,756 | 643 |
| Dutch Guiana | 392 | 110 |
| French Guiana | 49 | 10 |
| Peru | 1,200 | 300 |
| Uruguay | 412 | 120 |
| Venezuela | 92 | 22 |
| China | 1,997 | 260 |
| Kwant | 4,717 | 4,717 |
| British India | 23,320 | 8,560 |
| Dutch East India.... | 104 | 20 |
| Japan | 6,302 | 835 |
| Philippine Islands.... | 263 | 50 |
| British West Africa. | 795 | 363 |
| British South Africa. | 545 | 120 |
| French Africa | 196 | 40 |
| Hejaz | 540 | 540 |
| | 132,218 | 47,863 |

### Cigars

| | Dollars | Thousands |
|---|---|---|
| Germany | 65 | 1 |
| Santo Domingo | 565 | 7 |
| Argentina | 182 | 5 |
| | 812 | 13 |

### Plug Tobacco

| | Dollars | Pounds |
|---|---|---|
| Denmark | 3,992 | 4,155 |
| Sweden | 11,078 | 14,524 |
| England | 12,323 | 23,555 |
| Bermuda | 923 | 2,176 |
| Canada | 205 | 200 |
| Nicaragua | 6 | 12 |
| Panama | 4,003 | 11,546 |
| Mexico | 131 | 240 |
| Newfoundland | 936 | 1,434 |
| Other Brit. W. Indies | 710 | 1,656 |
| Cuba | 5,925 | 16,606 |
| Danish West Indies.. | 52 | 96 |
| Dutch West Indies... | 3,146 | 6,300 |
| Haiti | 966 | 2,885 |
| Santo Domingo | 117 | 182 |
| Argentina | 673 | 825 |
| Chile | 127 | 220 |
| China | 661 | 752 |
| Hong Kong | 112 | 106 |
| Australia | 1,358 | 2,800 |
| | 47,444 | 90,360 |

### Smoking Tobacco

| | Dollars | Pounds |
|---|---|---|
| Denmark | 480 | 1,000 |
| Norway | 153 | 150 |
| Spain | 100 | 100 |
| Sweden | 566 | 480 |
| England | 30 | 60 |
| Bermuda | 240 | 383 |
| Costa Rica | 86 | 100 |
| Nicaragua | 150 | 162 |
| Panama | 3,648 | 5,153 |
| Mexico | 409 | 513 |
| Newfoundland | 983 | 1,477 |
| Jamaica | 94 | 97 |
| Trinidad | 145 | 126 |
| Other Brit. W. Indies | 80 | 160 |
| Cuba | 4,010 | 4,298 |
| Danish West Indies.. | 132 | 352 |
| Haiti | 471 | 466 |
| Santo Domingo | 392 | 518 |
| Argentina | 723 | 891 |
| Colombia | 57 | 61 |
| French Guiana | 63 | 45 |
| Uruguay | 214 | 192 |
| Venezuela | 15 | 15 |
| China | 1,880 | 1,972 |
| British India | 111 | 196 |
| Dutch East Indies... | 1,243 | 2,039 |
| Hong Kong | 225 | 275 |
| Japan | 300 | 500 |
| Siam | 147 | 120 |
| Philippine Islands.... | 1,257 | 1,134 |
| British South Africa. | 41 | 36 |
| British East Africa.. | 7,700 | 11,000 |
| | 26,145 | 34,071 |

### Other Manufactured Tobacco

| | Dollars |
|---|---|
| Belgium | 4,000 |
| Denmark | 925 |
| Germany | 213 |
| Gibraltar | 9,483 |
| Norway | 9,781 |
| Panama | 910 |
| British West Indies | 410 |
| Cuba | 1,742 |
| Haiti | 24 |

## Short Filler

Cut and Dried by THEO. S. MOKER.

In Put-and-Take, or anything else, the Stars always take-all, even the cigars!

In Moscow, car fare is now only 2,000 rubles—and smokers sometimes kick on eight cents for one good cigar!

Most of the Pacific questions are specific, but not quite so pacific after all—unless we surrender those Manila cigar factories!

If we really insist upon the Open Door it may make a draft for another army—and more tobacco taxes!

That there 18th Amendment makes some atonement after the 18th hole—to those who smoke!

Another reason business stays poor is because it invariably "Begs-to-say"!

Guess China has been using all that fire-cracker powder on herself since we adopted the safe-and-sane idea—and Chinese ladies' cigarettes!

Porto Rico will have to wait for statehood until our war stocks of 48-star flags wear out—and her cigars come down to a nickel again!

If the Philippines go free, why can't Governor-General Wood get Colonel Proctor to float his 99 44/100ths Presidential boom over there—swappin' soap for segars?

"FROM COAST TO COAST"

LINCOLN HIGHWAY

*Mild, Smooth,*

Imported Sumatra Wrapped
In Fact, *The Perfect* *Cigar*

RAUCH CIGAR CO., Inc., Indianapolis, Ind.


# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Morro Castle* —Dec. 20

| | Cases |
|---|---|
| Calixto Lopez & Co. | 5 |
| Acker, Merrall & Condit Co. | 19 |
| G. W. Faber, Inc. | 32 |
| Charles & Co. | 1 |
| Bernard Judae & Co. | 1 |
| B. Wasserman & Co. | 5 |

### Tobacco from Cuba

*S. S. Morro Castle* —Dec. 20

M. Lopez & Co. .....45 Barrels

*S. S. Monterey* —Dec. 24

| | Bales |
|---|---|
| American Foreign Exchange Corp. | 10 |
| Fred D. Grave & Sons | 84 |
| Henry Oppenheimer & Co. | 8 |
| B. Rosenbluth | 10 |
| S. Ruppin, Inc. | 156 |

| | Barrels |
|---|---|
| Henry Oppenheimer & Co. | 5 |
| S. Ruppin, Inc. | 291 |
| Selgas & Co. | 160 |
| J. Bernheim & Son | 6 |
| E. Rosenwald & Bro. | 85 |
| N. Y. & Cuba Mail S. S. Co. | 171 |
| Stern, Mendelsohn Co., Inc. | 133 |
| S. Rossin & Sons | 39 |

| | Packs |
|---|---|
| E. Rosenwald & Bro. | 13 |
| N. Y. & Cuba Mail S. S. Co. | 41 |
| Stern, Mendelsohn Co., Inc. | 22 |
| Breslin & Campbell | 50 |
| S. Rossin & Sons | 11 |

### Cigars from Porto Rico

*S. S. Philadelphia* —Dec. 25

| | Cases |
|---|---|
| United Cigar Stores Co. | 75 |
| Porto Rican American Tob. Co. | 4 |
| Porto Rican American Tob. Co. | 38 |

*S. S. Cornelia* —Dec. 23

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 27 |
| United Cigar Stores Co. | 55 |

### Tobacco from Porto Rico

*S. S. Philadelphia* —Dec. 25

| | Bales |
|---|---|
| Stern, Mendelsohn Co., Inc. | 168 |
| Porto Rican American Tob. Co. | 125 |
| Hamburger Bros. & Co. | 39 |
| Durlach Bros., Inc. | 6 |
| P. Lorillard Co. | 1,685 |

| | Barrels |
|---|---|
| Stern, Mendelsohn Co., Inc. | 366 |
| Rosenstadt & Waller | 90 |
| Max Gans & Son, Inc. | 105 |
| Hamburger Bros. & Co. | 62 |
| Durlach Bros., Inc. | 94 |

*S. S. Cananova* —Dec. 25

| | Bales |
|---|---|
| American Cigar Co. | 329 |
| I. Lewis Cigar Mfg. Co. | 75 |
| Wm. Schall & Co. | 47 |
| R. A. Eschevarria | 50 |
| J. Cohen & Co. | 9 |
| I. Rosenwald & Bro. | 69 |
| Julius Marqusee & Son, Inc. | 68 |

| | Barrels |
|---|---|
| Max Gans & Son, Inc. | 106 |
| Selgas & Co. | 100 |
| Wm. Schall & Co. | 97 |
| R. A. Eschevarria | 55 |
| J. Cohen & Co. | 50 |
| E. Rosenwald & Bro. | 51 |
| American Sumatra Tob. Co. | 650 |
| Julius Marqusee & Son, Inc. | 108 |

*S. S. Cornelia* —Dec. 23

| | |
|---|---|
| P. Lorillard & Co. | 385 Bales |
| Chatham & Phenix Nat. Bk | 10 Barrels |

### Tobacco from Rotterdam

*S. S. Ryndam* —Dec. 23

| | Bales |
|---|---|
| Universal Leaf Tob. Co. | 15 |
| Frederic Lederer | 10 |
| Rudolph Hallas | 85 |
| Hinsdale, Smith & Co. | 25 |
| E. Rothschild & Bro. | 31 |

| | Boxes |
|---|---|
| Walter Olsen | 1 |
| Frederic Lederer | 1 |

### Tobacco from London

*S. S. Vasconia* —Dec. 25

Barclay Hazard Co. .....100 Bags
Order ..... .....250 Bales

### Tobacco from Belfast

*S. S. Delavan* —Dec. 20

G. A. Henshaw Sons.....1005 Bags

### Tobacco from Trieste

*S. S. Orsova* —Dec. 21

| | Bales |
|---|---|
| American Tobacco Co. | 997 |
| P. Lorillard Co. | 990 |

### Tobacco from Hamburg

*S. S. Manchuria* —Dec. 21

Equitable Trust Co. .....111 Bales

### Cigarettes from Porto Rico

*S. S. Philadelphia* —Dec. 25

Porto Rican American Tob. Co...1 Case

### Cigarettes from Liverpool

*S. S. Celtic* —Dec. 26

G. P. Hart.....1 Case

### Cigarette Paper from Bordeaux

*S. S. Sarcoxie* —Dec. 22

American Tobacco Co. .....100 Cases

### Cigarette Paper from Trieste

*S. S. Italia* —Dec. 27

United States Forwarding Co...3 Cases

### Cigarette Paper from Havre

*S. S. La Lorraine* —Dec. 27

| | Cases |
|---|---|
| American Tob. Co. | 132 |

*S. S. La Savoie*

| | |
|---|---|
| American Tobacco Co. | 154 |
| H. H. Strauss | 1 |
| R. J. Reynolds Tobacco Co. | 360 |

### Cigarette Paper from Antwerp

*S. S. Pionier* —Dec. 21

Lloyd Royal Belge .....13 Cases

### Cigarette Papers from Constantinople

*S. S. Hog Island*

Ezra Levy .....10 Lbs.

### Cigarette Papers from Lisbon

*S. S. C. de Messina*

B. E. Teale.....50 Cases

### Seems Quite Normal

A burglar recently entered the retail establishment of Clyde Bernhart at Evansville, Ind., and practically carried off his entire stock of tobacco, cigars and cigarettes, using a truck to take away his booty.

### Seriously Injured

J. L. Gilliland, age twenty-four, of Indianapolis, salesman for the Reynolds Tobacco Co., recently was seriously injured when an automobile in which he was riding was struck by a westbound Wabash railroad passenger train at the Shadeland crossing, southwest of Lafayette. The train was running sixty miles an hour when it hit the machine, and, according to a farmer who witnessed the accident, the car was hurled twenty-five feet in the air, and Gilliland still higher. He was taken to St. Elizabeth's Hospital in an unconscious condition and is believed to have a fractured skull.

### Buys Business

PIPESTONE, Minn.—R. K. Johnson has bought a cigar, confectionery and pool business here.

### Changes Hands

COOPERSTOWN, N. D.—R. Anderson, cigars and pool, sold out to Ervin Erickson.

### Central Ave. Store Sold

MINOT, N. D.—E. J. Hiler & Co., of Grand Forks, have bought the Central Avenue Cigar Store.

### Three Smugglers Killed

On the Dutch-German frontier three tobacco smugglers were killed during the last few weeks, according to the report of the Tobacco Trade Association for the Suppression of Smuggling. The Association caused the arrest and conviction of many smugglers. But in spite of all efforts, official and otherwise, and even in spite of the low value of German money, which in itself should be a barrier against imports, legal and illegal, the smuggling business continues to flourish.

# Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

**Tobacco Association of the United States**

T. M. Carrington, Richmond, Va., President.
H. E. Spellman, Huntington, W. Va., 1st vice-president.
W. T. Clark, Wilson, N. C., 2d vice-president.
W. T. Reed, Richmond, Va., 3d vice-president.
G. E. Webb, Winston-Salem, N. C., secretary-treasurer.

**Tobacco Growers' Association of Virginia and North Carolina**

J. H. Warren, Danville, Va., president.
R. L. Coleman, Java, Va., 1st vice-president.
W. H. Glenn, Prospect, Va., 2nd vice-president.
J. H. Quisenberry, Frederick Hall, 3rd vice-president.

**North Carolina Tobacco Warehouse Association**

Selby H. Anderson, Wilson, N. C., president.
J. N. Gorman, Greenville, N. C., vice-president.
Ben H. Cozart, Wilson, N. C., secretary-treasurer.

**Rocky Mount, N. C., Tobacco Board of Trade**

F. R. David, president.
G. B. Daniel, vice-president.
E. G. Johnston, sec.-treasurer.

**Greenville (N. C.) Tobacco Board of Trade**

W. J. Skinner, president.
H. A. Bost, secretary

**Oxford, N. C., Tobacco Board of Trade**

Captain Jack Howard, secretary.

**South Carolina Tobacco Association**

N. A. McMillen, president, Mullins, S. C.
Bright Williamson, 1st vice-president, Darlington, S. C.
W. E. Lea, 2nd vice-president, Timmonsville, S. C.
J. W. McCown, treasurer, Florence, S. C.
T. Benton Young, Secretary, Timmonsville, S. C.

**The South Carolina Tobacco Growers Association**
**(Florence, S. C.)**

F. L. Wilcox, president.
S. P. Poston, vice-president.
T. B. Young, secretary.

**South Carolina Tobacco Warehouse Association**

W. J. Stem, president, Darlington, S. C.
J. R. Hutching, vice-president, Johnsonville, S. C.
J. W. Berger, secertary and treasurer, Florence, S. C.

**Burley Tobacco Growers Association Lexington, Ky.**

Hon. J. W. Newman, Versailles, Ky., president.
C. M. Dean (Carroll County), vice-president.
W. H. Shanks (Lincoln County), Vice-president.
E. M. Mansfield (Carroll County), secretary.

**Burley Tobacco Marketing Co. Lexington, Ky.**

John W. Newman, Versailles, Ky., president.
C. M. Dean, Carrollton, Ky., vice-president.
T. B. Hill, Mt. Sterling, Ky., 2nd vice-president.
E. M. Mansfield, Carrollton, Ky., secretary.
Q. T. Gatewood, Paris, Ky., treasurer.

**Tobacco Planters' Association**

J. W. Usher, Mayfield, Ky., president.
F. G. Ewing, Glenraven, Tenn., general manager.
W. W. Scott, Pleasant View, Tenn., vice-president.
J. W. Stovall, Adairville, Ky., secretary.
B. M. Trabue, Pembroke, Ky., treasurer.

**The Tobacco Manufacturers' Association**

W. E. Jenkins, Bowling Green, Ky., president.
J. P. Regan, Nashville, Tenn., vice-president.
W. H. Mason, Bowling Green, Ky., secretary-treasurer.

**Hopkinsville, Ky., Tobacco Board of Trade**

L. B. Cornette, president.
J. T. Thomas, secretary-treasurer.

**Independent Tobacco Manufacturers' Association**

I. A. Bloch, Wheeling, W. Va., president.
W. F. Axton, Louisville, Ky., vice-president.
Rawlins D. Best, Covington, Ky., secretary-treasurer.

**National Cigar Leaf Tobacco Association**

George W. Berger, Cincinnati, O., president.
Milton H. Ranck, Lancaster, Pa., vice-president.
Jerome Waller, New York, N. Y., treasurer.
Fred W. Miller, Cincinnati, O., secretary.

**Leaf Tobacco Board of Trade of New York**

Joseph Mendelsohn, president.
Jerome Waller, vice-president.
Chas. R. Goldsmith, treasurer.
Chas. Fox, secretary, 166 Front street, New York.

**Connecticut Leaf Tobacco Association (Hartford, Conn.)**

Fred. B. Griffin, president.
Ernest Hathaway, vice-president.
Hayden R. Lathrop, secretary and treasurer.

**Philadelphia Leaf Tobacco Board of Trade (Philadelphia, Pa.)**

Julius Vetterlein, president.
E. A. Calves, vice-president.
Adolf Loeb, treasurer.
John R. Young, secretary, 305 N. 3rd St., Philadelphia, Pa.

**Florida and Georgia Tobacco Association**

T. L. McFarlin, Quincy, Fla., president.
M. L. Floyd, Quincy, Fla., vice-president.
D. A. Shaw, Quincy, Fla., vice-president.
E. M. Collins, Quincy, Fla., secretary and treasurer.

**Lancaster Leaf Tobacco Board of Trade**

Milton H. Ranck, president.
B. F. Good, vice-president.
Morris Rosenthal, treasurer.
Jacob Bowman, secretary.

**Pennsylvania State Growers' Association**

John F. Weaver, Lancaster, Lancaster County, president.
Chas. H. Dunn, Clinton County, 1st vice-president.
G. A. Witner, York County, 2nd vice-president.
H. C. Reinhold, Lancaster County, 3rd vice-president.
Otto Olson, Ephrata, secretary-treasurer.

**Ohio Leaf Tobacco Packers' Association**

S. Major Newburgh, Hamilton, O., president.
P. B. Conklin, Greenville, O., vice-president.
C. H. Solliday, Dayton, O., secretary.
M. E. Stern, Dayton, O., treasurer.

**Chicago Leaf Tobacco Board of Trade**

A. W. Kaecher, president.
Emil Wedeles, vice-president.
John M. Meyer, treasurer.
George Schnath, 607 Ogden Building, Clark and Lake streets, Chicago, Ill., secretary.

**New England Tobacco Growers' Association**

John B. Stewart, Windsor, Conn., president.
F. L. Whitmore, Sunderland, Mass., vice-president.
W. K. Ackley, East Hartford, Conn., secretary.
H. W. Case, Tariffville, Conn., treasurer.

**Franklin (Mass.) County Tobacco Growers Inc.**

W. L. Hubbard, Sunderland, Mass., president.
R. C. Howes, Whately, Mass., vice-president.
F. C. Kidder, Sunderland, Mass., secretary.
James Campbell, South Deerfield, Mass., treasurer.

**The Connecticut Valley Leaf Growers Inc. (Hartford, Ct.)**

C. F. Ward, Broad Brook, Conn., president.
J. H. Lee, Westfield, Mass., vice-president.
H. L. Hamilton, Ellington, Conn., secretary.
A. H. Brown, Windsor, Conn., treasurer.
G. F. Pellisier, 447 State St., Hartford, Conn., manager.

**Windsor Tobacco Growers Association (Windsor, Conn.)**

Stanton F. Brown, president.
William Gilligan, secretary.
Allison H. Brown, treasurer and general manager.

**The East Windsor Tobacco Growers, Inc. (East Windsor, Ct.)**

W. W. Thompson, president.
Andrew Steele, vice-president.
Lemuel Stoughton, secretary.
W. J. Reeves, treasurer.

**Wisconsin Farmers Tobacco Growers Association**

C. O. Berg, Stoughton, president.
O. M. Olson, Stoughton, vice-president.
John McComb, Stoughton, secretary.
Lars Lein, Jr., Edgerton, treasurer.

**Association de Almacenistas Escogedores y Cosecheros de Tabaco de la Isla de Cuba**

Senor Pablo M. Perez, Havana, Cuba, president.
Senor Manuel A. Suarez, Havana, Cuba, secretary.

**Cigar Manufacturers' Association of America**

Fred. Hirschhorn, New York, president.
Charles J. Eisenlohr, Philadelphia, vice-president.
J. B. Wertheim, New York, treasurer.
S. K. Lichtenstein, 40 Exchange Place, New York, secretary.

**Cigar Manufacturers Board of Trade, Inc. (New York City)**

Asa Lemlein, president.
Arthur Werner, secretary. Office, 51 Chambers street, New York.
Meetings 4th Tuesday of each month at Hotel McAlpin.

**Greater New York Cigar Manufacturers' Association**

S. H. Furgatch, president.
A. M. Garcia, vice-president.
L. A. Lincoln, treasurer.
Max Miller, secretary and attorney, 135 Broadway, New York.

**York (Pa.) County Cigar Manufacturers Association**

I. J. Rejahn (Fix & Co.), Dallastown, president.
Chas. C. Meads (Meads Tobacco Co.), Red Lion, secretary.
G. A. Kohler, (G. A. Kohler & Co.), Yoe, treasurer.

**Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba**

Senor E. Alonso, Havana, Cuba, president.
Senor J. C. Beltrons, Havana, Cuba, secretary.

**Cigar Manufacturers Association of Tampa**

Jose Escalante, president.
Mariano Alvarez, vice-president.
Enrique Pendas, treasurer.
A. A. Martinez, secretary.

**National Board of Tobacco Salesmen's Association of America**

**Office: 123 Liberty St., New York**

J. J. Ollendorf, New York, president.
W. F. O'Brien, Boston, 1st vice-president.
E. M. Freeman, Newark,; 2nd vice-president.
W. M. Sam, New York, 3rd vice-president.
Herman Goldwater, New York, secretary.
Irving Frischberg, Boston, treasurer.

**Tobacco Salesmen's Association of America (New York City)**

Albert Freeman, president.
Joseph Freeman, 1st vice-president.
Abe J. Silett, 2d vice-president.
Louis A. Lassett, treasurer.
Samuel Albert, recording secretary.
Leo Rieders, 200 West 118th street, New York City, financial secretary. Meetings 2nd and 4th Friday night of each month at Pythian Hall, 125th St. and Madison Ave., New York.

**Tobacco Salesmen's Association of America (Boston Branch)**

Ed. J. Mulligan, president.
Frank E. Kelley, treasurer.
J. A. Doucet, secretary, 586 E. 6th street, South Boston, Mass.
Meetings second Friday of each month.

**Tobacco Salesmen's Association of America (Newark Branch)**

Abe Brown (Schwarz & Son), president.
Joseph Ogush (N. J. Tobacco Co.), secretary.
Sam Schatt (Hudson County Tobacco Co.), treasurer.
Meetings third Friday of each month.

**Independent Retail Tobacconists' Association (New York)**

Louis Fresco, president.
J. Sorin, G. Rosenthal, O. Abramowitz, vice-presidents.
F. D. White, treasurer.
Henry H. Hunter, 309 Broadway, secretary and counsel.
Meetings held at The Juliette, 103 West 117th St., every first and third Monday of the month.

**San Francisco Retail Cigar Dealers' Association**

James J. Leary, president.
J. B. Martin, treasurer.
Dan B. Dwyer, secretary, Room 254 Pacific Building.

**The Wholesale Tobacco & Cigar Dealers Association**
**Philadelphia, Pa. & Camden, N. J.**

Nelson F. Eberbach (A. B. Cunningham & Co.), president.
Herman Krull (Chas. Krull & Co.), treasurer.
Paul P. Brogan (Dusel-Goodloe & Co.), secretary.

**The Central Tobacco Jobbers Association of Pennsylvania**

George H. Stallman, York, Pa., president.
Jacob C. Hauer, Lebanon, Pa., vice-president.
W. Clyde-Shissler, Lancaster, Pa., secretary-treasurer.

**Pittsburgh, Pa., Tobacco Jobbers Association**

H. O. Evans (Voskamp Co.), president.
Chas. Gildish (The Gildish Co.), vice-president.
A. Goldbloom (Federal Tobacco Co.), secretary and treasurer.

**Cigar & Tobacco Dealers Association of Minneapolis, Minn.**

Louis Nathanson, president.
William J. Blackburn, treasurer.
Carl F. Thomas, secretary.
Sam Margulies, field secretary.

**Manila Cigar Importers' Association**

C. Gordon Wilson, vice-president.
Charles A. Bond, secretary and treasurer, 172 Front St., New York.

**Seattle Cigar and Tobacco Dealers Association**

H. E. Barrett, president.
Irving Green, treasurer.
R. O. Fielding, secretary.

**The Denver Cigar & Tobacco Association (Denver, Col.)**

Frank Comstock, president.
I. W. Jesselson, secretary and treasurer.

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Growers, strippers, manufacturers of high grade cigars, manufacturers of brevas 4½" from $16.00 up, f. o. b. San Juan, P. R., Class A. Ask samples and prices from JAVIER ALONSO RIERA.

**Principal Office: P. O. Box 39, Tetuán 14, San Juan, P. R.**

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EXPERIENCED TOBACCO MAN conversant with SUMATRA, having bought at Inscriptions, likewise familiar with ALL CIGAR LEAF tobacco, thoroughly familiar with EXPORT BUSINESS, having bought both HAVANA and DOMESTIC tobaccos as well as CIGARETTE and other HOGSHEAD tobaccos—open to consider a change on or soon after January 1st, 1922.

"ARTAMUS," care of TOBACCO.

## HELP WANTED

SALESMAN—Importers and wholesale cigar house will have an opening for a salesman with a following in the lower part of Manhattan. Only representative men of proven ability in the trade need apply. Box 888, Tobacco, 10 E. 39th St., New York.

SALESMAN WANTED on a commission basis, principally to sell stripped fillers. Write "Fillers," care Tobacco, 10 E. 39th St., New York.

## FOR SALE

| | Lb. |
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| GENUINE HAVANA SCRAP | 45c |
| CONN. CIGAR SCRAP | 15c |
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SAMPLES SENT ON REQUEST

J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.

E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

# TOBACCO

A WEEKLY TRADE REVIEW

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## Tobacco Salesmen Hold Interesting Convention

**Boston Scene of Second Annual Conclave of National Board—Delegates from Boston, Newark and New York in Attendance—Cheering Reports and Hopeful Talks Were Made—Objects of Organization Elucidated—Officers Elected—Good Time in Hub of Culture.**

BOSTON, Dec. 31.—The second annual convention of the National Board of Tobacco Salesmen's Association, consisting of the Tobacco Salesmen's Association of America, Inc., Boston Tobacco Salesmen's Association of America, and the Tobacco Salesmen's Association of Newark, N. J., was held in Boston at the United States Hotel, on Friday, December 30.

**Delegates Present**

The following delegates answered present to the roll call:

New York, Jonas J. Ollendorff, Sidney J. Freeman, Leo M. Lehman, Leo Rieders, Harry Konwiser.

Boston, William F. O'Brion, Edward J. Mulligan, Irving Frischberg, H. L. Whipple, E. J. Fitzmorris.

Newark, E. M. Freeman, Abraham Brown, Jack A. Martin, Ferd. Schwabacher, W. M. Charles.

The convention was called to order by President Jonas J. Ollendorff at 11 A. M. The minutes of the first annual convention were read and adopted.

**Encouraging Reports**

Secretary Herman Goldwater and Treasurer Irving Frischberg made their respective reports as to the financial condition of the National Board, which were indeed very encouraging to all of the delegates present.

The purpose of the convention was to prepare to combat anti-tobacco propaganda, to promote fraternalism, to dissipate antagonism and to instil a fair and square competition among the members.

The New York and Newark delegates arrived on Thursday afternoon at 4 o'clock and were immediately taken in tow by the delegates of the Boston branch, who acted as host throughout the stay in Boston.

**Royally Entertained**

Upon the arrival of the delegates in Boston on Thursday afternoon, the Board of Governors were immediately called to order. After a session which lasted about two and one-half hours the delegates were the guests at a banquet given in their honor at the United States Hotel. After the banquet the delegates were entertained at a theater. At the luncheon on the day of the convention the Boston Association was also the host.

**Stressed Development of Organization**

President Ollendorff in his opening speech commented upon the growth of our organization in the year that has passed, and had every hope that the future would bring good results to our organization. He laid special stress upon the work of E. M. Freeman, of the Newark branch, who has been instrumental in organizing other branches throughout the country.

Reports were read from W. F. O'Brion, chairman of the Massachusetts Regional District; Emanuel M. Freeman, chairman of the New Jersey Regional District, and Sidney J. Freeman, acting chairman of the New York Regional District. William Sam, the actual chairman, was absent owing to illness.

**Hopeful Prospects**

The organization committee reported progress through New England States, and that Buffalo was about ready to blossom forth in a real organization, and that Chicago was leaning very kindly towards organizing.

Various committees were appointed to facilitate the work of the convention; the convention adjourned at 12 o'clock to give the committees a chance to work. At 2 o'clock when it reconvened each committee had performed its duty in a most satisfactory manner.

The convention changed the constitution with regard to organization to the effect that any ten men may, if they see fit, combine and organize as tobacco salesmen's association, and that the charter fee to the National Board of $25 for each such organization.

Amendment was also made to the constitution that delegates from local branches be elected for a term of two years.

**Objects Explained**

The following resolution was adopted to send to the trade at large:

"In order that manufacturers and jobbers may not become apprehensive as to the real purpose and ideals of the National Board of Tobacco Salesmen's Associations, consisting of the Tobacco Salesmen's Association of America, Inc.; Boston Tobacco Salesmen's Association of America, and the Tobacco Salesmen's Association of Newark, N. J., it was unanimously resolved at the last meeting of the Board of Governors that the trade at large be informed as follows:

"First.—That the organization of salesmen throughout the United States is in no way to be considered that of a trade union; nor is it the purpose to in any way affect the earning capacity of any of its members; nor will it in any way impair their individual rights to contract for their own services; nor will it in any way dictate whom the members shall or shall not work for; nor will it affect individual rights or liberties of its members.

"Second.—That the purpose of this organization is to combat anti-tobacco propaganda, to promote fraternalism; to dissipate antagonism; to instil the spirit of fair and square competition and to co-operate for the common good of its members and the industry at large.

"Third.—To raise the standard and advance the science of salesmanship; to promote honesty and conscientiousness among its members to the end that those employing salesmen may profit by receiving the services of the highest class of men."

**Officers Elected**

The following officers were elected for the ensuing term: President, Jonas J. Ollendorff, New York; first vice-president, W. F. O'Brion, Boston; second vice-president, E. M. Freeman, Newark; treasurer, Irving Frischberg, Boston; secretary, Abraham Brown, Newark.

Board of Governors, Sidney J. Freeman, Leo M. Lehman, New York; Edward J. Mulligan, H. L. Whipple, Boston; Jack A. Martin, Ferd. Schwabacher, Newark.

**Committees Appointed**

Immediately after adjournment at 5:30 P. M., the Board of Governors met and appointed the following committees: Publicity committee, E. M. Freeman; organization committee, W. F. O'Brion, of Boston; E. M. Freeman, of Newark, and Harry Konwiser, of New York.

**Employment Bureau**

An employment bureau was established with the headquarters at the National Board's office, 123 Liberty street, New York. Any member of the association in need of a position should immediately notify the national secretary, Abraham Brown, who will advise them from time to time of positions that are open. The trade is invited to send requests for salesmen to the National Board's headquarters.

In the evening after final adjournment at 7:30 P. M. the delegates from New York and Newark were the guests of the Boston branch, and they were received with due honors by President Mulligan of Boston.

A very interesting talk was given by President Ollendorff of the National Board, as well as talks by Sidney J. Freeman, Abraham Brown, Jack A. Martin, Ferd. Schwabacher, W. M. Charles and Emanuel M. Freeman.

## Government to Reopen Rebate Suits

Fourteen suits instituted against tobacco companies operating in the Southern District of New York, which have remained dormant in the Federal Attorney's office since 1919, will be prosecuted in February, according to a statement issued by Assistant United States Attorney Thomas J. Crawford. All of the suits are of a civil nature and the Government seeks to recover $300,000 which it is alleged the defendants collected as erroneous rebates on custom duties.

It is charged by the Government that tobacco manufacturers have been importing tobacco for manufacture into this country and then shipped to foreign countries the waste as salable tobacco, collecting rebates allowed shippers on the shipment of tobacco.

Similar suits are soon to be instituted in New Jersey against several tobacco manufacturers.

## Opens Store in Syracuse

PEEKSKILL, N. Y., Dec. 31.—Walter Sleight, manager of the Tichenor cigar store, on South street, returned after a three weeks' trip to Syracuse, N. Y. Mr. Sleight opened another store for the Tichenor Cigar Co., and William Cronk, who acted as assistant manager of the local store, has been placed in charge. Mr. Sleight now goes to Utica, N. Y., where he will establish another store. It is expected that in the near future another store will be opened in Poughkeepsie.

**Burned Out**

FAIRBURY, Neb., Dec. 28.—The Pete Knoble cigar store has been destroyed by fire.

## Interesting Internal Revenue Figures

WASHINGTON, D. C., Jan. 3.—The figures of the Bureau of Internal Revenue show that the total taxes collected on tobacco products in November, 1921, totaled $22,600,996.58, as compared with $19,367,199.91 for November, 1920. Large cigars yielded a revenue of $4,184,799.74 in November of 1921, as compared with $4,847,020.05 in November, 1920. The collections on small cigars amounted to $79,443.38 in November, 1921, as compared with $82,539.75 in the same month of last year.

In November, 1921, large cigarettes yielded a revenue of $27,946.99, as compared with $30,657.58 in the same month of the previous year. Small cigarettes brought a revenue of $12,688,862.54 in November, 1921, as compared with $10,588,176.93 in the same month of 1920.

Snuff of all descriptions brought a tax of $544,399.72 in November, 1921, as compared with $292,389.15 in November, 1920.

Tobacco, both chewing and smoking, brought a tax of $4,994,537.47 in November, 1921, as compared with $3,334,636.03 in November, 1920.

Cigarette papers and tubes were taxed $76,174.09 in November, 1921, as compared with $72,314.56 in November, 1920.

Floor taxes on cigars, cigarettes, tobacco and snuff amounted to $1,183.98 in November, 1921, as compared with $26,810.61 in November, 1920.

Additional taxes on cigar and cigarette stamps amounted to $80.84 in November, 1921, as compared with $28.34 in November, 1920.

Additional taxes on tobacco and snuff stamps amounted to sixty cents in November, 1921, as compared with $12.70 in November, 1920.

Manufacturers of cigars, cigarettes and tobacco yielded $3,567.23 in special taxes in November, 1921, as compared with $92,614.21 in November, 1920.—LAMM.

## Anti-Cigarette League Is Seeking 10,000,000

CHICAGO, Dec. 31.—The National Anti-Cigarette League today announced a drive to begin early in 1922, for 10,000,000 recruits to the clean life movement of the league by 1925.

The league's board of directors which met today, elected Dr. D. H. Kress, Washington, D. C., president of the organization. An educational and law enforcement campaign was planned.

## The Differential Investigation

WASHINGTON, D. C., Jan. 3.—It is understood that the field work which is being done by the Federal Trade Commission in connection with its investigation for the Senate of the differential between leaf tobacco costs and finished product is nearly completed. While officials of the Commission refuse to discuss the situation, it is understood that it will not be very long before a report will be forwarded to Congress.—LAMM.

**Sells Half Interest**

FRANKFORT, Ind., Dec. 29.—Walter Rogers, proprietor of the West Clinton Street cigar store, has sold a half interest in the business to C. E. Harness.

# South Georgia Tobacco Growers Claim Best Weed

## Speakers at Meeting Pronounce Their Product Superior to All Other Bright Tobaccos, or That It Can Be Made So—Not Yet Sufficient in Quantity to Put Out an All-Georgia Tobacco Cigarette.

TIFTON, Ga., Dec. 31.—"We have a soil and a climate that will bring a peculiar type of bright leaf tobacco, superior to anything the tobacco world has known," said Hon. D. B. Brantley, of Blackshear, principal speaker at the get-together meeting held in the Tift county courthouse Friday morning.

This was the first of the proposed series of meetings and the subject selected was tobacco growing, because this is tobacco planting time.

### Tobacco the Best Crop

Hon. D. B. Brantley was introduced as coming from a town which had marketed the largest tonnage of tobacco in Georgia in 1921..

Mr. Brantley said that he had been in the tobacco business for three years. The first year this county led in quality; the second year it led in average price, and the third year it led, both in tonnage and average price.

"There are untold possibilities of the cultivation of tobacco in South Georgia," he said. "Every tobacco expert I have talked with told me that the finest tobacco he had ever seen had been produced here. Some farmers are dissatisfied because of the price obtained. There is a surplus of common or inferior tobacco but there is a tremendous shortage in the superior grades. A young man from my office is just back from the North Carolina and Virginia markets and he says they are all enthusiastic over the outlook for tobacco next year.

"Tobacco is a different crop from any south Georgia ever tried to grow. It requires different care, different fertilization and regular and unremitting industry. When it receives that the return is four-fold. A grower in Pierce county was persuaded to put in 10 acres, and he made more with less labor and expenses, than he made off 20 acres of Sea Island cotton at the highest price known. I have repeatedly seen a pile of tobacco from less than an acre sell for more than a bale of Sea Island cotton would bring.

"It requires an expert to grade Sea Island; tobacco is even more difficult. It must have special graining and the ash must be white. If the ash is black it was not properly fertilized. We had a sample from Nashville, Ga., that was beautiful but it had no quality. It finally sold for 10c while other tobacco beside it not so bright sold for from 75c to 90c. It did not possess the tobacco qualities.

### Learn from Others

"If you want to grow tobacco successfully in Tift county the first thing you must realize is that you don't know anything about it, and that you must have some one that does know to advise you. That's what we have done and our tobacco sold for 13c a pound above the average in Georgia. There is where the interests of the business man and farmer dovetail. You were not taught to grow cotton; you learned from each other. Tobacco is another proposition, you need some one to advise who does know. You wouldn't try to read without knowing the alphabet, why should you start out to grow tobacco without knowing anything about it? Go to school and learn; if at first you fall down, get up again.

"There are greater returns in tobacco than any other crop we can grow. They are making money growing vegetables in Florida, but they learned how first. They are making money from citrus fruits, although they spray eleven times and fertilize three times, a year, but they learned how first.

"When we get to where we realize we don't know how and employ men who know, let them come and listen to them, they will bring into South Georgia and Tift county the most profitable crop it has ever known. One acre of tobacco will make as much as four acres in anything else; that leaves three acres for diversification. Set in March and by the first of July the crop is made, cured in the barn and ready for market. We have the rest of the year to devote to something else. Pitts county, N. C., grew 25,000,000 pounds this year. It sold for $5,000,000. They are not worrying there about the high price they have to pay or the low prices of cotton.

"You don't have to ship tobacco off; you sell it right here and see it when it is sold. If the price is not satisfactory you don't have to sell. With truck and fruit it is not that way.

"Fertilize heavily; it takes no more labor and you get larger returns.

### Distinctive Qualities

"South Georgia tobacco has many distinctive qualities. First, it is sweet; other tobaccos are bitter. Second, it has keeping qualities; the others haven't.

"We have the disadvantage that we don't produce enough to keep the markets open long enough. When we produce a larger volume the markets will stay open longer. Our tobacco will improve in feel and in quality after it is packed away.

"Again, we don't have sufficient quantity to allow manufacturers to specialize in South Georgia tobacco. Many of our buyers would put out a special brand of cigarettes from South Georgia tobacco if they had the volume.

"Get seed in the ground at once; give your tobacco space. Don't let the boll weevils sit in the jamb of the fence and say he is the better man."

### Mr. Giddens on Fertilizer

A. H. Giddens talked on fertilizer for tobacco. He said he was glad to speak a word for the tobacco industry in South Georgia, for he believes there is a great future for it and that in time South Georgia will produce as much tobacco as North Carolina.

"It is a new industry and one with which we are not familiar. Those who do not make a success at first grow discouraged, but we must get away from that. I have tried it four years. One of my tenant croppers has money to loan while others didn't do so well. The farmers who are making a good grade are making more money than they ever made out of cotton.

"You must have the right kind of fertilizer. I have found 8-3-3 or preferably 8-3-5 the best. Cotton seed meal is good if put out ahead. Use the sulphate potash and break the ground in time. Put fertilizer under, not around tobacco, and use not less than 1,000 pounds to the acre. You have no land so good but what you need that much."

Mr. Wallace read a clipping which stated that the banks in Wilson, N. C., had paid out $500 a minute for tobacco during the season which lasts several months there. They paid out $1,020,798.79 last week.

### A Veteran Grower

E. L. Ring, of Hahira, said that Mr. Brantley had made his talk for him. Also that he practiced what he preached, having grown tobacco for 36 years. He suggested that the people get together at least once every two weeks and discuss matters; talk over failures; learn why one man makes $500 an acre and another loses money.

### Has Faith in Tobacco

Lon Dickey, of Fitzgerald, said that while out West five or six years ago he saw the boll weevil on its way and realized that we must find something else to raise here for a money crop. Has been growing tobacco for five years and for three years very successfully.

"Government experts and experts from the College of Agriculture had made a close survey of tobacco acreage and compiled statistics to show that the average yield per acre from cotton was $22 while the average yield from tobacco was $222.

"I have all faith in it as a money crop. I run 45 plows; we have got to farm and have got to raise something besides cotton.

"We don't get out seed early enough. I bought some tobacco last year that no one else would buy. It was packed away and it kept well and when I sold it this month that on the bottom was better than when it was first cured. Our tobacco needs more time to mellow."

### Potatoes After Tobacco

A. C. Tift said he had experimented this year by planting sweet potatoes between rows of tobacco. He planted them the 20th of June and from 12 acres gathered 700 bushels, with no expense except planting, gathering and one cultivation, the potatoes getting some of the benefit of the tobacco fertilizer. He then cured the potatoes in the tobacco barn.

### At Experiment Station

Director S. H. Starr said that in January the United States Department of Agriculture would have a man here who would devote his entire time to tobacco. This department has worked out a comprehensive plan which would have been started this year but they could not get the man. Anything the Station could do for tobacco growers Mr. Starr would consider a duty and a pleasure.

## A New Schulte Store for Omaha

OMAHA, Neb., Dec. 30.—The D. A. Schulte Co., which has headquarters in New York and which controls one of the largest chains of tobacco shops in the country, will open a store at Sixteenth and Farnam streets, April 1.

## New Store in Hudson

HUDSON, N. Y., Dec. 31.—The Lincoln Distributing Co. has just opened its new cigar, cigarette and candy store in the Hotel Lincoln building, under the management of P. H. Eaton & Son. An exceptionally large assortment of the smokers' favorite brands are carried in stock.

### Sam Fisher in Gay Paree

Samuel Fisher, of Storm Fisher & Co., cigar manufacturers of 118-20 Maiden Lane, New York, sends New Year greetings from Paris, under date of Dec. 26.

# St. Louis Had Surprisingly Good Holiday Trade

## Dealers Express Great Satisfaction With Volume of Business—Rush Started Late, But Kept Up to Last Minute—Retailers Swamped With Demands—Jobbers Made Record-Breaking Holiday Sales—Cigars Universal Choice for Presents.

ST. LOUIS, Dec. 31.—St. Louis cigar and tobacco jobbers and retailers had a surprisingly good holiday trade. All those interviewed, stated they were greatly pleased with the volume of business they did. Until the last week, in fact until the day before Christmas, it looked as if business would not go above the average, but buying commenced on Saturday and kept up until the last minute. Buyers who had put off making purchases, got a move on and they swamped the retailers with purchases.

### Jobbers Did Immense Business

Jobbers did an immense business and they all say that buying for Christmas broke all records. In anticipation of a rush, the jobbers had provided themselves with a big stock, so when the retailers commenced to phone orders for additional goods, they were equal to the emergency and no one was short.

### Cigars Had Call

Cigars this season seemed to be the universal choice for Christmas presents. It was more so this year than ever. The consequence was that none of the retailers had any cause for complaint.

### Showed Generous Spirit

The Liggett & Myers Tobacco Co. showed their generosity when they sent word to the Executive Committee having in charge the Christmas dinners which were served by the Municipal Lodging House and the Salvation Army, that their company would furnish the tobacco to be given the guests at these two affairs, so the committee arranged for a supply of "Missouri Meerschaum" pipes and tobacco and they were given out. There was no stint in the supply of tobacco.

According to the monthly report sent out by the Federal Reserve Bank of St. Louis, for this district, and released for publication on December 29, the few markets thus far open for selling burley tobacco report that farmers are well pleased with the prices paid. The dark tobacco markets are in full operation, with those at Owensboro and Henderson, Ky., which sell principally Green River types, reporting that warehouses were filled to capacity and prices about $9 per 100 pounds higher than last year. The loose leaf markets at Hopkinsville and Paducah, Ky., which sell fired dark tobacco, are now selling the 1921 crop.

### Getting Ready for Year's Campaign

Three representatives of the Deiss-Wemmer Co., George T. Glover, sales manager, and Scott B. McGinniss and W. E. Flockles, were here recently, taking a look over the situation and arranging for their 1922 campaign. They said that there has been some improvement in the situation recently.

### A Good Santa

Christmas was celebrated by the Optimist Club, with a dinner on Christmas night at Hotel Statler. "Billy" Recker, of the Brinkman-Meisel & Recker Cigar Co., acted as Santa Claus and he made a good one. The entertainment was a very elaborate one.

Mr. Recker said to the TOBACCO representative that this Christmas had been the biggest and best that his house had ever had. Their sales were very large and records were shattered.

### Seeks to Break Big Record

Fred. P. Baldwin, representing the Don Julian and the Paramount cigars,

(*Continued on page 33*)

MEDALIST

GRAND PRIZE — THE GREAT SEAL OF THE STATE OF CALIFORNIA — 1903

GOLD MEDAL — AWARDED BY THE CALIFORNIA STATE AGRICULTURAL SOCIETY TO E. A. Kline & Co. — 1903

We are pleased to call your attention to the revised "Medalist" prices now effective.

| | | |
|---|---|---|
| **CLASS C** | | |
| Petit Ducs | 1/20 | $115.00 |
| Panetelas | 1/20 | 115.00 |
| Puritanos Finas | 1/20 | 115.00 |
| **CLASS D** | | |
| Coronitas | 1/10 | 135.00 |
| Coronitas | 1/20 | 135.00 |
| Deliciosos | 1/10 | 135.00 |
| Deliciosos | 1/20 | 135.00 |
| Deliciosos | 1/40 | 140.00 |
| Invencibles Chico | 1/20 | 135.00 |
| Invencibles Chico | 1/40 | 140.00 |
| Palmas | 1/20 | 155.00 |
| Invencibles | 1/20 | 155.00 |
| Invencibles | 1/40 | 160.00 |
| Perfectos | 1/20 | 155.00 |
| Perfectos | 1/40 | 160.00 |
| **CLASS E** | | |
| Coronas | 1/40 | 190.00 |
| **"MEDALIST" Little Cigars** | | |
| Juniors | 1/10 | 35.50 |
| Juniors | 1/20 | 37.50 |
| Operas | 1/10 | 56.00 |
| Operas | 1/20 | 58.00 |

We recommend Medalist Cigars for your discriminating customers.

**E. A. KLINE & CO.,**
**Knickerbocker Bldg.,**
**Broadway at 42d St.**
**New York**

# Tampa Proposes to Have Best Year in Its History

## Cigar Manufacturers Begin Year With More Orders and Better Prospects Than in Recent Years—Strikes May Blight Hopes—Grommes & Elson Factory Driven Out Already—Others May Follow—M. A. Friedman Makes Interesting Statement—Various Trade Topics.

TAMPA, Fla., Jan. 1.—Tampa is going to have the biggest year in its history—barring another strike or strikes—according to local manufacturers, who begin the new year with a better line of orders and more encouraging prospects than in recent years. Estimates from the internal revenue offices are that the rush of the last two months will carry 1921 past the million per day record, which means an output of 300 to 315 million cigars.

### Grommes & Elson Driven Out

As a result of labor troubles in Tampa, the Grommes & Elson Cigar Co., employing a large force of men, has announced its intention of moving out of the city. M. A. Friedman, vice-president of the Grommes & Elson Co., of Chicago, which moved its factory from New Orleans to Tampa in August, made the announcement Tuesday afternoon that his firm has decided to abandon Tampa.

The factory has been closed and will be transferred to Detroit. The concern has been housed in the former Henriquez factory in West Tampa.

The frequency of strikes and the consequent demoralization of local cigar manufacturing are the reasons, says Mr. Friedman, for the decision to move the factory. He points out that the uncertainty of labor conditions in the Tampa factories has cost local manufacturers the confidence of buyers throughout the country. Jobbers, he says, are reluctant to sign contracts with Tampa firms, because they have no confidence in the ability of Tampa manufacturers to fill orders.

### Blames Radical Forces

The recent strike was a spite strike, conceived solely for the purpose of injuring manufacturers, declares Mr. Friedman, in pointing out that the local cigar workers are more highly paid and labor under better conditions than do the workers in other cities.

"I regret this change very much," said Mr. Friedman, "but sound business judgment compels us to make the change. You have ideal climatic conditions for the industry, and other advantages, but I find a spirit among the cigar factory workingmen which, in my judgment, makes it impossible to do business here successfully.

"I have been coming to Tampa for many years. I like the city and have many friends here, and it was through my efforts that our factory was moved here. I was told, after the ten months' strike, that a long period of peace was assured. Then, just as we were fairly launched on the holiday orders, the recent strike was called.

### "Killing the Goose That Lays the Golden Eggs"

"That was a spite strike—nothing else. The only purpose was to injure the manufacturers. I thoroughly understand the Spanish language, though my workmen do not know this, and I heard them discussing it. They not only declared their purpose then was to cause the manufacturers all the loss possible, but said they would continue this policy in the future.

"There was no justification for this strike. The wages paid here and the working conditions are better than in any other city in this country, but there is an anarchistic element which seems able to induce the people to stand by them in their campaign of spite work.

### May Drive Out Others

"And I fear you will lose other manufacturers, too, if the situation is not regulated. I know that several large concerns are gradually enlarging their operations in other cities.

"It is a great pity. This is a valuable industry, and it would seem to me that your business men would do whatever is necessary to protect and promote it. I know that this would be the policy in many other cities.

"The day the employees walked out of our factory on the last strike—without giving us any notice or stating any grievance—the direct loss to us was $2,500 in tobacco spoiled, but that was a bagatelle as compared with the interruption of our business. We have had good orders canceled, and it is becoming increasingly difficult to secure business for Tampa factories because the jobbers have no confidence in the ability of Tampa manufacturers to fill orders.

### Abuse Privileges

"There is another handicap under which the manufacturers of Tampa labor—the people do not work with the spirit that they do in the factories of the east and the middle west. Those who do not make good wages here have only themselves to blame, for the scale is higher and their privileges are much greater. In the matter of smokers, for instance, they smoke all day and take away more at night. I think it is fair to assume that in a factory working 200 men they use 2,000 cigars daily, and you may rest assured that they use the very best tobacco in the factory in making their smokers and they make them as large as possible. This is a heavy tax. Many of the factories in other cities do not have to submit to this imposition.

"It costs, conservatively, $10,000 to establish a brand on the market, including advertising, salaries of salesmen, etc. Then, just as you get the goods going well a strike is declared and your brand is put off the market. Prudent business men will not take such chances.

### Time for Effective Action

"It seems to me that the facts which I have presented should be given attention not only by the business interests of the city but by the working people themselves. Many of these own their homes, and have other interests here. It seems to me that this element would join hands with the business interests in ridding the city of the anarchists and the agitators.

"I have no further material interests here, but I have many friends and a kindly feeling for your city, and these sentiments inspire me to make this statement."

### Ben Cosio in Key West

Ben Cosio didn't stop over in Tampa returning from New York, but rushed through to Key West where the manager, Decker, of the Samuel I. Davis plant, was slain recently. He will remain there until things are cleared up.

### Entertain Workers

In reciprocation of the Christmas gift of a handsome silver pencil presented by the women packers of A. Santaella &

(Continued on page 27)

Established 1870
Incorporated 1902

Phones Worth { 9547 9548 9549

B. Wasserman Co., Inc.

Importers and Jobbers of

Cigars & Cigarettes

77 Chambers St., New York

## Internal Revenue Collections for November

WASHINGTON, D. C., Jan. 3.—The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of November, 1921. (Figures for November, 1921, are subject to revision until published in the annual report.)

| Products | November, 1920 | November, 1921 |
|---|---|---|
| Cigars (large) | Number | Number |
| Class A.... | 154,273,685 | 195,534,715 |
| Class B.... | 192,539,495 | 158,201,200 |
| Class C.... | 295,793,200 | 245,148,492 |
| Class D.... | 18,147,135 | 12,398,440 |
| Class E.... | 7,306,500 | 3,968,411 |
| Total .... | 668,060,015 | 615,251,258 |
| Cigars (small) | 57,026,500 | 52,962,253 |
| Cigarettes— (large) .... | 4,257,910 | 3,881,326 |
| Cigarettes— (small) ... | 3,529,200,006 | 4,229,401,957 |
| | Pounds | Pounds |
| Snuff, mfd... | 1,624,384 | 3,024,443 |
| Tobacco, mfd. | 18,525,750 | 27,747,196 |

Note: The above statement does not include tax-paid products from Porto Rico and the Philippine Islands.

### Tax-Paid Products from Porto Rico for the Month of November

| Products | November, 1920 | November, 1921 |
|---|---|---|
| Cigars (large) | Number | Number |
| Class A.... | 7,829,025 | 4,066,200 |
| Class B.... | 709,100 | 1,002,020 |
| Class C.... | 4,999,550 | 7,667,200 |
| Class D.... | 137,850 | 328,500 |
| Class E.... | 200,000 | 5,100 |
| Total .... | 13,875,525 | 13,069,020 |
| Cigars (small) | ..... | 720,000 |
| Cigarettes— (large) .... | ..... | 50,000 |
| Cigarettes— (small) ... | ..... | 120,000 |

### Tax-Paid Products from the Philippine Islands for the Month of November

| Products | November, 1920 | November, 1921 |
|---|---|---|
| Cigars (large) | Number | Number |
| Class A.... | 11,473,125 | 8,103,370 |
| Class B.... | 4,241,963 | 861,475 |
| Class C.... | 1,835,106 | 135,344 |
| Class D.... | 14,000 | 750 |
| Class E.... | 2,665 | 25 |
| Total .... | 17,566,859 | 9,100,964 |
| Cigarettes— (large) .... | ..... | 200 |
| Cigarettes— (small) ... | 192,997 | 218,890 |
| | Lbs. | Lbs. |
| Tobacco, mfd. | 225 | 234 |

## C. H. Spitzner & Son, Inc.

C. H. Spitzner & Son, tobacco merchants, 165 Front street, New York, have been incorporated with a capital stock of $4,000,000; directors are G. W. Spitzner, C. O. Kinbusch and A. E. Pressinger; attorneys, Pressinger, Newcombe, Cunningham & Wigg, 15 William St.

### C. J. Donovan-Haas Corp.

BUFFALO, N. Y., Dec. 31.—C. J. Donovan-Haas Corp., of this city, has been incorporated to deal in cigars and confectionery. Capital stock, $250,000; incorporators, D. Ellis, S. M. Brown, and W. A. McConvey; attorney, E. Rubenstein, Buffalo.

## M. Sacks & Co., Inc.

M. Sacks & Co., cigar manufacturers, 515-17 East 164th street, New York, have been incorporated. Capital stock, $50,000. Directors, M. Sacks, Joseph Banker and F. L. Sacks.

## A Tariff Convention

WASHINGTON, D. C., Jan. 3.—A special convention on tariff legislation of the National Association of Manufacturers will be held here January 30 and 31, it was announced by the association. The purpose of the convention, the announcement said, would be to "crystallize and give expression to the manufacturing opinion of the country, respecting the American valuation plan of assessing customs duties as contained in the pending tariff measure."

## Back in Active Harness

E. A. Kline, of E. A. Kline & Co., manufacturers of Medalist cigars, is back at his office in the Knickerbocker Building, 42nd street and Broadway, after enjoying a ten days' rest and breathing spell in Atlantic City.

## On Visit to Ill Sister

J. W. Rudolph, of J. W. Rudolph & Bro., tobacco dealers and exporters, Clarksville, Tenn., who arrived in New York a few days ago to visit his sister who has been ill, but now convalescent at the Hotel Vanderbilt, returned yesterday (Wednesday) morning to his home in Clarksville.

## LITHOGRAPHERS' STRIKE

### May Affect All Cigar Label Shops—Situation Briefly Outlined by J. A. Voice.

From present appearances, before the current week is over, there will be a strike of lithographic employees, which may include practically all of the cigar label establishments.

In an interview with J. A. Voice, vice-president and general manager of Pasbach-Voice Lithographing Co., Grand street and Morgan avenue, Brooklyn, Mr. Voice outlined the situation as follows:

"On July 1, 1920, a 20% increase in wages was demanded by all lithographic employees, on the basis of the then increased cost of living, notwithstanding the fact that on Jan. 1, 1920, only six months before that, they obtained a $5 per week increase. All told, these advances have amounted to an increase of 112% over the pre-war rates paid. There was a signed agreement between the employers' association and lithographic union to the effect that the wage scale, including the 20% increase, was put in effect for one year, viz., until July 1, 1921, but that on May 1, 1921, there should be another meeting between the representatives of the employees' union and the employers' association, whereby an adjustment in wage, upwards or downwards, would be made, according to the increased or decreased cost of living.

"Official statistics from various Bureaus indicated, between May and July, 1921, a minimum *decrease* in the average cost of living of 19 per cent. After numerous conferences, there was a final agreement made Oct. 29, 1921, calling for a decrease of 12½ per cent.

"This agreement was voted down by the men, and even though the decrease was supposed to have been put into effect Nov. 22, 1921, we as employers have been holding off until we saw no further hope.

"In some of the shops where the decrease was placed into effect Tuesday, Jan. 3, the men struck, and it is very plainly evident that wherever the decrease will be placed in effect, there will be a cessation of work on the part of the employees.

"The workmen in the lithographic unions have always ratified the actions of their leaders—making sure to ratify all various agreements on increases which took place during the War, practically every six months; but here, when they are faced with the first necessary and economic decrease, they have refused to agree to same.

*"We want to make it very clear that this is the very first decrease attempted.* The lithographers I feel have been justly criticised for not putting the decrease into effect sooner. As the cigar manufacturers well know, there has been a very considerable reduction in the prices of cigar labels and bands, and unless our labor will do its share, we as employers cannot follow the national trend of low prices apparently necessary for the stimulation of business.

"Feeling as I do that we are fighting for our cigar manufacturing customers as well as ourselves, we hope to obtain every possible co-operation."

TOBACCO
ESTABLISHED 1886

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NEW YORK, THURSDAY, JANUARY 5, 1922

## NOSES NO LONGER CUT OFF

This is a world of progress and toleration, in spite of the efforts of certain fanatics bent upon putting tobacco out of business. In Russia they used to cut off the noses of men found smoking. This happened as late as in 1634, not so long ago when one considers that time flies. There will be tobacco smokers when the fanatics of today will be discussed as queer specimens of the human race by their more rational descendants. In a similar manner, calm and subjective, the ancient history of tobacco is now being discussed by historians of the present time. They can afford to be calm and judicious, for cutting off noses no longer hurts their feelings.

Dr. Pachinger, a Munich historian, addressing a meeting of scholars and students, told his hearers tobacco's history had always been one of persecution. But the more tobacco was persecuted the more it became popular. Dr. Pachinger reviewed the books, pamphlets, poems, dramatic plays, bulls and ukases that were written against tobacco in past centuries and came to the conclusion that wasps, as a rule, do not gather around fruit that is rotten. Dr. Pachinger recalled that tobacco at first was brought to Europe as an antiseptic and used, in the form of a salve, as a cure for inflamed eyes. Whether tobacco cured any inflamed eyes is not recorded, but it is known that the old reliable quacks of those times immediately banded together to fight the new remedy—not because it was bad or harmful but because it threatened to upset the established order of quackery and to put into the discard remedies that were just as useless and harmful as tobacco could ever be. The quacks of those days were just as much bound together by the cohesive power of public plunder as the fanatics and apostles of abstention of today.

The first German who wrote on tobacco was Adolph Occo, the city physician of Augsburg, who, in 1565, had been in France, where he had gathered some leaves of tobacco. In 1601, Berhard Doldius, a doctor of medicine living at Nuremburg, published the first book on tobacco. He denounced smoking as equal to the "drink evil," a charge which has a rather familiar ring. It would seem that the denouncers of today haven't improved any upon their ancient forerunners. There is nothing new under the sun, as Ben Joseph Akiba used to say.

But after Dr. Doldius had published his book against "the smoke of hell" in 1601, tobacco planting spread rapidly in Europe, although emperors, kings and princes of every degree laid heavy fines on defiant smokers. Those autocrats, of course, were talking "morals," "health," "purity," and "holiness," the same as present-day propagandists for revenue only, while their greedy eyes were all the time fixed upon the coins to be extracted from the smokers.

Tobacco has triumphed in those century old struggles and it will continue to hold its own in future ages as well, to the satisfaction of rational people who believe that kind Providence never created the human race for the purpose of tormenting it.

## 85% OF BURLEY CROP POOLED

It is estimated that the Burley Tobacco Growers Co-operative Association now controls approximately 190,000,000 pounds or 85 per cent of the crop. Thus far 113 warehouses have been taken over and the total may reach 125.

Conference under way may result in part of the financing of the undertaking being done by Cincinnati banks. Tobacco is being received and advances made to growers as crops are graded. Opening of warehouses controlled by the pool has been delayed pending completion of the organization.

Commenting editorially on a statement in the *Wall Street Journal* that should any attempt be made to force prices to absurdly high levels, the tobacco manufacturers would probably depend on present supplies and wait out the pool, the Lexington (Ky.) *Herald* says:

"There is no danger of such a result from the burley pool. The men at the head of the organization have said time and again that a fair price only is sought and no effort will be made to run up the price to an absurd mark."

Sponsors for the undertaking take the stand that the pool will benefit the manufacturer as well as the grower in so far as it will tend to stabilize prices.

## PIPE SMOKING GROWS

From a number of observing correspondents comes the news that pipe smoking is on the increase. One has read that savings deposits were growing, that trade is reviving. Many will look upon none of these events as quite so reassuring as the fact that the pipe, so to speak, is gaining in strength.

A good pipe, properly matured, has a flavor of its own. A pipe smoker has no more use, though he has more tolerance, for the cigarette than has the Anti-Cigarette League. He doesn't consider it a real smoke. The writer of a letter on this page thinks the pipe gains in popularity because it is inexpensive. But it takes more than frugality to become intimate with a pipe.

Probably the straight stem is preferred (if it is) because, on those rare occasions where the confirmed pipe addict grants the need of such a process, it is easier to clean. One's wife sometimes insists upon this concession, maintaining that a well aged pipe acquires qualities not wholly pleasing to the onlooker. The smoker himself will never understand this, but he may as well use the fuzzy wire occasionally. It does no harm.

We once knew a man who kept a well smoked brier between his teeth for hours with such grace that it was no effort at all, and could speak around it fluently. He filled it with the natural leaf. It is only the veteran who need expect to develop such dexterity or taste.

One can never be sure about a pipe. A good corncob (without too much wood in the stem) may prove as satisfactory as any; a meerschaum sometimes fails to suit. Many prefer a large bowl, to allow for space shrinkage; a flat bottom for stability on desk or library table; a wide stem that won't wear through readily.

Barrie wrote one of the best essays on smoking. It was so impressive that, after publishing it, he took up the pipe regularly himself. Barrie says it takes so many pipefuls to produce a play, but pipes do not necessarily have such results.—*New York Sun.*

## TOBACCO IN GEORGIA

In spite of adverse market conditions, says the Atlanta *Journal,* which have several times depressed prices, the tobacco industry in South Georgia has apparently obtained a strong foothold and is giving promise of becoming a very important factor in the development of that section of the state.

The Blackshear *Times,* a public-spirited paper published in the heart of the tobacco belt, calls attention to statistics showing that the present year's tobacco crop will bring a greater amount of money than all of the South's cotton. The tobacco crop as here mentioned is the entire world crop, of course, and not that part of the crop grown in any particular tobacco section.

Some of the finest grades of fancy tobacco are grown successfully in South Georgia. Both the outdoor varieties, which are grown in the open without artificial covering, and the shaded tobacco grown under a thin cloth covering erected over the field, are said to be among the best grown anywhere in America.

The Hoboken *News* points out that a large tobacco section, will be an important factor in developing the industry.

Organized marketing among tobacco growers has solved their problem in other states where the leaf is grown, and would seem to offer the solution of the marketing problem in South Georgia.—*Savannah News.*

## HOLLAND IN DISTRESS

In Holland cigar manufacturers have been passing through hard times, while the new tax law is held in abeyance. German exporters have been offering 1,000 cigars for 600 marks, while Dutch manufacturers have to pay 16 guilders for making them. A Dutch guilder is worth almost 100 German marks. If Holland put a high duty on German cigars, Germany could retaliate by putting a prohibitive tariff on Dutch raw tobacco. The tobacco trade, of course, is all-important, but that does not console Dutch cigar manufacturers. Holland, therefore, is vitally interested in putting an end to money fluctuations and would welcome a return to normalcy.

## TO RESTORE GREEK FINANCES

The Athens *Nea Imera,* (*New Day*) says the Greek Government is negotiating with a group of British capitalists with a view of turning over the whole tobacco output of Greece to a British syndicate, which in return would put Greek finances upon a sound basis. Lord Grenville, the British minister at Athens, and Baltadjis, the Greek minister for foreign affairs, are conducting the negotiations. Greece, on account of its recent war against the Turks, needs money very badly. It is claimed the British syndicate is backed by American capitalists.

## SERBIA NOT SENTIMENTAL

International trade knows no sentiment. A clash between Austria and Serbia started the world war. And now the tobacco manufacturers of Jugo-Slavia, which includes the old Serbia, have decided to deal with Austria and Germany exclusively. Cigarette paper is the principal item concerned. There is a brisk demand for this paper in Serbia today. Serbian manufacturers cannot afford to pay the prices asked in Entente countries they say, in view of the rate of exchange.

## NOMENCLATURE

Usually a railroad train on which there is no sleeper, no diner, no smoker, no water, no ventilation, no porter, and no news butcher, is termed an "accommodation train."—*Judge.*

# Dark-Fired Tobaccos

By Dr. ARTHUR SELWYN BROWN

There is an important type of tobacco, grown in Virginia, Kentucky and Tennessee, chiefly, which is commercially known as Dark-Fired Tobacco. About 230,000,000 pounds of this tobacco is marketed annually in the United States. These figures indicate that this class of tobacco is nearly as important economically as the Bright Yellow and Burley types.

The colonists in Virginia raised crops of dark-fired tobacco for export at an early date. There was a large foreign demand for this class of leaf for plug purposes in England, France and Germany. It is still largely produced for export purposes.

It is a strong, smoky-flavored tobacco. Great Britain is the country where this type of tobacco is most in favor. The present domestic demand is for snuff principally. There is a smaller demand for its use as wrappers for some of the cheaper types of plug tobacco. The special requirements for wrapper-leaves such as good size, color, body, fineness, etc., are so exacting that only choice leaves are suited for wrapping purposes. The Lynchburg and Clarksville markets are the chief sources of these wrappers.

The Italian laborers in the United States are fond of a heavy type of cigar. Some manufacturers cater to this taste with cigars made from the better qualities of dark-fired tobacco.

The dark-fired tobacco constitutes nearly one-half of the Virginian crop. The regular type is locally called the "Brown Shipping" variety, because it is chiefly sold abroad in Great Britain, Spain, Italy, Belgium, France and elsewhere. The "olive green" variety is the black stemming variety largely marketed in Lynchburg. The colors of the leaves grown in Virginia are, generally speaking, lighter than those grown in Kentucky and Tennessee, owing to the difference in soil characteristics.

An interesting census of the distribution of the Virginia dark-fired tobacco made by the U. S. Department of Agriculture in 1911, yielded the following figures, which are still useful for comparative purposes:

**Distributing Virginia Dark-Fired Tobacco 1911-12**

| Trade and Place | Pounds |
|---|---|
| Wrappers for plug | 1,000,000 |
| Exports to Austria | 5,000,000 |
| Exports to Italy | 4,000,000 |
| Exports to Germany | 8,000,000 |
| Exports to United Kingdom | 7,500,000 |
| Exports to Australia | 6,500,000 |
| Exports to Africa | 1,500,000 |
| Exports to France | 3,000,000 |
| Exports to Spain | 1,500,000 |
| Exports to Scandinavia | 6,000,000 |
| Snuff and domestic consumption | 8,000,000 |
| Total | 52,000,000 |

The importance of this crop as an article of foreign commerce is clearly indicated by a study of the figures in the table. The war has, of course, changed all the main channels of international trade. In the future new ones must be developed. We may expect the trend shown by the table to be modified but not radically altered. Some of the countries will reduce their purchases owing to a curtailment in their wealth and manufacturing capacities, but such losses will be more than balanced by the increased takings of other, more successful countries.

The olive-green type is raised from the seed of the one-sucker plant. It is characterized as a long, rich, heavy-bodied leaf, which is rather coarse in texture. In order to secure rich colors, varying in shades from olive green to dark brown and black, tight barns, a sappy plant and high curing temperatures are employed. The open fire-curing method is used with the necessary modifications. After being cured, this class of leaf is re-treated by smoking in special barns where it is hung up on sticks and smoked by hardwood fires creating a thick creosotic smoke. English manufacturers are the buyers of this highly specialized type of American tobacco.

Kentuck and Tennessee together grow more than three times the amount of dark-fired leaf than Virginia. The chief localities being Clarksville and Hopkinsville; the Paducah and the Henderson districts. The Clarksville district is reputed to yield a slightly better grade leaf than the other "Western" districts, and the prices are often a shade higher in the local markets. The leaf grown in Montgomery County, Tennessee, is of large size, fine shape and good body and is often of excellent quality.

The annual production of the Paducah district is about 75,000,000 pounds. The general character of the tobacco is similar to that obtained from the Clarksville district, excepting that owing to less careful farming, the leaf is not always so fine in grade.

The subsoil in the Clarksville and Hopkinsville districts is a strong red clay, while that in the Paducah is of a lighter color. This difference is, doubtless, responsible, in a measure, for any changes noticeable on comparing leaves of the same type of tobacco grown in the different districts. Soil adaptation is a very important factor in securing dsirable leaf characteristics. Such qualities as fineness and color of leaf, for example, are favored by light, sandy soils, rich in humus with a yellow clay subsoil. Dark tobacco prefers a deep red subsoil.

E. H. Mathewson, of the Department of Agriculture, in writing on tobacco culture has drawn attention to certain other factors which exert important influences upon the commercial values of tobacco crops. Speaking of the need for proper crop rotating and the value of humus in the soil he expressed the opinion that aside from the natural character of the soil, the handling of the rotation of the crop must be carefully attended to by tobacco growers. The character of the tobacco produced on any given soil will depend quite as much on how the field is handled as upon the fertilizer used.

All tobacco land must be handled so as to be kept in good life. A good supply of decayed vegetable matter, or humus, should be supplied to the soil as well as chemical fertilizing materials. Broom straw crops make the soil mellow, but do not add to its nitrogen contents and this is a serious matter. The tobacco plant feeds chiefly on nitrogen and potash. An acre of well-farmed tobacco land should yield a ton of commercial leaf. This amount of leaf will require 12 pounds of phosphoric acid and 100 pounds of potash. Fertilizers are fed in various ways. In order to make the nitrogen available to the rapidly growing plants an easily soluble nitrate should be used. The following formula has been proved of value: Cotton-seedmeal 1,000 pounds, nitrate of soda 200 pounds, acid phosphate of lime 600 pounds and sulphate of potash 200 pounds. This combination will permit of each acre of soil yielding 5 per cent of potash, 5.75 per cent of phosphoric acid and nearly 5 per cent of nitrogen to the tobacco plants. Numerous experiments have shown that when these amounts of plant food are freely available to the tobacco plants, and the seed has been well selected, heavy crops of the finest quality are obtained.

It may now be remarked that foreign purchasers of dark-cured tobacco have reported for some years past that the quality of the leaf we are shipping to them has greatly deteriorated from the standard of a few years ago. This is, probably, due to the fact that, owing to the high costs of tobacco culture and curing, and the increased values of fertilizing materials, tobacco growers are not as liberal in furnishing plant food for the tobacco as they were in former years when economic conditions were less pressing.

The Virginian tobacco authorities report: "Our experiments show that it is necessary

Dark-Fired Tobacco Workers

and profitable to apply to the tobacco crop about as much nitrogen and potash as the crop will need. It is best to apply an excessive amount of phosphoric acid, as compared with the quantity actually assimilated by the crop. The best results are only obtained when large quantities are applied."

Certain experiments carried on by the authorities of the Virginia Agricultural Experiment Station showed that when liberal amounts of fertilizers were used, costing about $200 per acre, crops yielding above 1,900 pounds of leaves per acre were easily obtained. In other words, when tobacco lands are well farmed, liberally supplied with the necessary fertilizers and planted with carefully selected seedlings, good crops of high grade leaves are obtained. Similar experience is gained in other states. This proves in a most conclusive manner that when economic conditions improve so that our tobacco growers are enabled to give better attention to tobacco culture and use more effective means for supplying nitrogen to the rapidly growing plants, the worldwide fame of the qualty of our tobacco will be restored and our manufacturers will benefit by the improvement in their raw materials.

The Henderson sub-division of the dark-fired tobacco district of Kentucky is known as the "Stemming" district, because in former times the bulk of the leaves were stemmed before they were exported. The district is today, and has been for many years, a large exporting center for dark tobaccos.

The leaf shipped from this district attracts the attention of European buyers on account of certain peculiar characteristics which it possesses. It is a large, rather coarse leaf, which may be early stripped. It has a high absorptive capacity. This enables purchasers in countries with high tobacco tariffs to increase its weight considerably after importation.

Many of the principal foreign buyers have their own modernly equipped stemming and redrying establishments in Kentucky.

According to a report by E. H. Mathewson, it is believed that 90 per cent of Kentucky stemmed tobacco from the Henderson district is purchased by British consumers. The Italian Regie takes about 4,000,000 pounds and several million pounds are purchased by other European countries.

Growers of tobacco are familiar with plants bearing a great variety of names. There are many of the Oronoco, Flanagan, Gooch and Pryor varieties. The Yellow Mammoth and One Sucker tobaccos are also favorites. The difference distinguishing these plants from each other are slight and are only of practical importance to specialists and growers. The distinctive features of the fire-cured dark southern tobaccos are their dark colors, heavy bodies and peculiar, smoky flavors imparted by the open hardwood curing fires. These tobaccos are grown chiefly for export purposes to meet market conditions in which they meet with comparatively little competition.

When we investigate the production statistics over a number of years, we find that the yield and foreign sales of dark tobaccos are steadily increasing. There is no sign of any falling off in the public taste for this class of heavy tobacco. On the contrary, indications show that with an improvement in the quality of the manufactured product, there would be a greatly enlarged foreign demand for it.

# Tobacco Finance, No. Three, Part B

(Courtesy of *Federal Reserve Bulletin.*)

The following is the third of a series of articles describing the financing methods which are employed in the tobacco industry.

### B.—The Supply Merchant

In almost all cases the time price charged by the supply merchant is higher than the cash price. The latter prevails, it is reported, in some sections when payment is made within 30 days. Considerable variation is shown. Only in a relatively small number of cases is it stated that there is no difference. In some cases the price differs according to the different commodities, while in other cases a flat percentage is added. In the Virginia dark district practice apparently varies, some stores reporting the average difference about 10 per cent and others considerably more. One store in that section advises that for about 10 per cent of its sales it accepts owners' notes for the amount figured at the cash price plus interest. In the Virginia old bright belt the average percentage is stated to be 10 per cent, and the same appears to be the case in western North Carolina. In eastern North Carolina 16 out of 25 reporting stores show an average difference of 10 per cent, while most of the others show greater increases, such as from 10 to 15, 20, or 25 per cent. A store in a leading market in that district comments as follows:

"Practically all the stores charge merchandise and fertilizer at a cash price and add 10 per cent flat at the time of final settlement. Live stock is usually sold at an advance of 5 to 7 per cent over the cash price and a note taken drawing 6 per cent interest from date of sale to date of payment, and the privilege is

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WHEN BUYING PORTO RICAN TOBACCO

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## ALL TOBACCO EXPORTED FROM THAT ISLAND

**Tobacco Stamps:**

White—Genuine Porto Rican growth.

Blue— Mixture of Tobacco grown in P.R. & other countries.

Pink— Tobacco of Foreign growth.

**Cigar Stamps:**

White—Mfd. in P.R. with Tobacco produced in P.R.

Blue— Mfd. in P.R. with Porto Rican and other Tobacco

Pink— Mfd. in P.R. with Tobacco not a product of P.R.

One of the Government Guarantee Stamps

**TAKE NOTICE THAT**

Every package containing Tobacco Leaf, Scrap, or Cigars, either for domestic use or for export, must display a GUARANTEE STAMP.

The buyer of Tobacco or Cigars can now tell whether he is getting genuine Porto Rican Tobacco or an inferior Tobacco shipped into the Island and reshipped as Porto Rican.

***Information about Guarantee Stamps or Porto Rican Tobacco gladly given.***

## GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

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granted the buyer of paying one-half at the end of one year, with the understanding that the remainder will be renewed and carried for 12 months longer."

In South Carolina the percentages in almost all cases are greater than 10 per cent, ranging from there up, such as 10 to 20 per cent, or being specified at a greater flat figure. One store which called attention to the increasing tendency of the bank to loan direct to growers observes that the large difference between the cash and time price is due to the fact that only the poorer class of risks now buy on time from it. In the burley district it it stated that in some cases the price is the same, but other reports show a difference of 5 or 10 per cent. Somewhat over one-third of the reporting stores in the western dark districts report either no difference or "very little, if any." Some of these stores, however, take notes, in some cases at least, which draw 6 per cent interest. The differences shown by other stores in general vary from 5 to 15 per cent, with 10 per cent most frequent.

With respect to the source from which the supply merchant obtains funds, distinction must be made between stores in the larger and the smaller centers. In general it appears that relatively little accommodation is obtained by country stores from the banks, and they rely in large measure upon the wholesalers in the larger centers, being carried until the crop is sold. Stores in the larger centers may combine bank borrowing to a greater or lesser extent with buying on time. A large supply merchant in eastern North Carolina says that "the average supply house runs about 60 per cent from the banks and 40 per cent from the business houses." Several stores, however, state that business houses allow only 30 to 60 days' time on items other than fertilizer. At points where banking facilities are adequate, the local banks supply the banking accommodation which is obtained. In the larger centers of the new bright belt of eastern North Carolina, however, local facilities are insufficient, and the major part of bank borrowing is from banks located elsewhere. Thus, a supply merchant in Kinston advises that this is done by probably half a dozen large mercantile establishments in his county doing a farm-supply business which borrow their money entirely from the banks. In South Carolina several instances were also reported of bank borrowing outside the district by a merchant who complained of the restricted local facilities, and who believed that it took about the store's capital to loan to its farming clients.

The location of these "outside" banks varies somewhat according to the particular district. In the east, the largest banking center from which stores in every section obtain some accommodation is Richmond, followed by Norfolk and Baltimore. Leading Richmond banks state that supply merchants borrow to a considerable extent in that center. One says that such borrowing is found in the case of merchants having a rating of, say, $50,000. The other centers are more local in character and relate merely to a particular district. Thus Lynchburg and Farmville also provide some accommodation to stores in the Virginia dark section, while Raleigh, Winston-Salem, and Wilmington also provide some accommodation to stores in the North Carolina new bright belt, and Wilmington and Charleston to stores in South Carolina. One South Carolina store also specifies New York and one eastern North Carolina store, Washington, D. C. The situation, of course, may even be further localized, and resort may be had instead to a near-by center. Thus from Jones County, in eastern North Carolina, it is stated that part of the required funds are borrowed in New Bern and Kinston. One bank in a leading market in eastern North Carolina states that in case of need it may arrange a loan from its correspondents for its local stores, and a Richmond banker who had actively gone out for store accounts said that he obtained some from local banks which were not in a position to handle the account.

The form in which the supply merchant borrows from the bank differs somewhat. A number of the larger and better stores borrow on their own note, either straight or indorsed by the members of the firm or the officers of the corporation. In some other cases, others may indorse, while loans are often secured by collateral. Although the use of stocks and bonds, real estate mortgages, or insurance policies or this purpose is reported in a few instances, in the majority of cases crop liens or chattel mortgages are used. One store in the Virginia dark district states that banks there prefer such security. Growers' notes secured by a crop lien, however, are rediscounted with the banks to some extent, as well as notes which country stores give to wholesale houses in the larger centers. While most stores apparently employ such notes entirely in one way or the other, perhaps mostly as collateral, some rediscount part and use the remainder as collateral. In eastern North Carolina rediscounting is reported only in scattered instances and in the main at smaller points. It is believed by a merchant in that section that the collateral given provides a margin of 50 to 100 per cent over the amount borrowed. One Richmond bank advises that its notes generally have both collateral, in the form of growers' notes, and indorsement.

The maturity of the notes varies from 60 days to 4 months, one bank in eastern North Carolina observing that its notes are largely for 90 days, with renewal permitted, some running for 6 months. Most frequently ma-

(*Continued on page* 11)

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## American Tobacco Company


## Tobacco Securities

**By Marketwise**

TUESDAY MORNING, Jan. 3.—The closing week of 1921 had no outstanding feature comparable to the rush to sell securities mainly to register losses for income tax purposes in the corresponding period a year ago. The fact that there are not such big losses to write off coupled with the thirty-day clause explains the absence of this feature. No great changes either way were recorded in the last days of the year; figures reached and net changes for the more active of the listed stocks are as follows:

| | | |
|---|---|---|
| American Snuff ..... | 111⅞ | — ⅞ |
| American Sumatra ..... | 33¼ | +1½ |
| American Tobacco ..... | 131⅞ | — |
| American Tobacco B.... | 128⅛ | +2⅛ |
| Consolidated Cigar ..... | 20 | —2 |
| General Cigar ..... | 68 | + ½ |
| Liggett & Myers..... | 160 | —4 |
| P. Lorillard ..... | 150½ | —1½ |
| Tobacco Products ..... | 63¼ | — ⅝ |
| United Retail Stores.... | 52 | —1 |

The issuance of the certificates for the 20% Weyman-Bruton stock dividend has brought considerable inquiry for the stock which is now selling at the equivalent of 180 for the old stock.

It is reported that the Helme Company is to declare a 100% stock dividend and as a result there is no stock offered for sale.

The discontinuing of the plans of the United Cigar Stores to raise additional capital by the issuing of preferred stock has served to cause the old preferred to move up a couple of points. While the United has enough stock to put the plan through as originally announced, the opposition came from influential sources and was founded on logical grounds.

The customary last minute rally in Reynolds A did not materialize this year and while the people who buy this stock are just as keen as ever to own it the buying is being conducted in a more systematic manner. The B stock holds up very well and probably is cheap at this level, inasmuch as the big blocks of stock recently forced on the market have been absorbed.

The Tobacco Products Corporation has mailed a notice to scrip holders advising that the time for the redemption of the scrip by the Guaranty Company has been extended from Dec. 28 to Jan. 10. It would seem that the holders of the 7% scrip should avail themselves of the opportunity of getting par and interest for their scrip but there does not seem to be any particular reason for the holders of the 8% scrip turning in their securities at this time.

### New Partner Admitted to J. S. Bache & Co.

Edward Wise, for many years president of the United Cigar Stores Co. of America, was admitted as partner on January 1 to J. S. Bache & Co., members of the New York Stock Exchange and one of the oldest and most prominent commission houses in New York.

### American Tobacco Co. Interest

Notice has been given that the transfer books of the registered 4% gold bonds of the American Tobacco Co. will close at noon on Jan. 14, for the purpose of payment of interest thereon due Feb. 1, and will re-open at the opening of business Feb. 2.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff ..... | 109 | 111 |
| American Snuff Pfd.... | 87 | 91 |
| American Sumatra .... | 32½ | 33 |
| American Sumatra Pfd. | 68 | 68½ |
| American Tobacco ..... | 129½ | 130½ |
| American Tobacco "B". | 126 | 127 |
| American Tobacco Pfd.. | 96½ | 96⅞ |
| Consolidated Cigar ..... | 20 | 23 |
| Consolidated Cigar Pfd. | 58 | 60¼ |
| General Cigar ..... | 67 | 68 |
| General Cigar Deb..... | 94 | 96 |
| General Cigar Pfd..... | 101 | 105 |
| Liggett & Myers..... | 160 | 164 |
| Liggett & Myers "B"... | 158 | 164 |
| Liggett & Myers Pfd... | 107 | 109 |
| Lorillard, P. ..... | 150 | 151 |
| Lorillard, P. Pfd..... | 108 | 111½ |
| Tobacco Products ..... | 61½ | 62 |
| Tobacco Products Pfd.. | 84¼ | 90 |
| United Cigar Pfd..... | 101 | — |
| United Retail Stores.... | 50¾ | 51 |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com..... | 65 | 71 |
| American Cigar Pfd..... | 81 | 85 |
| American Mach. & Fdy.. | 125 | 150 |
| American Tobacco Scrip.. | 113 | 115 |
| Bayuk Bros. Pfd..... | 80 | 90 |
| British-Amer. Tob. Co.... | 11½ | 12½ |
| Conley Foil ..... | 12 | 15 |
| Eisenlohr & Bros. Com... | 57 | 64 |
| Eisenlohr & Bros. Pfd.... | 86 | 91 |
| Geo. W. Helme Com..... | 175 | ... |
| Geo. W. Helme Pfd..... | 100 | 105 |
| Hav. Tobacco Com..... | ⅛ | ⅜ |
| Hav. Tobacco Pfd..... | ½ | 1½ |
| Imperial Tobacco Co..... | 9½ | 10¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil ..... | 90 | 100 |
| J. S. Young Com..... | 80 | 90 |
| J. S. Young Pfd..... | 87 | 95 |
| McAndrews & Forbes Co. | 102 | 106 |
| McAndrews & Forbes Pfd | 88 | 94 |
| Mengel Co. Com..... | 25 | 31 |
| Philip Morris ..... | 3 | 7 |
| Porto Rican A. T. Co..... | 65 | 71 |
| Porto Rican A. T. Scrip... | 75 | 85 |
| R. J. Reynolds "A"..... | 65 | 75 |
| R. J. Reynolds "B"..... | 35 | 37 |
| R. J. Reynolds Pfd..... | 105 | 108 |
| Schulte Retail Stores..... | 28 | 33 |
| Tobacco Prod. Export.... | 3 | 6 |
| Tobacco Prod. 8% Scrip.. | 99 | 101 |
| Tobacco Prod. 7% Scrip.. | 99 | 101 |
| United Cigar Stores..... | 130 | 140 |
| Universal Leaf Com..... | 125 | 135 |
| Universal Leaf Pfd..... | 97 | 102 |
| Weyman-Bruton Com.... | 140 | 155 |
| Weyman-Bruton Pfd..... | 100 | 105 |

### Held Up Well

Most of the Whelan tobacco stocks held up well during the general selling Tuesday.


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the *Unlisted* and *Inactive* tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

## Stone, Prosser & Doty

*Specialists in Tobacco Stocks*

**52 William Street, N. Y.**

**Tel. Hanover 7733**


## Cash Dividends Resumed

Directors of the Tobacco Products Corporation have resumed cash dividend payments on the common stock by the declaration of a quarterly payment of 1½ per cent on the common, payable Feb. 15 to stockholders of record Jan. 31. This is the first dividend paid in cash since May 15, 1920. Subsequent dividends were paid in 7 and 8 per cent. interest-bearing scrip.

All of the outstanding scrip is to be retired as a result of the recent sale of $4,000,000 ten-year 7 per cent sinking fund bonds, the proceeds of which were made available for the retirement of the scrip as well as the reduction in current indebtedness.

### Tobacco Products Corporation

Tobacco Products Corporation has extended to January 10 its offer to redeem at par and accrued interest outstanding scrip of all series.


# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

## INVESTMENT SECURITIES

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**New York**

**100 Grosvenor Bldg.**
**Providence, R. I.**

**53 State Street**
**Boston, Mass.**

**557 Pleasant Street**
**New Bedford, Mass.**



We beg to announce that

MR. EDWARD WISE

*formerly President of the United Cigar Stores Co. of America*

has been admitted to partnership in our firm.

## J. S. BACHE & CO.

*Members of the New York Stock Exchange*

42 Broadway New York

Specialists in all Tobacco Stocks

*January 1st, 1922*

## Tobacco Finance

(*Continued from page* 9)

turity dates in the east thus are November 1 to 15. A Richmond bank remarks that its loans ran from late Spring to late Fall, while another further states that some stores borrow in March and April, but borrowing especially occurs from May and June until November. In the case of the burley district, stores are stated to pay off their notes during February and March.

### C.—The Fertilizer Manufacturer and Dealer

Local stores, leaf sales warehousemen (to some extent, as will be indicated below), and special fertilizer dealers sell commercial fertilizer to growers. In Kentucky and Tennessee nearly all the fertilizer is stated to pass through the hands of dealers. In general, there are many farmer dealers who buy a carload and have farmers haul the fertilizer away from the car at a siding. A leading manufacturer estimates, however, that 15 per cent is sold direct to large tobacco growers, landlords, or groups of growers, instead of through one of the above three sources. In western North Carolina there are not as many direct sales as in eastern North Carolina, in the latter of which there are many large planters who grow cotton and tobacco. One manufacturer states that he favors having the local store handle the product, as it knows the local men and also has a better standing. The warehouse, in his opinion, is not in as good a position to handle the business. The manufacturer or wholesale distributor has a relatively small number of customers.

Sales in general commence in December, and shipments are made from February to April. The terms on which the fertilizer is sold differ somewhat between the several districts. Thus, in the new bright belt, whether in South Carolina or North Carolina, 5 per cent May 1, with average net date of November 1, is specified. The actual net date in any individual case may be October 15, November 1, or November 15. This is largely a cotton territory. In the old bright belt terms are 5 per cent July 1, with average net date of January 1 and actual net dates of December 15, January 1, or January 15. Anticipation is permitted at a specified rate of interest. In the burley district 5 per cent July 1 or 7 per cent 30 days from date of shipment is granted. Until July 1 an open account is employed. By that date, however, settlement must be provided either in cash or by note, and the latter is then due net December 1, plus interest from July 1. It is stated that in Tennessee paper bearing interest from June 1 is usually taken. Terms of manufacturers to dealers and of dealers to growers are similar. Years ago the dealer indorsed the notes which he received from those growers who did not discount their bills and turned them over to the manufacturer. Some Tennessee bankers advise that this is still the usual custom in that district. At the present time, however, the dealer is stated generally to give the manufacturer his own note and employ the farmer's notes as collateral. The latter are returned to him by the manufacturer under trust receipt some time before the net due date. The dealer may take a crop lien. Some manufacturers have given a 5 per cent discount for many years, while others state that it was increased four or five years ago.

The proportion of accounts which are discounted, and thus conversely the extent to which the fertilizer mnufacturers finance tobacco raising, varies considerably according to general conditions. A leading manufacturer observes that receivables in relation to the volume of business were much lower for 1918, 1919, and 1920 than normally. On the other hand, owing to the low price of tobacco, difficulty in paying was experienced during the past winter by those who let their bills run to the net due date. Several estimates which were obtained of the percentage of discounters in 1920 differ greatly, and no general conclusions can be drawn. Some indication is afforded by the figures of the percentage of credit sales to total sales of warehousemen given below in section D. While the grower may give his note for fertilizer to the dealer, the latter may obtain funds from the bank and discount his account with the manufacturer. In so doing, he may himself borrow directly from the bank, or may rediscount the growers' notes with it. The farmer, in fact, may also borrow from the bank to obtain funds to pay off his fertilizer bills, or, as one warehouseman in the Virginia dark district notes, from the warehouse. The bank, however, in all cases does not favor extension of accommodation to the grower to pay for the latter's fertilizer bills, states a bank in one of the leading eastern North Carolina markets, in spite of the large cash discount offered.

### D.—The Leaf Sales Warehouse

As indicated above, the practice of leaf sales warehouses with respect to advances to growers differs in the several districts. In general, however, there is a growing tendency toward abolition of the custom. Several warehousemen believe that 1920 was the last season in the Virginia dark section in which any considerable loaning occurred, due to the losses sustained. In the old bright belt of Virginia some of the larger markets also show little or no use of the practice. In one of the larger markets it is thought that the practice was discontinued in 1915, but that the tradesmen connected with the individual houses have continued themselves to indorse individually. The amounts have, however, been cut down, and it was believed that the practice would be eliminated this year. In some of the leading markets of the North Carolina old bright belt effort has been likewise made to discontinue accommodation, in certain cases by board of trade rule, and little in general is reported to be granted. In the North Carolina new bright belt the Eastern North Carolina Warehousemen's Association adopted a rule against the practice several years ago, and in two of the four leading centers the accommodation now extended is reported to be very limited. A warehouseman in one of these markets states that whereas in the past $150,000 a season was loaned in his market, he does not believe that over $10,000 is now loaned. Warehousemen in both of the markets where lending has continued believe that it will be greatly curtailed. A warehouseman in one of them remarked this spring that "there are seven warehouses here, and they will average lending $25,000 each to farmers," indorsement being the custom. Heavy losses, however, have been experienced and "practically all warehouses have stopped lending, and I think that for the next crop this practice will be stopped almost entirely;" while a warehouseman in the other market believes that the practice will be discontinued in view of the fact that "experience along this line has been rather sad." In South Carolina the association rules have prohibited the practice for some years. Two associations existed until 1920, one north and one south of the Peedee River, but they have now consolidated. In this connection it should be noted that the majority of warehouses in that State are operated by men who live elsewhere and are only in the community a part of the year. They come to South Carolina in July before the opening of the sales season and go to one of the North Carolina or Virginia markets at its close, where they then frequently operate another warehouse. Warehouse lending by several burley markets was heavy for some years past, but has again been eliminated. Many of the markets showed no loans last year, while in markets in which the practice was found the lending occurred only to a very small extent. In the western dark districts the Clarksville-Hopkinsville and one-sucker markets showed direct loans to growers, although this was not true of the other districts.

No definite standards for loaning by the warehouseman exist, and practice differs greatly. One warehouseman in the Virginia dark section states that the old rule was to loan $10 per 1,000 pounds. A warehouseman

(*Continued on page* 13)


CIGAR CANS

Standard Square Round Corners For 25 Cigars | Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies | Large Round For 50 Cigars | Round Humo-Tray For 25 Cigars | Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES — NATIONAL CAN COMPANY — 50 NATIONAL CAN BUILDING — DETROIT, MICHIGAN — SAMPLES ON REQUEST

## FIVE MONTHS OF VAZQUEZ

### What Tobacco Guarantee Agent of Porto Rico Has Accomplished as New Year Dawns

The dawn of the new year signalizes the conclusion of a five months' administration in the United States of José Felix Vazquez, tobacco guarantee agent of Porto Rico by special appointment of the legislature of the island.

This administration of five months has been effectual and constructive, in popularizing the official guarantee stamps, which hereafter shall identify and classify all cigars and tobaccos which leave the Island of Porto Rico, with regard to whether they be straight Porto Rican cigars or tobacco, whether they be a mixture of the Porto Rican leaf in a blend with other tobaccos, or whether they be a product of foreign tobaccos entirely.

Since the induction into office of José Felix Vazquez as official cigar and tobacco agent in the United States for Porto Rico, many eminent officials, professional men and substantial tobacco planters have been persuaded to visit the United States through the good offices of Agent Vazquez, who maintains large offices, with an official staff installed at 126 Maiden Lane, New York City, and there nearly all incoming Porto Ricans make their headquarters. Therefore, it will prove worth while for all engaged in the industry who buy, sell, or in any way use Porto Rican leaf or cigars, to get right in touch with Senor Vazquez's headquarters and avail themselves of the opportunity to get first-hand and reliable information concerning everything that appertains to the Porto Rican leaf tobacco market; or the developments of cigar manufacture on that island, which is re-occupying its rightful place as a producer of quality tobaccos ever so essential in the making of tobacco blends that please the popular fancy.

The Tobacco Guarantee Agency has also re-cemented relations between seller and buyer of the leaf in the United States, and has played the role of go-between to the mutual satisfaction of all concerned. If the Porto Rican Tobacco Agency has accomplished much in the first five months of its existence, what may it not do in the year now just beginning?

## A Porto Rican Picnic

SAN JUAN, P. R., Dec. 23.—Last Sundry, R. F. Fels, vice-president of the Portocuba Corporation, the members of the firms of Cobian Solarez & Co., Victoriano Menendez, Valiente & Co., and many others, including M. Madera, all tobacco people, enjoyed an outing and picnic at tobacco plantation in Comerio.

### Rain Needed

The tobacco crop is all right, except the plants need rain very badly. They had some light rains about Comerio, but not in other parts.

## Drouth in Comerio

From Comerio, Porto Rico, come reports to the headquarters of José Felix Vazquez, the tobacco guarantee agent in New York City, of a severe drouth which has forced the suspension of about one-third of the planting, over that portion of the area planned for cultivation.

The drouth has also seriously injured the seedings already sown.

The leaf production in the Comerio section is sure to be quite short because of this adverse weather condition.

## Alvarez's New Appointment

Abelardo Alvarez has been appointed the authorized representative in Porto Rico for Rosenstadt & Waller, Inc., extensive growers and handlers of leaf tobacco on that island.

## British-Am. Tobacco Co.

At a meeting of Directors of the British-American Tobacco Co., Limited, it was decided to recommend to shareholders at annual meeting fixed to be held Jan. 11, payment on Jan. 18, of final dividend of 8 per cent, free of British Income Tax upon issued Ordinary Shares.

Net Profits for year 1921, after deducting all charges and expenses for management, etc., and providing for Income Tax and British Corporation Profits Tax, are £4,323,481-5-1, as against £4,879,577-3-3 for previous year. After paying Final Dividend of 8 per cent, carry forward will be £1,890,187-16-4.

Directors have also decided to pay on Jan. 18, with Final Dividend for past year, Interim Dividend of 4 per cent for the years 1921-1922 on the issued Ordinary Shares of the Company, free of British Income Tax.

# San Francisco Dealers Had Good Holiday Trade

### Wholesalers and Jobbers Have Opportunity to Further Develop Promotion Campaigns for 1922—Indications Point to Intense Drives on Behalf of Standard Cigar Brands—Traveling Salesmen Express Views on Promotion Methods.

SAN FRANCISCO, Dec. 27.—With holiday week here, bringing with it the usual between-season lull, wholesalers and jobbers have an opportunity to further develop their promotion campaigns for next year. All indications are that 1922 will witness a number of intense drives on behalf of standard brands of cigars, members of the trade believing that those who work hard will always have good sales records to report. Christmas business proved satisfactory for the retail trade of San Francisco, particularly the large stores. Stormy weather had some effect on business, but as a whole the trading was good and holiday packings were well cleaned up. Wholesalers and jobbers expressed some surprise today as the result of the receipt of hurry orders for stock, many retailers having cleaned down their shelves to the bone. Retailers did not overstock for the holidays, and it is believed that as a result of this there will be continuous business, the after-holiday lull not being as long continued as in other years.

#### Criticize Promotion Methods

Speaking of promotion campaigns for various cigars and tobaccos, the writer conversed with a number of the traveling men who have been on the road for a number of years and who could look back over the various drives that have been made to popularize brands. They were a unit in their declaration that to their way of thinking the wrong attitude has been adopted by manufacturers in that expense accounts are kept too close, with the result that traveling men's hands are tied in endeavoring to put over a new brand. One remarked that he could not promote a cigar by asking a prospective customer to buy the sample with the prospect's own money, and he expressed the opinion that nowadays this is just what a traveling man has to do. The T. M. were agreed that in order to put a new brand on the market in a successful manner that it is necessary to put out specialty men who make this their undivided business. It was said that many manufacturers nowadays are eliminating specialty men, cutting down expenses and putting the burden of the promotion on the jobbers who are unable to properly finance such a campaign.

#### Interesting Rumors Afloat

There is a rumor out that S. Bachman & Co. may take the coast agency for La Palina cigars, and another to the effect that M. Blaskover & Co. will have the agency for the Admiration. Both of these brands are well known, and their wider distribution on this coast will be a matter of much interest. When interviewed about the La Palina, S. Bachman & Co. announced that the matter is now under consideration, but that no definite action whatever has been taken. Arthur Bachman will go East about January 6, and further announcement as to the La Palina account will be made upon his return.

William Kraus, Say-So, and Flor de Moss cigars, left Christmas day for the east, returning home after a sojourn of several months on the coast.

Salesmen of the General Cigar Co. are in conference this week with the officials of the company at the home office. Several days will be occupied with the sessions, at which plans for the ensuing year will be mapped out.

#### Back from Nuptial Event

Harry Bercovich returned yesterday from Fresno, where he with members of his family attended the wedding of Miss Ripple Mittenthal and Frank Markowits, sales manager for H. and S. C. Bercovich, Oakland. The nuptials were celebrated Christmas night at the Hotel Fresno, a wedding supper and dance following the ceremony. Mr. and Mrs. Markowits have gone to Los Angeles on their honeymoon.

Paul Prozesky, who formerly operated a cigar factory at Snohomish, Wash., has opened a new plant at 200 Champion street, Bellingham, Wash.

#### Had Satisfactory Business

Frankel, Gerdts & Co. report having enjoyed a very satisfactory holiday business with El Caminos and La Natividads. They sold out all holiday packings. This week the firm is engaged in taking inventory. Jake Marcuse, city salesman, who recently broke his ankle, is able to be about among the trade again.

Mack Horn, of the Golden State Leaf House, is planning to leave the first of the year for a trip through the northwest. He had a very successful trip last week in the Humboldt country.

Caspar Riese, of Riese Bros., today reported having enjoyed a very satisfactory Christmas business, La Prosperidads finding great vogue among the trade. All holiday packings of Prosperidads were cleaned up several days before Christmas.

Announcement is made that, effective today, Primo Vanderbilts will be $95, instead of $110, and will retail two for a quarter instead of 15 cents straight.

Arnold Glaser, of Glaser Bros., who has been visiting the east, is expected home shortly.

The Joseph Rinaldo Cigar Co. has taken on the Detroit Hand-Made cigar,

(*Continued on page 22*) . . . .

Herminio Madera

**ALONSO RIERA & CO.**

PACKERS OF

**Porto Rico Leaf Tobacco**

**Importers and Exporters**

*The Tobacco Palace*

SAN JUAN, PORTO RICO

CABLE:
P. R. GONJE, SAN JUAN
U. S.—PEDCOSTA, N. Y.

Our Own Guarantee Stands Beside the Guarantee Stamp of the Porto Rican Government

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*Growers and Packers of* PORTO RICO TOBACCO

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**Madera, Vigil & Co.**

*Importers and Exporters of*

**Leaf Tobacco**

San Juan, Porto Rico

**WM. B. SHAW**

Importer and Exporter

Porto Rico and San Domingo Tobaccos

136 Front St., New York
Packing Plants: Porto Rico Santo Domingo
Cable Address: Shawleaf, N. Y.

RAMON MORAN & CO.

*Growers, Packers & Exporters*

MAURATS, PORTO RICO

*Correspondence invited.*

PORTO RICAN LEAF TOBACCO

**A. M. LEÓN**

257 West 116th St. New York

Porto Rican Leaf Tobacco

Representing Salvador Gallart, Cayey, P. R.

**HERMAN J. ROSE**

Packer of

PORTO RICAN CIGAR LEAF TOBACCO

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

*Quality, Not Price*

Santurce, Porto Rico

## Tobacco Finance

(*Continued from page* 11)

in the Virginia old bright belt says that "the warehousemen have no way of determining beforehand the value of any particular farmer's crop, and usually make advances according to acreage planted," but several warehousemen in that and other districts say that their loans are not based on the acreage, but rather on their knowledge of the farmer. Several warehousemen in the new bright belt of eastern North Carolina agree that in general about $25 per acre has been loaned, and another says that the rule was $5 per acre in the old days, the amount subsequently being raised as prices increased. One warehouseman in the Clarksville-Hopkinsville district places the amount at from $25 to $50 per acre of 1,000 pounds, while another warehouseman in that district makes the following comments on the general practice:

"In an effort to get business, we make all kinds of advances, as we have all kinds of people to deal with. Some producers are absolutely solvent, owning farm and other properties, but prefer to borrow on their tobacco. You can advance them close to the value of their crop or even more. There are others, honest men, too, who will pay you only if the tobacco brings the amount of the advance, as they have no other income. Then there are some who borrow all they can get and from every house possible, and actually beat you out of your money. Finally, there is a big class who overestimate not only the weight but also the character of their crop, and on this class we make our losses, as it is a rare thing that a shortage is ever paid a warehouseman. There is no way for any warehouseman to see all of the tobacco he advances on before making the advance, as we make them in several adjoining counties and far off the public road, and only have the word of the borrower."

In all sections, of course, some loans are made on the tobacco when placed upon the warehouse floor for sale. This gives the farmer some money in hand for meals and expenses in town pending its sale. Many warehouses, however, report no such loans, or state that they are rarely requested. The amounts may be small, but, on the other hand, may run up to near the full value of the tobacco if required.

Warehouses sell fertilizer much more largely in Virginia than in either North Carolina or South Carolina. However, the practice was reported in only 3 out of 11 markets in the Virginia dark district as against 7 out of 15 markets in the Virginia old bright belt. In the North Carolina old bright belt only 3 out of 18 markets, in the North Carolina new bright belt only 1 out of 24 markets, and in South Carolina only 1 out of 22 markets report the practice. In the latter district it is noted, however, that the warehouseman at times is interested in a separate fertilizer business. The warehouses in the larger markets in general do not engage in the business, but in some important markets of the Virginia dark district, the Viryinia old bright belt, and the North Carolina old bright belt fertilizer is sold by warehousemen. The estimates furnished by the individual warehouses show in all cases but one that at least 50 per cent of sales are on credit and about two-thirds state that from 75 to 90 per cent are on credit. Only 1 out of 30 reporting warehouses in the burley district and 1 out of 25 in the western dark districts handle fertilizer, thus including 2 out of 35 markets.

(*Series to be continued*)

## TOBACCO SITUATION IN POLAND

Poland is composed of three parts, as far as the treatment of tobacco is concerned. In Galicia, formerly part of Austria, the Polish government took over the existing monopoly. In the former Russian part, the so called Congress Poland, the government is rapidly extending the monopoly. In the former German part, Pomerellen and Posen, the former German laws are still in existence. Export of tobacco products from the former German part to the rest of Poland, therefore, is thoroughly restricted. But in spite of the restrictions the tobacco industry in the "free" part of Poland is growing rapidly, as a result of the rate of exchange, which makes the manufacture of cigars and cigarettes so much more profitable than importing them.

Beginning Nov. 13, a new tobacco tax took effect in the "free" part. It means an increase of from 50 to 100 per cent, according to the grade. The duty was raised to 266 marks per kilogram.

Importing is handicapped by the law which prescribes that the duty is to be paid at the rate of exchange prevailing on the day the tax is paid. For instance, if an importer bought tobacco at Amsterdam in July and paid his tax in November, he had to pay four times as much duty because the duty is figured in Dutch guilders which in November were worth four times as much as they were last July.

The state monopoly is paying the following prices for the 1921 crop: Red bloom tobacco, selected leaves 580, grade 1 500, grade 2 420, grade 3 340, remnants 200 per kilogram; yellow bloom, grade 1 250, grade 2 210, grade 3 170, remnants, 100 marks.

Retail prices continue to be high in Poland, although the Polish mark is now somewhat higher. Taxes on tobacco are higher than its original market value. Transportation, coal, gas and water are going higher and higher, in spite of the rising money value, which, in part, explains the high level of retail prices.

## HE HELD THE WHIP HAND

A salesman sold a bill of goods to a merchant in a small town. They were returned as not satisfactory. The wholesale house undertook to collect anyway, and drew a sight draft on the bank at the customer's town. The bank returned the draft unpaid. Then the house wrote to the village postmaster and asked if the merchant was good for the amount of the bill. The letter was returned O. K.'d at the bottom. Next the postmaster was asked to put the bill in the hands of a local lawyer for collection.

The answer received by the wholesalers ran as follows: "The undersigned is the merchant on whom you tried to palm off your worthless junk. The undersigned is also president of the bank that returned your draft. The undersigned is the postmaster to whom you wrote, and also the lawyer whom you tried to get to collect your bill. And if the undersigned were not also the pastor of the local church, the undersigned would tell you to go straight to the devil."—*Cleveland Plain Dealer.*

## THE BETTER PART OF VALOR

Undergraduates at Barnard College, in New York, have been forbidden to smoke, while no such prohibition applies to graduate students. We might comment on that were Barnard not a women's college; but that being the case we shall discreetly allow you to write your own paragraph.—*Greensboro News.*

**H. DUYS & CO., Inc.**
*Headquarters for*
***Sumatra and Java***
***TOBACCO***
142 WATER ST., NEW YORK

**RAPP-MULLER CO., INC.**
*Importers of*
***Sumatra and Java***
***Tobacco***
152 Water Street, cor. Maiden Lane, New York

SONEDA
Mild Havana—Tampa, Fla.
New York Office
120 Maiden Lane
STORM FISHER & Co
LORD TEMPLE
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JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF
SUMATRA AND HAVANA
TOBACCO
PACKER OF
DOMESTIC

*Establish* CONFIDENCE

By giving VALUE, thus keeping the trade you already have and paving the way to build upon it. HENRY the FOURTH cigars are VALUE—the Material used and Workmanship employed cannot be excelled. They Duplicate because they're GOOD. Once placed they are their own best salesmen.

***Sizes retailing from 10c to 20c.***

ALVAREZ MENDEZ & CO.

*Makers*

**Preferred Havana Tobacco Co., Owners**
**New York Office, 257 4th Ave.**
**TAMPA, FLORIDA**

CONSOLIDATED CIGAR CORPORATION

*Head Office. 81st Street and East River New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS
E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

# Business Up-State May 'Thaw' for Decoration Day

## Otherwise Calendars Will Be Replaced by Crepe—But Hot Chair Club Is Active—What Does Johnny Quinn Say?—Harry Edson Is a Yank Now—Grand Opera Via Dixon Wireless—Sometimes Orders Hang on Telephone Poles.

New York State Capitol District
Crepe-Week, 1922.

"Say, Sam, where is all them calendars we got, hey?" asked Jim Stubb, looking all over the wholesale and retail departments o' Stubb & Ash, Inc., cigarologists to the Hot Chair Club, for the desired 1922 days and dates. "Seems to me we oughta have more of these annual advertisements from our friends and creditors."

"Calendars, huh!" grunted Sam Ash, going right on with the completion of his inventory averages and results, "What do we need it with calendars, yuh should mebbe tell me that! With business as it is, and as it prob'ly should remain, unnerstan' me, we don't need it calendars—we need crepe!"

"Gee, but you're a merry ole soul!" admitted Jim Stubb, at last finding an insurance calendar rolled up for a future getaway under the safe. "Cheero! Things will be far better by Decoration Day!"

**Sure, Says Quinn, Trade's Turning!**

"Before that, I hope!" prayed Johnny Quinn, removing his goat-gloves and opening up his Bostonbag o' tricks with the Allen Cressman's Sons' cigars prominently displayed therein. "Anyway, this is always a rotten dull period in the cigar business.

"So I'm just staying around town, picking up some odds and ends of orders. Truth to tell, though, I sense it that the new year will be a turning point, honest I do! Evidence of this is in the better business for our Flor de Manuel brand of ten cent goods. And the Counsellor is trotting along much nicer, too, in the eight cent grade."

**Harry Now Rides with Paul Revere!**

"Well, perhaps I can say commerce is graphically better, also," hinted Harry Edson, merely wandering into the Hot Chair Club smoking parlors to greet the members with a holiday hand. "You know I'm now in the New England territory with the Fitzpatrick & Draper Cigars. This line is brand new to those folk over there, but still we're making good gradually.

"In this State, of course, we are rather firmly entrenched. And over Paul Revere's way it'll take time to gather so much headway. But I have the satisfaction of selling new accounts on a business basis entirely, rather than the personality game. Dealers over that way are very loyal to a house which has the goods, and I hope to prove to them that we have such merchandise."

**Nix on That Phonograft Stuff!**

"Rather makes me recall that we proved that we had the goods in New Haven the other day," observed Sir Arthur Dixon, Bart., who is some connection of Herbert Tareyton, via the Falk Tobacco Co., New York and Richmond. "For you know my son Louis is a wireless bug, I fancy you call it.

"And he has a most complete plant of amateur vibrations with an ordinary range of, say, two or three hundred miles. So, frequently, he induces the various members of our family to listen-in with his telephone device to numerous conversations tuned up out of the t... air.

"Sometimes the conditions are not just right for this sort of communication. There must be, I believe, clear weather for the best results. But, recently, while I was at home for the evening, Louis excitedly called down stairs that he had just got Pittsburgh, and that the Chicago Grand Opera Co. was about to render a concert in a local theatre there.

"Of course we all piled up to the receiving room to listen-in, and I assure you we certainly had a most enjoyable entertainment, absolutely without admission charge! Because the Opera people sung Pagalacio, if I remember rightly, in Italian, of course. With the assistance of the theatrical amplifiers we heard the entire performance very distinctly, even to the applause from the Pittsburgh audience!

"Another stunt pulled off by Louis lately was a reception of a call from a powerful wireless station in Scotland. So I have faith in his ultimate success in the business, and I would like to have him serve at least two years at sea as an assistant wireless man on a large steamer before he prepares for Yale."

**He Shook 'Em Off Telephone Poles!**

"Glad to hear he's going to Yale," remarked Big Bill Lakin, taking off his muskrat cap and spreading out his ten fingers before the warm glow of the Hot Chair Club, as he hurriedly entered minus his regulation Waitt & Bond paste pot and brush. "Because, at that other business college, Harvard—well, you know how it is. You can always tell a Harvard man, but you can't tell him much!

"Which reminds me of a past conference at our late Boston factory. Yes, it was when we were making union-made Blackstones in that village. Never mind how many. Not so many as we are making right now in that neversleep metropolis o' Newark!

"Anyway, it was a conference or talkfest of salesmen and bosses. Yep, I was a salesman. Am yet, I hope. Don't wanna be a boss! So, as I say, we all sat in. Then the Superintendent opened up. Admitted that his ability as a producer had *made* the Blackstone.

"And the Advertising Manager suggested that his lil' dope on signs and newspapers had made a dent in the public pocket-book which caused the turnover. All the other assistant bosses each took a modest grab at the honor of the event. Not a chirp outa the salesmen—noy, noy!

"So I simply couldn't stand it any longer! That is, I really couldn't sit still and hear our honored guild o' tavern-talkers maligned in this effusive spirit! And I jumps up, and I says, says I: 'Hey, wait-a-minute, wait-a-minute! Do any or all of you guys actually think us sidewalk inspectors wander around at will waitin' for some Smart Mike to tap on his show window with his eversharp pencil so we can saunter in and *copy* his order?'

"'Neither do we foregather at luncheon and enter the business in our manifolds! Nor do we shake 'em off blueberry bushes in Maine, nor telephone poles in N'York! Because ours, gentlemen, is a work-gang, section-crew, or whatever yuh call it! We have to hustle from eight in the morning 'til one, two, or three the next morning to get this business, otherwise twelve million Blackstones would never have been manufactured in Boston at that time! Am I right or wrong? You know the difference between a cigar and a smoke—which is us?"—*The Smoker.*

HEYWOOD, STRASSER & VOIGT LITHO. CO.
**Manufacturers of High Grade**
**CIGAR BOX LABELS, BANDS and TRIMMINGS**
**Selling Representatives**
ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada
**Western Representatives**
PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

# Cleveland Has Great Confidence in New Year

## Tobacconists Celebrating Advent of 1922 Firm in Belief That It Holds Good Business in Store for Them—Data Given Upon Which Faith Is Based—Holiday Rush Played Havoc With Parsimonious Stocks—Breezy Trade Items.

CLEVELAND, Ohio, Jan. 1.—The old year is out! Ring in the new! Cleveland tobacconists are celebrating the new year firm in the belief that this change is all for the better. Even the most pessimistic of the Fifth City's tobacconists are convinced that the year of 1922 holds more business in store for them than the year of 1921 dealt out. There is nothing to make us believe that this won't be so, while there are plenty and plenty of reasons to lead one to believe that though perhaps not a "boomer," the year of 1922 will be a mighty successful one for the tobacco trade.

Wholesale prices of all merchandise have recovered 3 to 5 per cent since the low-water marks of July. The Porto Rican tobacco crop was purchased in 1921 at increasing rates. This means that if a manufacturer bought some late stock, he must sell at higher than the prevailing price or else suffer a loss. In fact, Havana tobacco may be purchased for less money in New York City than in the city of Havana itself. A survey of tobacco prices, however, shows no decrease in domestic tobaccos for over six months.

The above facts are what lead experts to pronounce 1922 as holding in its palm more than the 1921 year dealt out. Of course, there are bound to be checks and drawbacks, but these will be temporary and few and will be only a minor factor in the steady increase that is bound to materialize.

Cleveland dealers, along with all others, have been buying sparingly. They have not at all tried to keep any apparent reserve stock. A good and rushing holiday demand would wreak havoc with the stock of these dealers. Cleveland got this good, rushing holiday trade which in turn wreaked its havoc among the shelves. The stock needs replenishing. There, again, is another "optimistic" reason. Herbert Hoover, an expert on financial and economic conditions, has been quoted as saying, "The year 1921 has been one of liquidation; 1922 will be one of recuperation." Let's hope so.

### Down on the Farm

Tom McDonald, of the Mazer Cigar Co. of Detroit, left town the other day to spend the rest of the year on his farm near Dunkirk, N. Y. Tom is that redheaded dispenser here for Humo and Detroit Hand Made cigars which are so popular. We wonder if Red can milk a cow as well as he says he can.

### Marshall's Headliner

The one big feature in the Marshall Drug Co.'s windows this week is the popular Garcia Grande, distributed here by the Wallace & Schwarz Co.

### Burned Out

The entire factory of the Joseph Loueman Co., Cleveland manufacturers of the Edward Tiffin cigar, was burned to the ground the other day. The loss was considerable, practically the entire quarters being rendered useless. The factory was located on East Ninth street, below Superior avenue.

### In Full Blast

George Bachman's new stand in the equally new Discount Building is now in full blast. All popular brands are being featured along with the new "Discount," named after the building, and made by Marcelino Perez & Co.

### A Change of Scenery

Mort Hammer, for many years with the Ryan & Raphael Cigar Co. of Chicago, has resigned to take a post with E. H. Gato. His many friends and business associates wish him the best of luck and success in his new undertaking. Mort expects to visit Cleveland in a short time and with him will come a full line of the Gato products.

### Ol' Izzy

Got a card from ol' Izzy Mayer the other day. Izzy, as you know, is now with the Congress Cigar Co. of Philadelphia. It will seem strange, won't it, to see any but Gans Bros'. name on the order blank and La Muna in the sample case. Izzy is bound to make good—he's a real business man, a crackerjack salesman; and La Palina—well, you know La Palina. The States of Vermont and New York, outside of Rochester, Buffalo and New York City, will be Izzy's stamping grounds. Willus Andruss picked a real man for his sales department when he got Isidor Mayer.

### Convalescing

C. E. Osterstock, well-known jobber of Akron, is rapidly recovering from a recent operation for appendicitis. His many friends will be pleased to know that in but a few days Mr. Osterstock will get his honorable discharge papers from the hospital.

### An Xmas Gift

Cleveland dealers received a sure-enough Xmas present from the R. J. Reynolds Co. in the shape of $7.50 for a thousand Camels. They "sure" do appreciate the gift—'tis said.

### A Cigarette with a Kick

Here's still another "practical" use for a cigarette. "Drugged" cigarettes by the box or carton—sounds nice—doesn't it? A stranger, posing as a post-office inspector, entered police headquarters at Oklahoma City, Okla., gave an officer a narcotized cigarette and while the latter was unconscious, walked out with finger-print evidence obtained by the police from a bottle of explosives used in a recent robbery of a Santa Fé mail car.

It took physicians over three hours to revive the officer, who succumbed after but a couple of drags.

### A Detroit Visitor

Jacob Mazer, head of the Mazer Cigar Mfg. Co., was a visitor in town this week. Plans for 1922 were discussed and completed with the Baer-Wolf Co., his local distributor. Detroit Hand Made and Humo enjoyed a wonderful business this past year, and now that these brands will go to the dealer at $58 per thousand, instead of $60, it can be easily seen that 1922 will be a banner year for the Mazer products. These brands will then be retailed at two for fifteen cents, instead of eight cents straight. The Mazer products will be turned out at the rate of 200 million a year, as during the past year the Mazer concern has opened several new factories and is still seeking new fields.

### Saved—One Trip

Was talking to Peter Wohl the other day. Mr. Wohl is of the Wohl-Comstock Co. who make the Dacia cigar here. The Dacia, though a comparatively new brand, has already met with considerable success and will continue to do so, as it is a large, good-looking cigar of an established high-grade tobacco and sells at a most reasonable price. Mr. Wohl had his grips all packed for a trip to Havana recently when a last-minute telegram from his Cuba agents forced him to change his mind. Some difficulties as to the quality of tobacco were settled definitely by that telegram and the Dacia is now assured of the same high-grade filler for the year of 1922.

### A Change

Got a letter from Adolph Froehlich, the El Sidelo wiz., with the Consolidated Cigar Corp. Ad let it be known that he has sent in his resignation and that hereafter the El Sidelo brand will not adorn his kit.

### Another Change

Lew V. Roberts will succeed Sam Gottloeb as Girard's exponent here for Antonio Roig & Langsdorf. Lew was formerly with Joseph J. Schaefer, of Dayton, Ohio, and is well known and liked throughout this section.

### New Cigar Stand

Fred Eichler's stand in the New Trainsman Building is under full steam now. Fred has a fine location here and is already tasting the delights of a wonderful business.

### Being Featured

Pyle & Allen are this week featuring in all their stores the La Azora and Dutch Masters cigars, for which they are local distributors.

### Another Fire

The wholesale establishment of A. D. Giddelson at East 40th street and Woodland avenue, was visited by the Demon "Fire." Damage from fire and water was estimated at $20,000, which included damage to the apartment building which was also owned by Mr. Giddelson. Insurance partly covered the loss. The cause of the fire was thought to be an overheated stove.

### Going Big

Dave Rosenblum's store on East 105th street and Superior avenue is making good with a vengeance. Some little extra or a big special are always being offered with big results in the business line.

### Getting Big Business

The department stores all ran cigar departments during the holidays mostly as a sideline and enjoyed a wonderful business, indeed. The stand at the May Co., however, is a permanent one and has proven so successful that Jimmy Werner, its manager, is contemplating fixing up branch stands throughout the store, which is the largest of its kind in the State of Ohio.

### All Set

The Paramount cigar is on its mark, all set for the word "go," and to be off on the best year it ever had. This Cleveland cigar enjoyed an excellent business last year, and the Mendelsohn Co. cannot but see that the year of 1922 will be even more successful. Big-time advertising campaigns are being planned in conjunction with the Baer-Wolf Co., local distributors. Another factor which has pleased all concerned in this cigar is the rapid strides made by Paramount in the East. A steady increase has been noted there and this Cleveland-made cigar bids fair to become one of the East's big favorites in a very short time.
—HERB.


THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37TH STREET
BROOKLYN, N. Y.
HIGH GRADE
CIGAR LABELS
AND
BANDS
170 WEST RANDOLPH ST., CHICAGO, ILL
723 BRYANT STREET, SAN FRANCISCO, CAL.



La Confesion

A favorite for forty years

Draws Trade

*Because—*

1—Choice Havana Filler

2—Imported Sumatra Wrapper

3—Cuban Hand Work

4—Nine Popular Sizes

**Sizes and Prices**

| | |
|---|---|
| Invencible | 3 for 50c |
| Waldorf | 15c Straight |
| Club House | 15c Straight |
| Perfecto | 15c Straight |
| Concha Especial | 2 for 25c |
| Epicure | 2 for 25c |
| Panetella | 2 for 25c |
| Bouquet | 10c Straight |
| Miniatures | 5c Straight |

Some open territory in middle west.

BENITO ROVIRA CO.
(INCORPORATED)
311-321 East 62d Street, New York

# Eduardo H. Gato's

## Mild Clear Havana Cigars

For

## Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

***Write for open Territory***

**E. H. GATO CIGAR COMPANY**

**FACTORY: KEY WEST, FLORIDA**

**OFFICES: 203 WEST BROADWAY, NEW YORK**

**E. P. Oakes** — ***Western Representative***

**Moe Schwarz** — ***Southern Representative***



**5th INTERNATIONAL TOBACCO TRADE**

# EXHIBITION

**To be held in**

## LONDON, ENGLAND

**MAY 8, 9, 10, 11, 12 & 13, 1922**

**ORGANIZED BY**

**The Leading Organ of The British and Colonial Tobacco Trade**

# TOBACCO

(ESTABLISHED 1881)

**Your opportunity to show and sell**

**MACHINERY** (working exhibits)

**NOVELTIES** (Pipes, cigarette holders, leather goods, etc.)

**TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS**

**Write now for full particulars to**

**TOBACCO**

Monument Station Bldgs. LONDON, E. C. 4. ENGLAND


# Baltimore Welcomed Young 1922 in Divers Ways

**Cigars, "Water," Women and Song Shared Honors in Greetings to the New Year—All Were Unanimous Wishing Their Neighbors a Generous Share of Prosperity—Price Reductions Seem to Be Expected—Dealers Report Satisfactory Holiday Business—Trade Notes.**

BALTIMORE, Md., Jan. 2.—Diverse were the ways and means employed by the local trade to welcome the New Year. Many reserved tables at the hotels and cabarets, greeting 1922 with cigars, water, women, and song; others of more reserved dispositions attended watch night services; while yet others were hosts to their friends at home and wished them a Happy New Year over a plate of Scotch herring.

However varied the greeting, all were of one accord in hoping for their friends a generous share of business during the new year. Many will no doubt realize that hope through constant application and earnest thought.

### Look for Lower Prices

There is a general consensus of opinion that prices will tumble with the advent of the new year, but to what extent of course is pure guesswork. Some believe it will affect the entire industry; others are inclined to think that only certain branches will have prices revised.

### Reduction on Camels

Partly substantiating this prediction was the arrival of a telegram from R. J. Reynolds Tobacco Co. to jobbers announcing lower prices effective Jan. 2. Camels are now listed at $7.50 per 1,000 and practically all of their products are lower in price.

### Face the Future with Determination

Whatever has been our lot in the past, let us forget it, and look to the new year with courage and hope. A certain amount of prosperity is due us all, but there is only one way to obtain it lawfully, and that is by hard work. So let's all roll up our sleeves and go to it.

### Satisfied with Trade Volume

B. Goldman is thoroughly satisfied with the volume of business transacted at his stand, 203 W. Saratoga street, last week. Anticipating a big demand for pipes, smokers' articles and novelties, he was fully prepared to meet the rush. He noticed a slackening in sales of standard brands in 25's, as well as fancy packages. A new size of the Santiago de Palma cigar, called Blunt, is being introduced to the trade. It retails for 10 cents, 3 for 25 cents, and is manufactured at this location.

### "Better Than Last Year"

"Fine, even better than last year in many respects," was the reply of Mr. Robinson, manager of Hopper McGaw & Co.'s cigar department, as to the Xmas business this season. Staple sizes of their brands enjoyed a large sale, but very little demand for special packings. The factory brand of V. Guerra Diaz clear Habana cigar will be solely distributed by this firm hereafter.

### Promising Outlook

The handsome store property at the corner of North and Maryland avenues is being operated by Chas. E. Herring as a first class cigar and confectionery store. Mr. Herring has been associated with the retail cigar and candy business for years, and undoubtedly will make a complete success in his new venture. All popular brands of cigars and cigarettes are stocked.

Mr. and Mrs. J. H. Sacks, who conduct the high grade cigar store at 833 Madison avenue, were hosts last evening to their nephew and friends for a wedding supper. The guests were supplied with fine cigars and a good time "was had by all."

### Closed Successful Year

Lilly, Dungan & Co. have just completed inventory at their several places, and from all indications have closed a very successful year. N. Nizer at the Continental Building stand, not content with the sales during Christmas week, is still at 'em. On Thursday he pulled off a big one. Graham Hogg is now associated with Joel Gunter at Baltimore and Howard streets.

### On Broadway!

Loggie Miller (F. A. Davis & Sons) is on his annual pilgrimage to New York, where it has been his habit for years to welcome the New Year on Broadway. His sales last year were larger than any since being connected with this firm.

### Stock-Taking

Stock-taking is absorbing much of the time of H. C. Pfaff just now, as well as completing plans for the new year. He intends to make an intensive drive for business on Monument Square and Uncle Willie cigars, throughout this territory.

### Making Splendid Effort

With a complete stock of cigars and cigarettes to display in their handsome new store at St. Paul and 31st streets, Bacon & Asbill are now making a splendid effort to cater to the highest class of smokers in North Baltimore.

### On Deck Again

Sam Bateman has recovered from the recent illness that confined him to his home for a few days, and is wishing his friends a Happy New Year at 118 East Baltimore street. During his absence William Yearley greeted the boys, and kept up the splendid record for sales that Sam has made for this stand.

### Did Good Business

Medium priced pipes, cigar and cigarette holders were sold in large quantities at Oppelt's, 14 North Liberty street, according to J. I. Cushaw. Besides a most complete line of pipes, this firm stocks such favorite brands as Rutalis, El Roi-Tan, Girard, El Producto, and Monument Square.

### Sold Well

La Calesa, La Elagado and El Anclo sold well during the holiday rush at the stands of Geo. R. Curtis, Equitable and Calvert buildings. Jackson Square, at $2.25 per box of fifty is being featured in the Equitable Humidor.

### A Satisfied Manager

L. R. Funk, who manages the cigar department of M. S. Kahn & Co., was completely satisfied with the splendid Xmas business transacted at his stand. Standard brands of cigars in 25's and jars of smoking tobacco comprised a large part of the sales. Cigarettes in holiday packages also were in big demand. Admiration, El Roi-Tan, El Producto, Nacirema, and Muriel are prominently displayed here.

There is a noticeable shortage of Recruits and Fatima tins of 50's among the jobbers. Very few have any stock of Xmas packages on hand and some were sold out entirely by Dec. 20.—ORIOLE.

## Austrian Tobacco Situation

WASHINGTON, D. C., Jan. 3.—Tobacco is an Austrian monopoly, according to a report received by the Department of Commerce from the American Consul at Vienna. In 1920, the report states, there were nine factories in operation employing 3,400 persons. In 1921 the available tobacco supply was distributed among the population according to a special scheme.

Though apparently Austria can provide its population with sufficient tobacco, the needs of tobacco consumers are much greater, the report states, than the quantity allowed. Austria cannot cover the actual requirements at the present time, although it hopes to do so as soon as the two factories now under construction are put into operation.

If the Austrian tobacco prices are as they were in force since November 28, 1921, it must be concluded that even if American tobacco were imported without the intervention of the American Red Cross, it would still be cheaper than the inland supply unless prohibited from being imported.

# What He Stands For

Behold the Indian—the trade mark of The American Tobacco Company.

—He stands guard over production, judging the soil, climate, color and flavor.

—He guards every process of manufacture, O.K.s every brand and package.

—He governs every promise, insures right methods, right quality and right prices.

—He stands right behind you, guaranteeing satisfaction with every product.

Conceived as an idea—He has grown into an ideal.

The American Tobacco Co.
INCORPORATED

111 Fifth Avenue, New York

**Dibrell Brothers, Inc.**

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

**Cobb-Gwynn Tobacco Company, Inc.**

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead — W. P. Anderson — S. H. Anderson

**Whitehead & Anderson**

**LEAF TOBACCOS**

Commission Merchants & Exporters

*Our Tobaccos Always Open Up To Sample*

The largest bright leaf tobacco market in the world. WILSON, N. C., U. S. A.

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition; Arnolds No. 5; Western Union

Cable Address: WILTOBAC, Wilson, N. C.

**WILSON TOBACCO COMPANY**

*Dealers in* LEAF TOBACCO

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

**THORPE & RICKS**

Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

**GEO. A. LEA & CO.** DANVILLE, VIRGINIA, U. S. A. **Leaf Tobacco Dealers**

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.

Correspondence invited. Cable address: "Lea," Danville, Va.

Cable "IRVINE," Kinston, N. C.

**E. V. WEBB & CO.**

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — COMPLETE FACILITIES

CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.


# Final Sign-Up Date in New Selling Plan Expires

## Drive for Securing Contracts in Co-operative Marketing System May Be Prolonged So as to Allow Outsiders Another Chance to Come Into the Proposed Association—Sapiro Takes a "Whack" at Certain Warehousemen.

HENDERSON, N. C., Dec. 31.—It was impossible to learn today, as the final date expired for signing up in the co-operative marketing plan, whether or not North Carolina as a unit was safely beyond the halfway mark required to put the plan into effect in 1922, but local leaders said that there was no doubt but that the State had crossed the mark, and that the bulk of the tobacco in this State, together with Virginia and South Carolina, in a tri-State organization, will be sold under the co-operative contract.

J. C. Anthony, Vance county farm demonstrator, and one of the organizers for this county, said, however, that this county would have perhaps 70 per cent of the quantity of the 1920 crop signed, and about 75 per cent of the 1921 crop enrolled in the new plan. He had a pocketful of contracts with him, and said that the total for the county would be around 6,250,000 pounds. The 1920 crop here was put at 9,000,000 pounds and the 1921 crop is estimated at 8,000,000, all of which, except a little less than 1,000,000 pounds, had been sold prior to the recess for the Christmas holidays.

### Criticizes Warehousemen

Campaigning in this State in an effort to help the lagging counties come out on top, Aaron Sapiro, the co-operative marketing wizard of California, has been denouncing the attitude of tobacco boards of trade in eastern North Carolina, who have the past week published large advertisements in various daily papers to the effect that they would keep their warehouses open for the sale of the 1922 crop, regardless of the new co-operative association. Sapiro has declared that this is evidence to show to the farmers who are their friends and who are their enemies. These advertisements have been placed by the tobacco boards of trade at Wilson, Greenville, and Kinston, three of the largest tobacco market cities in North Carolina, and possibly others. The advertisements did not refer to the marketing association, but merely stated that they would remain open in 1922 for the sale of leaf tobacco by the auctioneering method, as before.

A meeting of representatives of the growers' associations of Virginia, North Carolina and South Carolina is to be held in Raleigh on Wednesday of next week. At that time steps are to be taken toward holding elections and the naming of officers and directors for the organization, these men to have charge of marketing the 1922 crop. It is understood that all tabulations from various counties will have been received at the State headquarters in Raleigh by that time, and the total number of signers and the total number of pounds signed will be announced. Mr. Anthony said here today that about 1,200 growers in this county had signed the contract so far.

### May Prolong Drive

From this same authority came the information that, regardless of the fact that today was the final day for signing the contract, it was very probable that the drive would be allowed to continue in some of the counties of the State where more signatures are needed, so as to get as much of the crop as possible in the pool.

### "Heads I Win; Tails, You Lose"

There is a feeling here that some farmers have entered the association under pressure, and that in some quarters the heralded support is of only a half-hearted nature. This same school of thought holds to the view that one member of a family, or one relative in the same or adjacent communities have signed and another has not, this policy being pursued so as to leave open a loophole to jump whichever way the wind blows. For instance, if the co-operative body gets lower prices than are offered on the independent floors, then the member of the organization might turn over some of his crop to be sold as the property of the relative not in the pool. And it would be worked the other way around if found to advantage.

### No Tangible Evidence

This is merely talked, however, and there is no concrete evidence in hand to prove that such a course is being pursued by anybody. It is told for a fact, however, that some of the large growers in this county have not joined in the pool and will not do so.

### Conceded to Be a Certainty

It is taken for a fact, however, by almost every one that the pool will most assuredly go into effect, and most business men are preparing to deal with the farmers and to order their business of the coming year on the basis of the pool going through. Leaders in the association say that they have no fears as to being able to acquire all of the warehouse space they need, and arrangements for handling the crop are being made accordingly.

### Divergent Views

Some not in the pool feel that a rather large crop of tobacco is in prospect for 1922, and give their reasons for this belief. They say many farmers feel that membership in the co-operative association assures them a good price, in fact their own price, practically, for the tobacco they grow, and that they will "lay to" in large fashion, confident of solving their problems in this way. On the other hand, it is said, some not in the pool view conditions as opening a way for them to plant a tremendous crop and "clean up" on it on the ground that the pool will hold for prices which the manufacturers will not pay, and will, therefore, fail of a ready market, thus turning the buyers to the warehouse floors to supply their needs.

The Henderson tobacco market will reopen after the holidays on next Tuesday morning. It is estimated that from 700,000 to 800,000 pounds of the weed remain to be sold on this market. The Henderson Tobacco Board of Trade will probably hold a meeting within the next week or two to decide upon a date for the closing of the market here. Some warehousemen believe that the local market will close around February 15 or 20 for the season, giving thirty days' notice to the farmers in order to permit of ample time to prepare tobacco yet in pack houses for marketing.

### Season Average, $26.12

When the Henderson market suspended sales on Friday, Dec. 16, for the holi-


**EDGEWORTH**

Ready Rubbed **EDGEWORTH** and **EDGEWORTH** Plug-Slice

**TWO STANDARDS** for dealers

Send us a trial order. We guarantee satisfaction.

**LARUS & BRO. CO.**

Richmond, Va.

days, it had sold of the 1921 crop a total of 7,314,583 pounds, which brought $1,910,575.17, or an average of $26.12 per hundred pounds.

The remainder of the crop yet to be sold is believed to consist largely of poorer grades, although some growers still have some good tobacco left. The average for what yet remains is not expected to be as high as what has already been sold.

## Danville Market Reopens

DANVILLE, Va., Jan. 3.—The Danville tobacco market resumed activities today, Tuesday, with small sales in prospect between now and the end of the season. Little good tobacco remains to be sold and it is anticipated that a good deal of common leaf will be seen from now on. The local market has sold thus far this season 20,668,133 pounds of leaf at an average of $23.04 per hundred pounds.

The organization committee of the tri-state Co-operative Marketing Association is to meet in Raleigh, N. C., tomorrow to work out the plan of representation at the organization meeting. The combination of the tobacco growers continues to hold the boards here and while the situation is quiescent, insofar as the warehousemen are concerned, this is not true of North Carolina, where the action of the warehousemen in announcing the reopening of the warehouses next season has been seized as a point of open attack by leaders of the sales movement.

The warehousemen here have also announced that they will reopen next season and this, thus far, has not drawn the fire of the advocates of co-operative farming.—TETLEY.

## Cigar Prices in Fort Wayne

FORT WAYNE, Ind., Dec. 31.—Demand by smokers for a return to pre-war cigar prices has caused a general increase in the sale of five-cent cigars in Fort Wayne, a canvass of local cigar dealers has disclosed. One local dealer handling large supplies of Manila cigars that retail for a nickel, declares he cannot supply the demand for this type of smoke.

While the local trade as a whole does not want inferior merchandise the inquiry from customers is continuous as to the time when the price of cigars that formerly sold for a nickel will return to the old price.

Local dealers claim that a good five-cent cigar is now possible, but predict that there will be no general return to this price until the heavy revenue exacted by the government is appreciably lessened.

There is reported among local manufacturers to be no material reduction in this city in the costs of production since the war period. Cigars that sold for $32 a thousand prior to the war now must be sold for from $35 to $37 a thousand to the retailer. This, it is claimed by the local manufacturers, is just about the lowest price at which a satisfactory cigar can be made.

It is claimed that Manila brands that sell for five cents are wrapped by girls, and that in outside countries this labor is obtained very cheaply.

Local dealers report the demand for cigars has continued to increase following the war, while the demand for cigarettes has grown enormously. Men who prior to the war had not been smokers acquired the cigarette habit during the long periods of inactivity in camp.

## Big Increase in Business Despite Stamp Showing

SYRACUSE, N. Y., Dec. 31.—Cigar and tobacco factories in the Mohawk Valley show increased business in spite of the fact that the tobacco and cigar stamp tax collected during the year indicate a decided falling off in the consumption of smokes, plug and scraps, it was announced by Collector Jesse W. Clarke of the Syracuse internal revenue headquarters.

Comparatively few factories engaged in the manufacture of tobacco and cigars gave up the ghost in the Syracuse district during the past year, while there have been a certain number of new factories opened. In the latter connection, it is said that the proprietors are younger men who were either previously in business before the war or who have since their return entered the field on their own behalf.

Cigar collections for 1921 are running approximately $300,000 less than in 1920, if the figures tabulated for the first 10 months of the year offer any criterion.

The drop in receipts from the tobacco tax is not so marked, approximating only about $3,000, it is said.

In the first 10 months of the year, the tobacco tax for 1921 ran ahead of 1920 just four times, in April, June, August and September. Cigar receipts have shown a consistent falling off every month, indicating that there has been a decided slump in the number of smokers.

Plans for the annual investigation of cigar and tobacco factories in the Syracuse district were announced by Collector Clarke. Four hundred plants are destined to be visited by the field deputies assigned to the work. The revenue agents will take an inventory of all stock and in addition will make a comprehensive survey of all records.

For each thousand cigars manufactured, factories are permitted 25 pounds of unstemmed and 15 pounds of stemmed tobacco. Where the field investigators find more tobacco used for this number, additional tax will be determined and collected.

Eight men will form the tobacco party, Collector Clarke announced. Three will be veterans, while the other five will be recent recruits to the revenue force.

## Wisconsin Tobacco Market

EDGERTON, Wis., Dec. 30.—The year 1921 will not be remembered for its generosity to the tobacco industry any more than for its generosity in other endeavors of men who work, sell and buy. It has not been the worst year in the history of tobacco; if it has seemed so to many, it is because we have forgotten some of the bad years in the past, or because the glorious prosperity of the period of the war as a background makes the after-the-war conditions look like a molehill against a mountain. The depression has hit the industry. It has hit the grower and the middlemen, and the manufacturers are not acting as if they felt any glowing warmth of prosperity. It may not be much of a comfort in comparing our misfortunes with those of others worse off than we are, but it will tend to soften our cry of distress to know that in comparison with economic conditions in other parts of the world, we in this country are every day sitting down to a Thanksgiving dinner.

In the northern fields many firms are riding, looking and doing some buying. That the movement is a crawl, and not a sprint, can be judged from the fact that in all, perhaps, not over 1,500 acres have yet been bought of the 1921 crop. The importance of this statement is accentuated by the fact that so many firms already have been or are in the field doing buying. Frank P. McIntosh, the Eckhardts, Bekkedal, the Jefferson Tobacco Co., Mabbett-Harper Tobacco Co., Lorillard, the General Cigar Co., Weil (Smith & Son, Evansville), N. E. Nelson, J. A. Jenson, O. J. Jenson (Spitzner & Son), and Sweeney & Son for the Fendrich interests, and there may be others not reported to this office. With such an array of buyers at work, 1,500 acres of tobacco bought during a period of many weeks, tells graphically the nature of the speed of the movement.

The tobacco bought recently is only the type considered worth between 20 and 25 cents, the rest is passed up in this campaign.

A similar movement to pick the best may begin in the southern section in the near future if the growers and buyers can find a price level that will initiate a movement.—*Reporter.*

## Florida Tobacco Exhibit

QUINCY, Fla., Dec. 31.—According to Manager P. T. Strieder, Gadsden county will have a large exhibit at the coming South Florida Fair, including a big display of the famous tobacco grown in this section of Florida.


Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.

Correspondence solicited. Satisfaction guaranteed.

Samples sent on request.

DANVILLE VIRGINIA

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

**E. B. FICKLEN TOBACCO CO., Inc.**

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished Correspondence Solicited

Cable Address: "Lowbell" Established 1845

**W. O. SMITH & CO.**

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office: 47 Washington St., New York City

Branch Office: 431 Munsey Bldg., Baltimore, Md.

ANDREW JAMISON, President — Established 1885; Incorporated 1910

**W. A. ADAMS COMPANY**

—BUYERS AND EXPORTERS OF—

*ALL GRADES OF OLD BELT*

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

Cable "Tyack" — Codes { Western Union, Arnolds No. 5

**T. D. TYACK TOBACCO CO.**

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

**TOBACCO SEED**

**Slate Seed Company**

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

**THE STANDARDS OF AMERICA**

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

**GEORGE W. HELME COMPANY**

111 FIFTH AVENUE NEW YORK

Cable Address: "HODGE, HENDERSON"

**Hodge Tobacco Co.**
**of KENTUCKY, Inc.**
**Packers of**
**Leaf, Strips, Scraps and Stems**
**Natural or Artificial Seasons**
**Head Office: HENDERSON, KENTUCKY**
Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.
**BUYERS ON ALL WESTERN MARKETS**

**Rudolph, Hach & Co., Inc.**
REHANDLERS, DEALERS AND BROKERS IN
**LEAF TOBACCO AND STEMS**
*Main Office and Sample Rooms*
**CLARKSVILLE, TENNESSEE**
OPERATING IN
**Clarksville, Tennessee, and Springfield, Tennessee, Districts**
**Western Kentucky Districts,**
**Upper Cumberland and Air-Cured Districts**
Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.
*Correspondence Solicited.*

**G. F. VAUGHAN TOBACCO CO.**
BUYERS, REHANDLERS AND REDRYERS OF
**Leaf, Strips, Stems and Scraps**
For Home and Export Trade. Samples Submitted.
*Contracts Solicited*
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.
**LEXINGTON, KY.**

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"
**R. M. Barker Tobacco Co.**
INC.
CARROLLTON, KENTUCKY, U. S. A.
**Buyers and Dealers in Burley Leaf Tobacco**
We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*
We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*
We solicit your orders and will give same prompt and efficient attention.
SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

## Monthly Report

LOUISVILLE, Ky., Dec. 31.—The Louisville Tobacco Board of Trade presents the following tabulations in its monthly report:

*Tobacco Sales for the Month and Year to December 31*

| Warehouses | Month—Auction Sales | Month—Private Sales | Month—Total for Month | Year, Jan. 1st to Date |
|---|---|---|---|---|
| Turner | 869 | 1 | 870 | 6,749 |
| Kentucky | 2,182 | 8 | 2,190 | 17,651 |
| Main Street | 1,097 | ... | 1,097 | 11,587 |
| Planters-Farmers | 1,935 | 107 | 2,042 | 17,009 |
| Tenth Street | 1,654 | 65 | 1,719 | 11,643 |
| Louisville | 1,552 | 53 | 1,605 | 11,822 |
| | 9,289 | 234 | 9,523 | 76,461 |
| Year 1920 | | | 4,316 | 56,107 |
| Year 1919 | | | 10,374 | 74,541 |
| Year 1918 | | | 2,835 | 57,098 |

*Classifications of This Month's Sales*

| | Old Crops | 1920 Crop | Total |
|---|---|---|---|
| Burley | 86 | 5,894 | 9,120 |
| Dark | ... | 349 | 403 |
| | 86 | 6,243 | 9,523 |

*Classifications of Sales Jan. 1 to Date*

| | Old Crops | 1920 Crop | Total |
|---|---|---|---|
| Burley | 7,518 | 60,669 | 71,536 |
| Dark | 3,077 | 1,791 | 4,925 |
| | 10,595 | 62,460 | 76,461 |

*Classification of Sales to Same Date in*

| | 1920 | 1919 | 1918 |
|---|---|---|---|
| Burley | 52,286 | 66,206 | 50,525 |
| Dark | 3,821 | 8,335 | 6,573 |
| | 56,107 | 74,541 | 57,098 |

*Comparisons with Previous Years*

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| SALES— | | | |
| Total sales of new crop to date | 63,465 | 49,612 | 70,033 |
| Sales of new crop to date. Original inspection | 51,223 | 40,363 | 61,186 |
| REJECTIONS— | | | |
| Rejections this month: | | | |
| Burley | 1,995 | ..... | ..... |
| Dark | 120 | ..... | ..... |
| Total | 2,115 | 827 | 1,718 |
| Percentage of rejections to auction sales: | | | |
| Burley | 22 | ..... | ..... |
| Dark | 34 | ..... | ..... |
| Total | 23 | 19 | 20 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 16,126 | ..... | ..... |
| Dark | 632 | ..... | ..... |
| Total | 16,758 | 13,757 | 11,333 |
| RECEIPTS— | | | |
| Receipts this month | 7,774 | 4,887 | 8,888 |
| Receipts, Jan. 1 to date | 61,097 | 45,246 | 65,296 |

### Stock Report

*Receipts, Deliveries and Stocks for the Month and Year to December 31, 1921*

| Warehouses | Receipts During Month | Deliveries During Month | Receipts Jan. 1 to Date | Deliveries Jan. 1 to Date | Stocks This Date. |
|---|---|---|---|---|---|
| Turner | 634 | 951 | 5,551 | 5,137 | 1,280 |
| Kentucky | 2,065 | 3,761 | 13,948 | 13,595 | 3,158 |
| Main Street | 896 | 1,088 | 9,772 | 9,507 | 1,595 |
| Planters-Farmers | 1,909 | 3,396 | 13,285 | 11,769 | 6,180 |
| Tenth Street | 1,197 | 1,892 | 8,767 | 8,422 | 1,815 |
| Louisville | 1,073 | 2,357 | 9,774 | 9,331 | 3,257 |
| | 7,774 | 13,445 | 61,097 | 57,761 | 17,285 |
| Year 1920 | 4,887 | 5,603 | 45,246 | 47,042 | 13,949 |
| Year 1919 | 8,888 | 7,533 | 65,296 | 53,848 | 15,745 |
| Year 1918 | 3,834 | 5,708 | 51,838 | 52,613 | 4,297 |

### Special Stock Report

*Actual Count*
DECEMBER 31, 1921.

| | Hogsheads |
|---|---|
| Sold | 3,780 |
| Unsold | 13,505 |
| Total | 17,285 |

*Classification of Sold Stock*

| | Hogsheads |
|---|---|
| Burley | 3,353 |
| Dark | 427 |
| Green River | ..... |
| Total | 3,780 |

*Classification of Unsold Stock*

| | Old | 1921 | Total Hogsheads |
|---|---|---|---|
| Burley | 11,130 | 1,612 | 12,742 |
| Dark | 762 | 1 | 763 |
| Green River | .... | .... | .... |
| Total | 11,892 | 1,613 | 13,505 |

—HELM GLOVER, Sec'y.

## Total Season Sales at Lexington 1,100,900 Pounds

LEXINGTON, Ky., Dec. 31.—Tobacco sales on the Lexington loose leaf market for the week closing yesterday, totaled 1,100,900 pounds at an average above 20 cents a pound. Only two houses are selling, the Jewell, which was the first to start December 15, and the People's No. 2, which opened last Monday, after the failure of negotiations for its possession by the Burley Tobacco Growers' Co-operative Association resulted from the discovery of a defect in the title to the property.

Monday's sale at the Jewell house totaled 136,020 pounds at an average of $19.36 a hundred. At the People's the total was 110,695 and the average $26.37 a hundred.

Tuesday the Jewell handled 88,255 pounds at an average of $22.07 and the People's 92,690 pounds at $22.20.

Wednesday the Jewell house handled 118,155 pounds which brought an average of $23.09. The people's sold 123,775 pounds for an average price of $24.09. The highest priced crop of the year sold Wednesday at $41.09 a hundred, the crop grown by J. L. Butler, of Fayette county.

Thursday's sales at the Jewell totaled 110,765 pounds at an average of $22.20, and at the People's the total sold was 124,275 pounds at $24.56 a hundred.

The closing sale of the week Friday at the Jewell totaled 112,235 pounds at an average of $25.66 and at the People's the total was 82,035 pounds at an average of $23.09.

Quite a number of baskets sold above $50 a hundred and one at $66. Members of the Burley Tobacco Growers' Co-operative Association see in the sales of the unpooled crops an indication of better prices for that in the pool. Prices paid this year are more than double last year's figures in most instances.

## Light Offerings at Paducah

PADUCAH, Ky., Dec. 30.—The movement of loose tobacco has been very light during the Holidays. Sales were resumed on the loose floors on the 28th, but the offerings were very light. Prices were firm but sellers were generally displeased and rejections were rather large. The cold, dry, harsh weather had its effect on loose tobacco and it showed up badly, and no doubt some grades would have brought more money if they had been in more supple order. However, the sales were very small and will be until after the first, when we expect a large movement as soon as weather conditions are favorable.

Sales from the wagons have continued in a small way and prices have been very firm. Most dealers are in the market and showing their willingness to buy. The wagon sales have been more satisfactory to sellers than the loose floor sales, and rejections have been very few.

There has been some riding and buying in the country at the barn doors, but not as much as before the Holidays. Prices continue firm for the medium and good grades, which are selling from 18 to 35

**FRIEDBERG BROS., Inc.** LEAF TOBACCO
Dealers in All Kinds of
BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.
We operate in all principal markets of
**Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio**

**The Transcontinental Tobacco Co.**
*Importers and Exporters*
**1018 W. Main Street, Louisville, Kentucky**
Cable "Aledreux," Louisville, Ky. Codes A B C 5th Edition, Western Union, Bentleys
*Foreign Offices:* Paris, France Antwerp, Belgium Mayence, Germany Algiers, Algeria

**ALL KINDS OF LEAF TOBACCO**
Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.

cents for the leaf. Very little of the common and low grades are being bought in the country, because farmers are all expecting high prices and it is impossible to buy the cheaper grades while the better grades are selling at such high prices.

The weather has been mild and pleasant throughout the week until today. It has turned suddenly cold and tobacco has chilled out, but as soon as it moderates we expect an active movement in the market.—W. B. KENNEDY.

## Covington Market

COVINGTON, Ky., Dec. 31.—The closing sale of the week in the Covington loose leaf burley tobacco market was held yesterday at the Kenton warehouse, with an offering of 55,355 pounds of new crop tobacco. Grades suitable for manufacturing purposes predominated, and there was spirited competition for practically everything on the floor. This resulted in the highest quotations of the week, the market closing at its strongest point.

The cash value of the tobacco sold was $15,446.66, representing an average of $24.29 per 100 pounds. The highest quotation for the day was 60c per pound, paid for fancy wrappery leaf. Low grades and nondescripts again sold around 5c per pound, with a scattering offering of ordinary red leaf ruling steady around the 10c mark.

Owing to the holiday season, offerings during the past week were somewhat reduced compared with the two preceding weeks of the season. Average prices, too, were slightly lower, due to the preponderance of lower grades. The market closed stronger yesterday, however, than it opened last Tuesday, and warehousemen predict a pronounced rally next week, when sales will be resumed in earnest.

## Batavia Loose Leaf Market

BATAVIA, Ohio, Dec. 31.—Batavia loose leaf market held two sales during the Holiday week. The Wednesday sale brought out an offering of good tobacco, and the sale was active throughout, and all grades sold well. Nondescripts and common smokers sold from $3.20 to $5.50; while green trashes went at $3.30 to $7.50; common trashes, 12c to 17c; good trashes, 18 to 32c; red lugs 30 to 37c; good red leaf, 35 to 48c; bright leaf, 42 to 58c. Total offering for the sale was 72,525 pounds, with slight rejections. Floor averaged $33.24.

The offering for Friday's sale was 72,415 pounds with a rejection of 9,865; sold 62,550 pounds, at an average of $28.72. Nondescripts sold from $1 to $5.80 per 100 pound; common smokers, $6 to $13.85; tips, 10.75 to 17.75; red lugs, 25 to 36c; red leaf, 25 to 41c; bright leaf, 32 to 54c.—CHAS. A. DAVIS.

## Richmond, Ky., Market

RICHMOND, Ky., Dec. 30.—One hundred and twenty thousand pounds of tobacco sold at Home Warehouse here today, averaging 31c. Gay Brothers, of Garrard County, sold a crop of 5,000 pounds, averaging $42 per hundred.

## Liggett & Myers Tobacco Co.

The transfer books of the Registered 5% bonds of Liggett & Myers Tobacco Co. will close at 3 o'clock P. M., Jan. 16, for the payment of interest on said bonds, due Feb. 1, and will reopen at 10 o'clock A. M., Feb. 2.

### New "Variety" Store

SCOBEY, Mont.—Berdy Stephens has opened a new cigar, confectionery and pool business here.

## Appointments to Positions in Burley Association

LEXINGTON, Ky., Dec. 31.—Appointments to a number of important posts in the personnel of the Burley Tobacco Growers' Co-operative Association were announced today by Ralph M. Barker, director of warehouses of the Association. John L. Buckley, of Lexington, was appointed assistant to the director and warehouse manager for the central district. C. L. Walters, of Shelbyville, was appointed warehouse manager for the Western District; James W. Fitzgerald, of Maysville, warehouse manager for Ohio and Mason county, and John R. Crockett, of Sharpsburg, warehouse manager for the rest of the Eastern District.

Robert E. Beatty, of Lexington, was named warehouse manager for the Lexington leaf department and Charles Latham, of Lexington, was made supervisor of warehouses for the entire district. Mr. Latham's duties will consist principally of looking after the physical condition of the properties taken over by the association, their scales and other equipment, and keeping them in repair.

William C. McDowell, of Lexington, was appointed manager of the redrying department, in charge of the entire district.

All of the appointees selected by Director Barker took an active part in the campaign for the organization of the association and were loyal boosters from the very beginning of the effort to organize the farmers. With the exception of Mr. Latham, all are tobacco growers and he is an experienced warehouseman, an architect and contractor. Mr. Barker expressed gratification at his ability to enlist the services of his appointees to the various posts he has filled and said he hoped to have men of like character in the places he will fill the coming week.

Considerable progress was made the past week toward the point where the Burley Tobacco Growers' Co-operative Association can receive the tobacco of its members and make advances on the crops, James C. Stone, president and general manager of the organization, said yesterday. He was not able, however, to say when the tobaco warehouses taken over by the association would be open to receive the pooled crops.

"We have made considerable progress," said Mr. Stone, "and we are pleased with the patience manifested by the growers, which we asked for and which has been given us during the preliminary period of organization until we could select the men to have charge of the various departments of the association's business and of the property turned over to us by the owners of the warehouses.

"A splendid spirit of co-operation has been shown, not only by the growers who have signed their crops over to the association, but by the warehousemen, business men and bankers, who have carried out their part of the program outlined some months ago to such a degree as to make certain the success of the organization and the proper merchandising of the 1921 crop.

"Director of Warehouses Ralph M. Barker has been very fortunate in his selections of men to fill posts in his department and we expect that every man appointed to a position in the personnel of the organization will be the best man obtainable for the particular post that he is to fill. We want the growers to feel that their business is in competent hands and for that reason care has been taken in the making of all appointments so far made.

"We are doing the best we can to have the warehouses opened for the receipt of the crops at the earliest possible moment."

**Old Hill Side Smoking Tobacco**
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
**CLOWN CIGARETTES**
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
Louisville, Kentucky
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

**To Manufacturers of Scrap and Fine Cut Tobacco**
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

**W. R. Nagel & Co.**
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable Address—Tansy
Phone—Broad 1915
A B C 5th Edition
Arnolds & West, Union Codes
**TANSY TOBACCO CORPORATION**
*Leaf Tobacco Dealers and Brokers*
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your inquiries and Orders.
19 SOUTH WILLIAM STREET, NEW YORK

Cable: Austin, Greeneville
CODES: Arnold's No. 5, A B C 5th Ed. Improved
BURLEY BRIGHTS G STRIPS SCRAP
**LEAF TOBACCO**
**THE AUSTIN CO., Inc.**
GREENEVILLE, TENN.
*Latest Proctor System*

**J. F. SMITH & CO.** CLARKSVILLE, TENN., U. S. A.
TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
FORWARDING FOR EXPORT
Storage Capacity 5,000 Hogsheads
REASONABLE RATES

Cable address: "Phelon"
**J. S. PHELON**
*Leaf Tobacco Broker*
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam-Drying Plant
Ninth & Wing Avenue
Owensboro, Ky.

*It's*
**TOBACCO**
*You need every week*

FREDERIC LEDERER
TOBACCO
106 FRONT ST., NEW YORK
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Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND BLACKSTONE

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND TOTEM

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

EL VERSO
HAVANA CIGARS

Seven Sizes

to Please the Most Discriminating

The Deisel-Wemmer Co.

*Makers*

LIMA, OHIO

Read Tobacco and Keep Up to Date

## A Legal Plan of Reducing Bad Debts

By request I am eliminating the name and address of the association secretary who writes the following letter. Its subject matter will no doubt be interesting:

"At the last meeting of our association it was decided to ask you to be good enough to give us your judgment as to the lawfulness of a plan we would like to put into effect if it is not a violation of law. This association is composed of about 95 per cent of the merchants who do business within the ——— territory. The other 5 per cent do not amount to so much and are just as well outside the association as in it, so far as we are concerned. Our members have found that during the year 1921 their losses from bad debts have been many times as much as in any year before, which is no doubt due to the conditions of the times. Still, as we do not know how long these conditions will continue, we wish to devise some way of protecting ourselves against more bad debt losses if we can do so legally. It is not possible to do a cash business in this section. It has been tried a number of times and has never been a large success, although some firms are still in business in a small way who do it on that plan.

"Would the following plan be legal? For every member of our association to sign an agreement not to give credit to any person, firm or corporation who owes an unpaid account to any other member of the association? I should explain that we mean accounts that are overdue. The executive committee decided on a plan that when the account is actually delinquent, the name of the customer shall be at once sent to the association and at once transmitted to every member. After that nobody can give that person credit, although under the original plan they can sell him for cash. Another phase of the plan is that when an account is getting slow and it looks as if there might be some doubt as to its collection, the member whose customer this is, sends it in to the association with two stars after it, meaning something like, 'Getting very slow. Watch!' This is then also to be sent to each member.

"A motion was made that after a name had been sent out as delinquent, that nobody could sell him even for cash until he had paid the old account. A lot of our members would like to do this, but are mostly convinced that it would be dangerous. You might let us know your opinion of this also."

Part of this plan is legal, partly illegal. That part which would compel members to cease selling delinquent debtors on any terms until they had paid their old debt is in my judgment illegal and would open the members of the association to an action for conspiracy.

That part of the plan which merely contemplates a refusal to give credit to any customer who had proven himself unworthy of it is perfectly legal, and can be safely undertaken. It goes little further than a mercantile report, which has always been upheld as legal. Suppose the association merely issued to its members a report that a certain customer owed a member an account which he was not paying. Practically every member, on the strength of that report, would refuse credit to that customer, anyway. The agreement merely binds the members to do what their commonsense would constrain them to do without the agreement, provided they had the information, to which they are perfectly entitled.

*Let everybody beware, however, of sending to the association as delinquent the name of a customer who has refused to pay an account because he disputed it.* If such a customer's name is transmitted to the association and transmitted by the association to its members, and on the strength of it the members all refuse credit, the victim can surely collect damages from everybody who joined in the scheme, knowing that he was not delinquent, but was simply disputing the account. An association which makes such a plan should be *exceedingly* careful to see that the names it is asked to send out represent delinquents and not disputants.

The reason this plan is not illegal if carried out as to real delinquents is that it does not deprive buyers of what they have any vested right to have, viz.: credit. More, in the case of delinquent debtors, it deprives them of something which their record shows they are not entitled to.

The main trouble with such plans is how to enforce them. Usually there is a provision penalizing any member who grants credit in violation of it, but it can never be enforced. Since it is a legal binding contract, the man who violates it can be made to pay all actual damages suffered by the other parties to it, but you can't penalize him in the way it is usually done. It would be difficult to prove any actual damages in such a case, I think.

(*Copyright, 1921, by Elton J. Buckley.*)

## San Francisco Dealers Had Good Holiday Trade

(*Continued from page 12*)

the product of Mazer Cigar Co., Detroit. The Rinaldo Co. placed the initial order with Charles Knubel, Pacific Coast representative.

H. L. Judell & Co. announce that Mark Snover has been appointed as a road representative, making his headquarters at Fresno. L. J. Kavanaugh is also a new member of the Judell staff, being added to the city sales force as assistant to Fred Peterson. H. L. Judell, senior member of the firm, arrived from the Orient this week. Emil Judell will go East January 3, and will be accompanied by Charles "Norwood" McCormick.

George K. Drew, well-known cigar man of Richmond, having a store at 114 Washington street, passed away recently.

Fred Davis, vice-president of the Porto Rico American Tobacco Co., has been visiting in San Francisco.

C. E. Pitts, manager of the cigarette department of the John Bollman Co., has returned from a trip over his territory.

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

**List of jobbers, importers and manufacturers on application.**

**MANILA AD. AGENCY, (C. A. Bond, Mgr.)**
**15 William Street** **New York**

**SOBRINOS DE A. GONZÁLEZ**
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
**Havana Tobacco Stripping Co.**
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

**MENENDEZ & CO.**
Leaf Dealers, Packers and Exporters
OF
**TOBACCO**
Cable Parra 87 Amistad St., HABANA, CUBA

**ERNEST ELLINGER & CO.**
IMPORTERS OF
**HAVANA LEAF**
Lealtad 110, Havana, Cuba 166 Front St., New York

**LESLIE PANTIN & SON**
*Commission Merchant*
**LEAF TOBACCO and CIGARS**
Virtudes 74, HAVANA, Cuba

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
**B. DIAZ & CO.**
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502
**WALTER SUTTER COMPANY**
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

**Compañia de Abraham Haas**
ESCOGIDAS SANCTI
SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS


# Chicago Treated Most Lavishly By Santa Claus

## Chubby Old-Young Fellows With Great White Whiskers Dispensed Joy to Extent of $50,000,000—Elaborate Preparations for Spreading Yuletide Cheer and Greetings—Millions Enjoy Bounties from Well-Filled Pack—Many Cigar Stocks Cleaned Out.

CHICAGO, Dec. 31.—Santa Claus distributed $50,000,000 worth of gifts to Chicagoans this Christmas. Not since the days before the war had there been such elaborate preparations for spreading Yuletide cheer and greetings. Santa's pack over-flowed with remembrances for Chicago's three millions of young and old. The loop was jammed with shoppers the last week. State St. merchants admittedly were bewildered by the volume of Christmas business in 1921. The business depression had forecast comparatively light sales. But the volume of sales in units this year was greater than any year since the war. Nearly all of the big stores in the loop had more employes this year than last. The custom of giving useful articles was more pronounced than heretofore. Retail cigar dealers did more than they expected to do. Imported cigars had a big sale, and all stocks in the hands of the jobbers and importers were cleaned out long before the final rush came. Standard brands of clear Havana and domestic makes also went over big while the sales of cigarettes in fancy packings was the greatest the Chicago dealers have ever had.

### Picks Wood Lawn to Start Chain Stores

The more the merrier is the motto of Jack King, Inc., a new corporation for the sale of cigars through chain stores. Despite the United holding three corner leases at Cottage Grove Ave. and Sixty-third St., Jack King, Inc., has leased the 15 x 60 foot shop at 806½ East 63rd St. for ten years at $41,000 for the term. Mr. King has plans made for a number of retail cigar stores throughout the city. He has for many years been a retailer here, having conducted retail stores in the loop until only a few months ago, when he sold out.

### On Visit to Southland

E. P. Oakes has left for Key West on his annual visit to the E. H. Gato Cigar Co. factory. He will stop at his home in Georgia to attend the celebration of the 50th wedding anniversary of his father and mother.

The N. & W. Cigar Co. has leased the southeast corner of Kedzie and Lawrence avenues at an annual rental of $1,800.

The United Cigar Stores Co. has leased the corner store in the Crilly building at a rental of $60,000 for 5 years.

The McLean Drug Co., which operates a chain of drug stores here, has leased the corner store at 47th and Grand boulevard. The Schulte Co. operates the cigar department in all of the McLean stores. This will mean the entrance of the Schulte chain in this section of the south side.

### Joins Staff of E. P. Oakes

Mort Hammer, for many years sales representative of the Ryan & Raphael Cigar Co., and known to all the trade of the East and Middle West, has resigned. He has connected with E. P. Oakes and will assist Mr. Oakes in furthering the sale of E. H. Gato Cigar Co.'s brands in Middle and Western States. Mr. Hammer is a salesman of much ability and has a host of friends in the trade.

### Thanks for Thoughtfulness

E. A. Condax presented your correspondent with 100 Condax extra size gold tipped cigarettes for Christmas. "It was very nice indeed of Elias to remember me."

### Merits Mutually Appreciated

Our old friend, William A. Hickey, the big cigar merchant of Davenport, Ia., came in under the wire with a telegram expressing his best wishes to TOBACCO, and your correspondent. Bill is one of the best boosters that TOBACCO has in the Middle West.

### Greetings from Preferred

The Preferred Havana Tobacco Co. sent their customers here a very neat Christmas card.

### With Best Wishes

Cuesta, Rey & Co. did not overlook the spirit, for they sent a very handsome card, heavily embossed in gold, extending to all a bright and prosperous New Year.

### Has New Line

Just heard Tom Connor will make this territory for Teijeiro & Garcia, which house Tom connected with recently. Well known to the trade of the Central West, Tom will surely get a good reception when he arrives with his new line.

### "A Camera Story"

A full-page ad of Chesterfield cigarettes, showing various pictures of the manufacturing, or "A camera story of the making of a great cigarette," ap-


**TADEMA HAVANA CIGARS**
**ARGUELLES, LOPEZ & BRO.**
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE:
222 PEARL ST., NEW YORK
WAREHOUSE
HAVANA, CUBA

GET WISE—GET WEISS
The WEISS WINDOW TRIMMING CO.
Show Cards · Signs · Posters
Price Tickets · Window Display
154 THIRD AVE. N.Y.
Between 15th-16th Sts.
Telephone Stuyvesant 9162

peared in last Sunday's issue of the Rotogravure Section of the Chicago *Tribune*.

### Large Chicago Dispensers

The Walgreen Drug Co. now operates 28 drug stores in Chicago. They opened their first store here 12 years ago. They are one of the largest handlers of cigars in Chicago.

### A Regretted Resignation

The trade regrets to hear of the resignation of Isadore Mayer from the sales staff of Gans Bros. Issy had many friends in this section and had placed La Muna cigars in many stores. Everybody hopes to see him soon and wishes him much success in whatever new ventures he enters.

### A Last Day Stunt

The Tebbetts & Garland Co. "pulled off" a last day Christmas cigar sale that was a knockout. Using the Chicago daily newspapers, they announced a last minute sale of some domestic and all imported cigars, including the La Duse, Tom Palmer, F. Lozano, Admiration, and Antonio and Cleopatra brands at far below the regular selling box price. They also cut the price of Christmas packings of cigarettes. They went at about 15 per cent less than the regular prices.

### Friend Greets Friend

I was highly honored through the receipt of a New Year's card sent out by Louis Nathanson Co., jobbers and retailers of Minneapolis. Louis Nathanson, president of the company, and your correspondent are very close friends and Louis never forgets the New Year greeting.

The cigarette license for 1922 falls due on Jan. 1. As usual, the fee is $100, which everybody will have to dig up if he intends to handle cigarettes during 1922.

### Made Suggestions

Heavy advertising in the Chicago newspapers was carried on by the General Cigar Co., Inc., which featured Robert Burns and White Owl cigars as "suggestions for Christmas gifts."

Full page ads. of Fatima cigarettes have been appearing in the Chicago papers.

A large Cuesta-Rey glass sign has been placed in front of the S. O. Deutsch Co. store at Wabash avenue and Congress street.

### Back on the Job

Vacation days will be over on Jan. 3. when all the cigarette salesmen stationed here will be back on the job again. I know it's tough, fellows, but then we all have to work, so put your shoulder to the wheel and let's go.

### To Continue as Robert Bacon Distributors

Robert Bacon, which has been made in West Tampa by Grommes & Elson and which brand was bought recently by the San Telmo Cigar Manufacturing Co. of Detroit, will be strongly pushed here next year by Grommes & Elson, who will continue to act as distributors. Robert Bacon has enjoyed a large sale here for some years and has a very large local distribution.

### General Cigar Conference

Department managers of the General Cigar Co. branches in the Middle West held an important conference here this week. Those attending were Wm. Best, Jr., and Frank H. Harwood of the New York office, F. P. Child of Detroit, F. H. Elsner of St. Louis, Lorin Adair of Grand Rapids, C. A. Harrison of New Orleans, Chris Ogilvee of Cedar Rapids, Fred Cameron of Kansas City and Jos. P. Whitwell, Jr., of St. Paul and Minneapolis.

### New Cigar Manager

A. Y. Ossor, who for many years has been connected with the Porto Rico-American Cigar Co., has signed with Nathan Fox & Co., 215 West Chicago avenue, wholesale cigar dealers. Ossor will have charge of the cigar department, which today is one of the largest in Chicago. Nathan Fox & Co. features Lozano, Admiration, El Baton, Philadelphia Hand Made and Popper's Eight Centers. —H. L. H.

## Key West Notes

KEY WEST, Fla., Dec. 31. — The Havana American Co.'s factory which has been closed for several weeks resumed business on Tuesday.

During the absence of Thomas H. Saunders, the well-known cigar manufacturer of the city, his factory will be managed by his brother Hubert Saunders.

Distinguished visitors to the city recently were Mrs. R. H. Liggett, wife of the well-known tobacco merchant, accompanied by her two sons, Richard and Alex. The party left on the flying boat *Ponce de Leon* for Havana, where several days were spent on pleasure.

They returned Friday on the *Ponce de Leon*, and after a few hours in Key West, left for New York. Mr. Liggett had planned to make the trip with his family but, owing to pressing business, he had to forego the trip.

Those factories which closed for the holidays will reopen within a few days.

Ramon C. Almendo, connected with the cigar industry in this city, left on Tuesday night for Tampa, where he will spend several weeks.

The coroner's jury on the case of the killing of William H. Decker continues to examine the witnesses in the case. A number of witnesses have been examined and there are many more remaining to be examined.

## To Help Expedite Production

Arnold L. Ogden, vice-president and general manager of Alfred Dunhill, of London, Inc., sailed for England on the *SS. Olympic* on New Year's Eve for the purpose of assisting in expediting the increased manufacturing facilities which will become necessary in connection with the tremendous development of the wholesale business of Dunhill Pipes and Smoker's Articles, and the largely increased stock requirements which their new retail store at the Southwest corner of 43rd street and Fifth avenue, which will be opened on or about May 1, will demand.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

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PACKER AND LEAF DEALER IN
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All Kinds of Havana Leaf Tobacco
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COMMISSION EXPORTERS LEAF TOBACCO
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MANUEL A. SUAREZ & COMPANY
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ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
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*The Aristocrat of*
Imported Cigars
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St., New York

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
165 Water St., New York

HAVANA LEAF DEALERS

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
Charles the Third Cigars, 10c. and upwards.
123 Liberty St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

# PARK & TILFORD

are the

# LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**



**HAVANA CIGARS**

*The Leader in All the World's Markets*

# ROMEO y JULIETA

U. S. REPRESENTATIVE

**WM. T. TAYLOR, 50 E. 42nd St.**


## Federal Reserve Report on Tobacco Situation

WASHINGTON, D. C., Jan. 3.—The Federal Reserve Board in its monthly summary has the following to say regarding tobacco conditions:

"Movement to market of the manufactured and export types of tobacco has proceeded rapidly. When the leaf sales warehouses in Virginia and North Carolina closed for the Christmas holidays, it was estimated that three-fourths of the season's crop had been sold. The Burley Tobacco Growers' Cooperative Association has now been incorporated, and final organization plans are being made for handling the crop, but a few burley markets are open, while the dark tobacco markets in western Kentucky and Tennessee are in full operation. In all sections, prices realized are generally considered satisfactory, although it is said from the Richmond District that poor grades continue low and in little demand. The leaf tobacco situation in Philadelphia shows no change, manufacturers not yet buying to any appreciable extent, and local dealers there are consequently discouraged. The new Pennsylvania crop as a whole has not as yet been sold by the farmers. Christmas demand for cigars has been well maintained in the Philadelphia District. Jobbers have purchased cautiously, and little return of unsold goods after the holidays is expected. Many dealers at the last minute were obliged to place rush orders for additional supplies, although later in December some requests for deferred shipments came in from dealers who wished to have stocks as small as possible when taking inventory."

## Bristol Clay Pipe Factory Burns Last Kiln

LONDON, Dec. 21.—The clay pipe industry in Bristol came to an end when an old established firm burnt its last kiln. The clay pipe, which dates from the Roman era, has been ousted by the popular cigarette, and the race of pipe makers is nearly extinct. Before the war the clays could be bought as cheaply as 2d. a dozen, and most barkeepers kept a supply to distribute free to their regular patrons.

The wholesale price varied from 1s. to 6s. a gross, according to the size and quality.

Few realize the amount of labor involved in making a cheap clay pipe.

The large blocks of clay from Devonshire are first scraped to remove all dirt and then soaked in large pans. The clay is then beaten on an iron block until it becomes pliable.

Then comes the work at the bench. Small pieces are rolled by hand into shapes resembling a long tadpole. These are placed together in lots of sixteen, for the molder must reckon sixteen to the dozen to allow for breakages in the further stages of manufacture.

Each roll is perforated with a long, well oiled knitting needle and fitted into an iron mold. By means of a lever a tool is pressed down into the thick end of the mold to form the bowl of the pipe.

The shape of the bowl may represent a claw, an acorn, a fish or the head of a celebrity, or it may be quite plain.

Any great event, such as a jubilee or a coronation, used to lead to the production of new molds illustrating the event.

The mold leaves a seam on the pipe and this has to be removed by a small iron scraper. This process, known as "trimming," is generally done by women.

When the pipes have been dried they are carefully packed into "saggers"—large round pans made of clay and grit. These are placed in a kiln and baked for nine or ten hours.

When cool the short pipes, known as "cutties," are ready for smoking.

The longer "straws," varying from six to thirty inches in length, are usually tipped with colored wax. The old fashioned method was to place the stem ends between the bars of the stove and when sufficiently heated rub them with a stick of pipe wax, generally red.

This tedious method has been supplanted by a new one. The stem ends are now painted with a solution of dissolved wax and methylated spirits.

A type of clay pipe varying in length from sixteen to thirty inches used to be smoked by church wardens and aldermen at convivial gatherings. The name "church warden" has clung to pipes of this length.

The gypsies still remain faithful to the old pipe and the gypsy woman doubtless gets more pleasure from her stumpy "clay" than her fashionable sister derives from the dainty briars now being sold in London shops.


*Sweet and Aromatic*

INDEPENDENT

CIGAR FACTORY

**M. L. FERNANDEZ, Proprietor**

Cable: "Belinda"

**96-98 GERVASIO STREET HAVANA, CUBA**

**N. E. NICHOLS**

United States Representative

8-10 WEST 45TH STREET - - - - - NEW YORK

Telephone: Murray Hill 8427



# GARCIA GRANDE

Mild Havana Cigar

STANDARD MAINTAINED ALWAYS

Jobbers feature the

*GARCIA GRANDE*

for

*Reason No. 1.* They can always rely upon its uniform quality.

*Reason No. 2.* The smoker, the final judge, always comes back for more.

**J. KLORFEIN, Manufacturer**

476-478 Broome St. NEW YORK 62 Wooster St.



OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.

**PASBACH-VOICE**

LITHOGRAPHING CO. INC.

ART LITHOGRAPHERS

GRAND STREET AND MORGAN AVENUE

BROOKLYN, N. Y.

CIGAR LABELS—CIGAR BANDS

## Tampa News

(*Continued from page* 5)

Co.'s cigar factory, Manager Mariano Alvarez, assisted by Mrs. Alvarez, entertained the presenters of the gift informally at the residence yesterday afternoon. Fruit punch and cake were served.

The following employed in the packing department of the factory were guests of Mr. and Mrs. Alvarez: Mrs. Traviesa, Mrs. E. P. Owens, Mrs. A. Martineau, Mrs. R. W. McFadden, Mrs. I L. Williams, Mrs. Anna Mayo, Mrs. G. M. Robbins, Armando Rodriguez, assistant manager, and Eugene Fernandez, cashier.

### Buys La Reina Co.

S. C. Rainey has purchased the La Reina Cigar Co. from the Eli Witt Cigar Co. and has merged with Salvador Rico & Co., becoming general sales manager for the combined firm. He will divide his time between Tampa, Macon and the road.

### To Erect New Factory Building

E. Henriquez, of Henriquez Cigar Co., reports that they will put up a three-story factory building, having all modern improvements, on the site of the one recently burned. Architects are busy preparing plans and estimates for both wood and brick construction, and it is probable that the building will be of brick. Work on building will commence as soon as plans are perfected.

Handicapped as they are through the loss of their factory by fire, the Henriquez Cigar Co. are keeping up with the procession. Their two salesmen on the road and one in St. Louis are deluging them with orders for January delivery. E. Henriquez says there are no holidays for them.

### Closed Satisfactory Season

According to H. F. Deitrich, of A. Alvarez & Co., they closed on the 29th a most satisfactory season's trade. They are taking inventory and will reopen on the 2nd, and will be kept busy filling the generous orders received for January delivery.

Fred Davis, of New York City, vice-president of the New York-Tampa Cigar Co., is expected to arrive in Tampa early in January. J. Levy, manager, states that they will reopen on the 2nd with a full force.

José Arango, of José Arango & Co., reports that the rush of orders are keeping them busy all the week. They will rest on the 1st, and then close for a few days to take inventory.

José M. Diaz, of New York City, president of the Bustillo factory of the Preferred Havana Tobacco Co., and Superintendent H. F. Davis left on the 25th for an extended stay in Havana.

The shipping department of Garcia & Vega is getting no rest these days. The cigarmakers are taking the usual holidays, but will be back in force at their benches on the 2nd or 3rd.

Leo Gottsegen, manager of Gradiaz, Annis & Co., left today for New York. He is to return some time in February.

H. M. Lott, leaf dealer, has gone to New York. Before returning he will look over the new crop of tobacco there and in Connecticut. He will be absent about 30 days.

### Combining Pleasure with Business

Robert S. Tatum, sales manager for A. Yanez & Co., is entertaining L. J. Hackett, a prominent jobber of Louisville; O. M. Knight, of the Federal Cigar Co., jobbers of Chicago, and D. F. Williams, of Williams Bros., of Salisbury, N. C., all handling the Miss Tampa cigar in their respective territories. They are enjoying the Florida sunshine and oranges as well as the hospitality of their Tampa friends, and will return north next week.

H. L. Smith and H. Gluding, formerly operating at Bradentown, have moved to Tampa, and have bought the factory fixtures of Gullo Bros. at 1707 Twentieth street, where they will operate as the Braden Cigar Co.


*BRANDS THAT BUILD UP BUSINESS*

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL

S. H. FURGATCH Y CA., 75th Street & Avenue A., New York

LA DALINA
MILD HAVANA
CIGAR
Made in All Sizes by K & C Cigar Co.
KRAPKO & COHEN
Proprietors
1455 Nostrand Ave., B'klyn, N.Y.
Also Makers of the Marusalo Cigar

OLD PORT
10 for 30c
CUBAN AMBASSADOR
10 for 35c
These Little Cigars Offer a Large Profit to Dealers
H. WEISS, Mfr.
746 Third Ave., New York City

Don Julian
*Distinctive Havana Cigars*
Manufactured By
GRADIAZ ANNIS & CO.
75th Street and East River, New York

Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Established 1873 Manufacturers New York

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HAVANA CIGARS
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FLOR DE NARVEZ
VICLO
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EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF:
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

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& BROS.
Manufacturers of
*World's Finest Havana Cigars*
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
**CONNECTICUT LEAF TOBACCO**
96 COMMERCE STREET HARTFORD, CONN.

**B. RAPAPORT**
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

**HATHEWAY & STEANE**
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES
125 Maiden Lane
WAREHOUSE
12-24 Mechanic St.
PLANTATIONS
West Suffield
Poquonock
South Windsor
E. Windsor Hill

**M. J. GANS** PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

**A. N. SHEPARD & SON**
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

# Connecticut Tobacco Market Continues to "Lag"

## New Year Finds Growers Holding Larger Quantity of Unsold Weed Than for Many Years—Make Loud and Strenuous Complaint—Very Little of the 1921 Crop Has Changed Hands—Farm Bureau Appoints Sub-Committes.

HARTFORD, Dec. 31.—With the closing of the year there is a much larger quantity of tobacco held in the growers' hands unsold than has been for many years, and the growers are at a loss to understand why the market is so dead, as reports show that manufacturers have been increasing their working forces each week, and yet they are led to believe that there is no demand for tobacco. Very little of the 1921 tobacco has been bought up to date, and that which has been bought up is Havana seed, which has been bought up fairly close; but in the Broadleaf section only a few sales thus far have been reported. In addition to the growers holding the 1921 crop many are still holding the 1920 crop and at the present time there seems to be very little call for 1920 tobacco. A year ago the market was fairly active at this time and Broadleaf assorted was sold at prices as high as 90 cents per pound, with an average of over 80 cents, and this was the highest price ever paid in the Connecticut valley for tobacco.

To grow the 1921 crop the growers found that the acutual cost of production was not anywhere near pre-war levels, yet the trade seems to think that the crop should be bought at pre-war prices, and even lower. Despite all the lower prices which the packer is talking, it is very noticeable that the retail prices of cigars have not yet reached the pre-war figures and there is no immediate indication that they will. The grower thinks that he should not make good any and all losses that have been made between him and the final consumer—not all at once. There is no question but that prices slumped with the dealer who had a lot of high priced stock on his hands and that he was obliged to take a loss, but on the other hand the growers say that the dealers had a quantity of tobacco on hand, bought on a much lower market, and that the price ran up to the peak, and that they made a handsome profit.

Many facts are known to the growers who keep posted, and they are inclined to think that there is an understanding among the packers about the buying of the 1921 crop.

The argument, as printed in your issue of December 8, showing the line as presented by Mr. Fox for the National Cigar Leaf Men at the hearing on the Tariff bill before the Senate Finance Committee on December 7, seems to come out very plain about the producer of tobacco. The paragraph referred to is as follows: "As it is perfectly apparent that the price of the popular cigar can not be raised under existing conditions, the cigar manufacturer, if the cost of his Sumatra wrappers is increased, would be obliged to choose between two alternatives—equally disastrous to the country at large—of reducing the wages of his employes, or cutting the price he pays the farmers who grow his binders and fillers."

Another section as printed: "If the price is raised because of the increased duty, the cigar manufacturer will have no alternative but to reduce the price he can pay for domestic wrappers, binders and fillers, unless he can cut the wages of his workmen, which now appears to be out of the question."

Recent figures show that the actual cost for manufacturing cigars is about 20 per cent less than in 1919 and 1920, and that there has been a decided reduction in the various accessories necessary to the manufacturing cost, but the retail prices of cigars are still held up.

The grower in the Connecticut Valley is "wise" to these facts, and feels that he is expected to stand on his crop a much lower reduction than is his proportion, as prices suggested are about 50 per cent lower than they were a year ago.

During the past week a sub-committee to aid the tobacco growers in disposing of their crops of Broadleaf and Havana seed were appointed at a meeting of the general tobacco committee of the Hartford County Farm Bureau. The new sub-committees are as follows: Credit, Improvement and Finance, A. E. Bidwell of Glastonbury, H. Z. Thompson of East Granby, W. W. Thompson of Warehouse Point; Standardization of Tobacco Grades, L. P. M. Hickey of East Hartford, J. T. Burgess of Enfield, G. W. Phelps of Suffield; Uniform Selling Contracts, L. P. M. Hickey of East Hartford, W. W. Thompson of Warehouse Point, J. J. Anderson of Avon; Marketing, H. A. Middleton of Broad Brook, J. F. Driscoll of South Windsor, and F. H. Ensign of East Hartford, G. F. Peckham of Suffield, S. F. Brown of Windsor, S. H. Phelps of Enfield, L. L. Grant of Buckland; Fertilizer Purchasing Pool Committee, L. L. Grant of Buckland, R. B. Spear of West Suffield, A. D. Ellsworth of Broad Brook, R. E. Case of Granby, and A. E. Bidwell of Glastonbury.

S. O. Ranney of Suffield, a well known cigar manufacturer has sold his place to Leo Egner of Windsor Locks, Conn. The sale not only includes the buildings and about 30 acres of land, but also the cigar factory in which the Crown Jewel brand was made. This place was the home of the late Benjamin Woods, where he established a cigar factory in 1855, and manufactured the popular cigar Crown Jewel. The business was continued after his death, and from 1887 to 1916 by his son-in-law, S. O. Ranney, who transferred the business in 1917 to his son, B. W. Ranney, who later moved the manufacturing business to East Hartford where the Crown Jewel is still being made. In addition to the cigar manufacturing, Mr. Ranney is the local representative for E. Rosenwald & Bro., large tobacco packers of New York City.

C. C. Goodrich of this city, who suffered a shock last summer while going through tobacco plantations in Portland, Conn., in which he was interested with his son, died this week. Mr. Goodrich was connected with the Hartford & New York Transportation Co., which operated a line of steamboats between this city and New York, and also operated tugs hauling freight to points along the Connecticut river.

This season there have been more tobacco fires than usual and this week saw another in Suffield, which makes a total of ten. This latest fire destroyed twenty-six acres of Havana tobacco owned by A. R. Ford, and stored in a barn owned by Postmaster Edward Perkins, and caused a loss of $17,000, partially covered by insurance. The origin of the fire is unknown and was discovered at 2 o'clock in the morning.

It is rumored that there will be attempts to buy some of the 1921 crop next week if the "price is right."

Growers have been plugging away assorting and some are well along and about finished and are now ready to sell and deliver their crops.

**L. B. HAAS & CO.** Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Mexico* — *Dec. 27*

| | Cases |
|---|---|
| Fox Bros. & Co. | 1 |
| British-American Tobacco Co. | 7 |
| Stearn & Co. | 1 |
| Fletcher Hardware Co. | 1 |
| R. T. Lane | 5 |
| Acker, Merrall & Condit Co. | 12 |
| G. W. Faber | 23 |
| E. A. Pattengill | 1 |
| Park & Tilford | 6 |
| G. S. Nicholas & Sons | 10 |
| G. Nicholas & Co. | 3 |

### Tobacco from Cuba

*S. S. Mexico* — *Dec. 27*

| | Bales |
|---|---|
| Sartorius & Co. | 220 |
| E. A. Krausman | 50 |
| Friend & Co. | 108 |
| J. Sutter & Sons | 51 |
| S. Hussey Leaf Tobacco Co. | 30 |
| Kaiser & Boasberg | 94 |
| Congress Cigar Co. | 166 |
| F. Miranda & Co. | 23 |
| S. L. Goldberg's Son | 1 |
| Yocum Bros. | 38 |
| E. Rosenwald & Bro. | 200 |
| S. Ruppin, Inc. | 74 |
| J. Negriera | 15 |

| | Barrels |
|---|---|
| S. L. Goldberg's Son | 16 |
| Morris Rosenberg & Co. | 100 |
| Fernandez La Rosa Co. | 10 |
| M. A. André | 15 |
| Hinsdale, Smith & Co. | 298 |
| Palmer & Co. | 15 |
| Friend & Co. | 41 |
| J. Sutter & Sons | 29 |
| S. Hussey Leaf Tobacco Co. | 39 |
| John H. Goetze & Co. | 37 |
| San Telmo Cigar Mfg. Co. | 10 |
| M. Vega (Chicago) | 34 |
| Maurice Winter & Co. | 47 |
| T. F. Healy | 11 |
| W. K. Gresh & Sons | 2 |
| New York & Tampa Cigar Co. | 21 |
| S. Ruppin, Inc. | 354 |
| Max Schwarz | 47 |
| C. D. Stone | 8 |
| Stern, Mendelsohn Co., Inc. | 250 |
| J. Negriera | 5 |

| | Packs |
|---|---|
| Friend & Co. | 35 |
| S. Hussey Leaf Tobacco Co. | 2 |
| M. Vega (Chicago) | 3 |
| T. F. Healy | 8 |
| S. Rossin & Sons | 174 |
| Yocum Bros. | 17 |
| Consolidated Cigar Co. | 104 |
| G. M. Beyea | 104 |
| Max Schwarz | 11 |
| Warehouse Safe Deposit Co. | 35 |
| Stern, Mendelsohn Co., Inc. | 17 |

*S. S. Siboney*—Jan. 1

| | Bales |
|---|---|
| I. Kaffenburgh's Son | 279 |
| A. M. Leon | 50 |
| E. Rosenwald & Bro. | 25 |
| John H. Goetze & Co., Inc. | 5 |
| N. Y. & Cuba Mail S.S. Co. (Rotterdam, Holland) | 25 |

| | Barrels |
|---|---|
| Walter Sulter Co. | 10 |
| John H. Goetze & Co., Inc. | 25 |
| Barron Bros. (Chicago) | 5 |

### Cigars from Porto Rico

*S. S. San Lorenzo* — *Dec. 26*

| | Cases |
|---|---|
| United Cigar Stores Co. | 17 |
| Porto Rican-American Tob. Co. | 134 |
| J. Pastrana & Co. | 2 |
| Infanzon & Rodriguez | 17 |
| *S. S. Cayo Mambi* — *Jan. 2* | |
| Porto Rican American Tob. Co. | 143 |
| American Cigar Co. | 23 |

### Tobacco from Porto Rico

*S. S. San Lorenzo* — *Dec. 26*

| | Bales |
|---|---|
| Porto Rican-American Tob. Co. | 10 |
| Durlach Bros., Inc. | 102 |
| Villar, Lanza & Co. | 13 |
| Julius Marqusee & Son, Inc. | 73 |
| Leo Hirsch | 26 |
| J. Salgado | 2 |
| Rosenstadt & Waller | 58 |
| Robert Gans | 34 |
| A. Riera | 10 |
| J. B. Lichtenstein & Co. | 90 |
| Wm. Schall & Co. | 10 |

| | Barrels |
|---|---|
| Rosenstadt & Waller | 50 |
| Portocuba Corp. | 125 |
| Durlach Bros., Inc. | 42 |
| Ernest Ellinger | 10 |
| Wm. Schall & Co. | 13 |
| Julius Marqusee & Son, Inc. | 31 |
| Leo Hirsch | 170 |
| P. San Miguel | 11 |
| Pedro Costa | 19 |
| Bosch Bros. | 43 |
| Max Gans & Sons, Inc. | 25 |

*S. S. Edith* — *Dec. 31*

Durlach Bros., Inc. ..... 42 Bales
Durlach Bros., Inc. ..... 60 Barrels

*S. S. Cayo Mambi*—Jan. 2

| | Bales |
|---|---|
| J. Cohn & Co., Inc. | 95 |
| Durlach Bros., Inc. | 102 |
| Julius Marqusee & Son, Inc. | 72 |

| | Barrels |
|---|---|
| J. Cohn & Co., Inc. | 40 |
| Pedro Costa | 140 |
| H. W. St. Johns & Co. | 5 |
| Rosenstadt & Waller | 65 |
| Julius Marqusee & Son, Inc. | 139 |

*S. S. Algonquin*—Jan. 3

W. Bierderman & Co. (Bremen, Germany, via New York). 119 Bales
Latham & Co. (Havre, France, via New York) ..... 1,155 Seroons

### Tobacco from London

*S. S. Union City* — *Dec. 28*

| | Bales |
|---|---|
| National City Bank | 245 |
| Order | 195 |
| National City Bank | 40 Cases |

### Tobacco from Rotterdam

*S. S. Nieuw Amsterdam* — *Dec. 27*

| | Bales |
|---|---|
| M. Maier | 10 |
| G. L. Blake | 50 |
| J. De Vries | 54 |
| C. J. Waxelbaum | 35 |
| Standard Comm. Tob. Co. | 72 |
| H. Duys & Co., Inc. | 112 |
| Rapp-Muller Co., Inc. | 62 |
| W. Van Doorn | 5 |
| Order | 2 |
| J. De Vries | 1 Case |

### Tobacco from Constantinople, Smyrna, Piraeus

*S. S. Constantinople*—Jan. 2

| | Bales |
|---|---|
| Standard Tob. Co., Inc. | 3537 |
| American Express Co. | 967 |
| Irving National Bank | 558 |
| Stephano Bros. | 32 Cases |

### Tobacco from London

*S. S. Vindelia*—Dec. 31

Melachrino Tob. Co. ..... 368 Bales
Melachrino Tob. Co. ..... 9 Cases

*(Continued on page 33)*

Facsimile of Package

# LA TURKA

a

*Turkish Blended Cigarette*

packed

**20**

for

**18**

cents

## La Turka Satisfies the Smoker

*Jobbers & Retailers Should Stock La Turka's They Sell*

**SAMPLES CHEERFULLY SUBMITTED**
**PRICES ON APPLICATION**

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# Philadelphia Agreeably Surprised With Old Year

## Trade Experiences of 1921 Have Turned Out to Be More Satisfactory Than Expected—Holiday Business in the Main Was Gratifying—Standard Brands Moved Out Well—Business Had Firm Tone—Interesting Trade News.

PHILADELPHIA, Jan. 3.—Closing of the books at the end of the year has enabled the trade to determine in terms of dollars and cents not merely of opinion, just what were the trade experiences of 1921. There were agreeable surprises generally. The special Xmas trade, almost universally exceeded expectations and there remain from it no mementos in the shape of unsold stock to be carried over. Virtually all the special holiday packings were disposed of. Sales of staple lines were larger than most dealers had anticipated; it was only those who loaded up with nondescript stuff whose chief attractions were a gaudy label and a low price who really were "stuck."

### Made Good Average

Reviewing conditions for the entire year it has been trade experiences that actual results were very much better than had been anticipated; that the year was by no means a highly prosperous one, to be sure; on the other hand, it was not one of great loss, either. Taken all in all it closed gloriously, and with a growing market, presaging good business for the new year just starting.

### Demand for Cigars Held Up Well

Taking in the wide sweep of the Third or Philadelphia Federal Reserve District, the first of importance in cigar manufacture in the entire United States, the Federal Reserve Bank says in its outlook on business and financial conditions under date of January 1:

### Cigars

"The Christmas demand for cigars has held up well this year and in general has been satisfactory, at least to the manufacturers in the Third Federal Reserve District. Business has had a firmer and more substantial tone than in previous years as jobbers have purchased more cautiously, taking care not to overestimate requirements. Manufacturers have encouraged this policy, for they wish to avoid the cancellation of orders and the return of unsold goods which would result after the holidays, should the dealers be unable to dispose of the stocks they purchased for holiday requirements. The trade feels that such a possibility has been avoided this year. Indeed, instead of ordering in excess, many dealers failed to purchase enough cigars and at the last minute were obliged to place rush orders for additional supplies. Consequently, many manufacturers had more business than they had expected.

"Later in the month, however, requests for deferred shipments began to come in, though not in large numbers. These requests came from dealers who wished to have stocks as low as possible at the close of the year when inventories are taken, and they were not unexpected by manufacturers. A slump in business is customary in the latter part of December and the first of January, but this year there will probably be less of a decline than there was last December and January, when sales of cigars fell off 30 per cent, for dealers' and manufacturers' stocks are lower and the general demand for cigars is better.

"In this connection the accompanying table is given showing sales of internal revenue stamps on the different classes of cigars for certain months.

"It will be noted that the totals for September and October of this year are still well below those for the corresponding months in 1920—approximately 10 per cent in both cases. Substantial decreases occurred in the succeeding months last year, however, and sales in January, 1921, were the lowest on record. The most interesting feature of the table is its indication of the changes that have taken place in the sales of the individual classes. Comparing the class totals for September and October in 1920 and 1921, it will be seen that whereas the sales of Class A cigars were much greater this year than last, those of all other classes were very much smaller. This illustrates the manner in which the cigar industry met the demand for cheaper products without making any material reductions in existing prices. The constant increase in the sales of Class A cigars can be attributed in part to reductions on certain brands that had risen to a Class B level during the period of high prices; but it is chiefly due to the entirely new brands of five-cent cigars that have been placed on the market to meet the popular demand for cheaper goods. Manufacturers making these sizes report that the demand seems to be insatiable. Sales of Class B cigars have fallen nearly 30 per cent within the year, and of Class C almost 25 per cent. Comparisons of figures of Class C sizes mean very little, as this class covers a wide range of popularly priced cigars among which a shift in demand has occurred. For example, ten-cent cigars are selling practically as well as they did last year, whereas the fifteen-cent sizes, in the same class, are not so popular. The expensive cigars in Classes D and E have fallen off considerably.

"Collections are generally considered to be satisfactory, but few firms report that they are slow.

### Leaf

"The leaf tobacco situation in Philadelphia shows no change, and local dealers are consequently discouraged. Manufacturers are not yet buying to any appreciable extent, except in the cases of a few firms who are doing a big business and who consequently need tobacco, and are able to pay for large quantities. Some of the local manufacturers were active purchasers of 1920 Pennsylvania leaf during the past month. Other scattered purchasers are reported from the growing regions, but the new crops as a whole have not as yet been sold by the farmers. What the prices for this year's crops will be is still problematical. The import grades are meeting with better demand than the domestic, in some cases because prices have been reduced, and in other because of the scarcity of good tobacco available."

Holiday week, of ourse, was little given over to business cares save for the forces of the accounting rooms. The sales and executive forces made merry, and in most organizations all the sales force visited headquarters to plan for that intensive salesmanship which is the order of the day under the changed conditions when the seller must do the

(*Continued on page 33*)

**Cigars for Which Stamps Were Sold by Collector of Internal Revenue in the Philadelphia Federal Reserve District**

| 1920 | Class A (under 6c.) | Class B (6c.-8c.) | Class C (9c.-15c.) | Class D (16c.-20c.) | Class E (over 20c.) | Total large cigars |
|---|---|---|---|---|---|---|
| September... | 145,713,000 | 206,225,000 | 307,327,000 | 13,059,000 | 6,316,000 | 678,640,000 |
| October..... | 152,258,000 | 203,664,000 | 326,143,000 | 16,727,000 | 6,007,000 | 704,799,000 |
| November... | 154,274,000 | 192,539,000 | 295,793,000 | 18,147,000 | 7,307,000 | 668,060,000 |
| December... | 119,334,000 | 148,355,000 | 217,745,000 | 16,653,000 | 4,040,000 | 506,127,000 |
| 1921 | | | | | | |
| January..... | 127,046,000 | 147,317,000 | 176,891,000 | 9,718,000 | 1,826,000 | 462,798,000 |
| July..... | 176,746,000 | 153,840,000 | 223,123,000 | 9,136,000 | 1,753,000 | 564,598,000 |
| August..... | 201,630,000 | 170,686,000 | 236,473,000 | 11,155,000 | 2,095,000 | 622,039,000 |
| September... | 201,074,000 | 168,818,000 | 231,024,000 | 11,101,000 | 2,411,000 | 614,428,000 |
| October..... | 205,161,000 | 167,235,000 | 248,419,000 | 11,888,000 | 3,104,000 | 635,808,000 |

# Pennsylvania Tobacco Industry Has Quiet Week

**Inventories and Profit and Loss Accounting Hold Center of the Business Stage—Cigar Manufacturers Enjoyed Successful Year—Disposed of Millions of Cigars—Are Objects of Envy—Few Tobacco Sales Noted—Prospects Encouraging.**

LANCASTER, Pa., Dec. 31.—This was an "off" week for every branch of the tobacco industry, so far as business is concerned. Manufacturers are head over heels in work getting their inventories ready for Uncle Sam, and at same time making up their records of sales, profits and losses for the year.

A salesman calling on the trade this week would have been looked on as an intruder and would have received scant courtesy.

### Had Successful Year

The cigar manufacturers, especially in York County, have had a prosperous and, from a business standpoint, successful year. They have disposed of millions of cigars; spent millions for labor and materials, and their ledgers show that they, one and all, have made money, despite the general slump in other lines of business throughout the country.

### Cigar Men Envied by Others

Cigar manufacturers can well be proud of the showing they have made in the industrial pursuits this year, and they have been so uniformly successful that they are looked upon with envy by manufacturers in other lines of trade.

There hasn't been one single failure of a cigar manufacturer in this section in the past year—an unprecedented record in the history of the cigar business.

York County's success has been and is attributed to the making of a good 5c. cigar which product "took" and made an instantaneous success with both the trade and the consumers.

The larger interests are beginning to see that they will have to produce a 5c. cigar or lose business, and they are leaving no stone unturned to get into a position to do so. Bayuk Bros., of Philadelphia, are putting on the market a 5c. cigar with a Connecticut pinned wrapper. It is the Chas. Thompson, and they have already booked orders for millions of them to be delivered early in January.

Economic principles seem to be prevalent throughout the country and people are mending their extravagant ways acquired during the war, and are beginning to see and feel that economy in their purchases of all kinds of merchandise will be their watchword from now on.

This is a commendable stand for the public to take, for it has a tendency to bring business back to normalcy in a few short months. Tobacco and cigar business is following the trend of the times, and farmers are beginning to realize that they must dispose of their tobacco crops at a price commensurate with business conditions.

There were a few sales made here this week. They, however, were negligible as holiday conditions kept the buyers away, and this state of thing happens every year, and this one is no exception.

Stephen Sechrist, of H. L. Haines & Co., Red Lion, Pa., accompanied by W. C. Neff, of W. C. Neff & Co., Red Lion, were here this week and bought from Jacob Rosenberg who packed at Lititz, Pa., 73 cases 1920 bulk-sweated fillers. M. Rosenberg is retiring from the tobacco business and has gone into the manufacturing of porch-shades in Philadelphia.

The Henry Weil warehouse, now occupied by Hipple Bros. & Co., of Philadelphia, will be vacated by them Jan. 3. They have rented the warehouse 330 N. Christian St., this city, now occupied by Horowitz Bros., of Pittsburgh. Horowitz Bros. have rented the big brick warehouse owned by R. M. Grant & Co., of this city, on West Grant St., and are moving in Jan. 3. They gave up their warehouse at Lititz, preferring to concentrate all their efforts in the packing line in this city.

Jack Minkoff, of Minkoff Tobacco Co., this city, has just returned from a visit to Florida, where he purchased enough of the finest grades of Florida tobacco to last him for the year 1922. "Jack" reports business good and is very optimistic in his prophecies for the conditions in the new year. He states he has sold large blocks of seed tobacco as well as Sumatra, Havana and Florida for early delivery. "Jack" is some hustler, out every day looking for orders, and judging from his smile and contented look, he must have landed them.

Buying of the 1921 crop will start in a few weeks, and the opening prices will be from 12 to 15c., and the buyers are expressing their opinions that if they strike a farmer using water to prepare his tobacco for the market, or if they find he is handling his tobacco in a slipshod or slovenly way, they will leave this man severely alone.

Tobacco this year may be stripped and graded properly to command anywhere a fair price.

Packers have lost thousand of dollars through poorly handled and watered crops, as such goods invariably go to black-rot when sweated and for this reason they are more careful this year than ever before.

There is enough tobacco to supply every demand, and for that reason, packers can afford to pick the crops they will buy.

Everything looks bright for good business during 1922 and the tobacco men should get their share of it.

"Happy New Year" to you and all readers of TOBACCO, and all my friends in the tobacco industry.—DICKIE.


"Line 'em up in the Case"

Are you getting your full share of the El Producto business? Are you making the most of the dominating El Producto advertising?

The best way to capitalize on the best quality seller in the market is to line them up in the case.

Carry all the popular sizes—not only the 10c Bouquet, but the popular Blunt and Favorita, the big Corona and the extraordinary selling Escepcionales. And the other sizes are equally popular.

When you recommend El Producto you are recommending a fast-selling cigar whose quality never varies. For steady, consistent profit, that brings customers into your store time and time again, there is nothing to compare with El Producto.

G. H. P. Cigar Co., Inc.
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EL PRODUCTO
*for real enjoyment*

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*13c or 2 for 25c*

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Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
*Samples cheerfully submitted upon request*

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*If It's* TOBACCO *We Have It*
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**Big Savings**

**TUXEDO,** 1¾ oz. tins, 3 gross to case, $1.10 per doz.

**BULL DURHAM** A large quantity packed 5 gross to case, 20% below listed prices.

**Quality, perfect, not to compare with other distressed damaged lots. We guarantee our goods 100% sound.**

**Stocks carried in Chicago. Prices net cash, no discount.**

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CAN NOW GET
DILL'S BEST
THROUGH ANY
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RICH IN SMOKING VALUE

**Many Shapes** **Many Sizes**

AMERICAN EXCHANGE CIGAR CO., Makers

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**CIGARS**

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**CIGARETTE FACTORY SUPPLIES**

Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.

*Write or phone for quick service.*

New York Cigarette Machine Co., Inc.

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# Germany as a Trade Center for American Tobacco

BERLIN, Dec. 5.—American producers and exporters of tobacco should be interested in a statement submitted to the National Economic Council by the Tax Committee of the United German Tobacco Interests, comprising commerce, industry, trade and labor. This statement was issued as a protest against increased taxation which would stifle consumption. It is pointed out that decreased consumption in Germany would lessen imports of American tobacco not only to the extent of the shrinkage in home consumption, but would also tend to kill the German tobacco trade in Europe. Concerning the foreign trade the statement says:

German trade in overseas tobaccos, centered at Bremen and Hamburg, was an essential factor in German economic life before the war. Success of this foreign commerce depended upon a flourishing tobacco industry within Germany itself, an industry which was in a position to find a home market for all the various grades of tobaccos and to cater to the many-sided demands of the manufacturer as well as of the consumer. On the other hand, tobacco commerce could not thrive in countries having a monopoly or, as in the case of England, a trust system which was equivalent to a monopoly. Lack of variety in manufactured goods had a deadening influence upon commerce in monopoly countries. For in those countries compulsion as to brands acted as a straight jacket, stifling sales and trade, confined to a limited number of established brands.

In spite of strong competition on the part of Rotterdam and Amsterdam, Germany, before the war, was always able to maintain its position. Bremen and Hamburg were the world's staples for American tobaccos, while Amsterdam and Rotterdam were the world's staples for East Indian tobaccos. During the war, of course, the preponderance of trade in American tobaccos gravitated towards Dutch markets. In addition, Danish, Belgian, English, and, to a considerable extent, French interests, during the war and in post-war times, made strenuous efforts to capture the tobacco trade formerly held by Bremen and Hamburg. In Paris, for instance, a large company having a capital of 62,500,000 francs was formed for the expressed purpose of appropriating the German foreign tobacco trade. But the prestige of our Hansa cities has been in a fair way to recapture for them their former leading position. At an increasing ratio foreign shippers again turned to Bremen and Hamburg as distributing centers, to such an extent as to permit the prediction that within reasonable time all the countries formerly making their purchases at German ports, including even France, would soon be compelled to again make their purchases in German markets, for German merchants, backed by a versatile consumption at home, were in position to sell cheaper than even the producers themselves. The versatile employment of all grades of tobacco of every conceivable origin offered by the German market assured German merchants of trade in all countries. The extent of this foreign trade is exemplified by the fact that, for instance, Argentina, before the war, bought a large part of her Brazil and Havana tobacco in German markets, although the countries of production were much nearer to her than Germany.

The importance of Germany's export trade in raw tobacco was shown in the statistics for 1913. In that year its value, including that of domestic tobacco exported, amounted to 46 million gold marks. These exports went to all European countries and, in part, also to overseas countries. The value of foreign tobacco sent to Germany in consignments was estimated to amount to from 35 to 40 million gold marks annually in the years before the war. To this amount should be added those very considerable purchases made for the German trade itself which amounted to approximately the same figure. However, a return of this flourishing trade, now in a state of promising resurrection, is only possible when backed by a strong tobacco industry in Germany which is not compelled by heavy taxation to confine itself to a limited and small number of brands. It is hardly necessary, under the circumstances mentioned, to point out the benefits derived by Germany from ocean freights, wages and foreign exchange and the importance of tobacco in the movement for the reestablishment of Germany's foreign trade and shipping as a whole. Crippling the German tobacco industry by exorbitant taxation would kill German trade in raw tobaccos, as it would gravitate to Dutch markets which are already doing an immense business in East Indian tobaccos.

French attempts in South America to take the tobacco trade away from Germany, concentrated upon Brazilian tobacco, have failed, according to a statement published by the Dresden *Review*.


**PERFECT LITHOGRAPHY**
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PRINTED AND EMBOSSED
**LABELS, WRAPPERS, ETC.**
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

## St. Louis Had Surprisingly Good Holiday Trade

(*Continued from page* 4)

the latter made by the Mendelsohn Co., said the sale of these two brands had been the very best in the history of the St. Louis territory. Mr. Baldwin was particularly pleased with the business as he was responsible for the showing, together with the class of these two brands. He is going to find it hard work to beat the record of sales made last year, but he is going to try and with his hustling ability, there is no doubt but what he will succeed.

### Trade and Personal Paragraphs

Fred H. Elsner, manager of the General Cigar Co., Inc., was in Chicago this week, attending the annual meeting of the middle west managers of that corporation.

Arthur E. Harms, president of the Peter Hauptmann Tobacco Co., did his duty as a citizens by serving on the December Grand Jury.

M. C. Gill, who was formerly treasurer of the Parker Distributing Co., of Peoria, Ill., which was acquired by the Parker-Gordon Cigar Co., and who has been in St. Louis winding up the affairs of the company, has finished his labors in that direction and has gone to Kansas City to join the Parker-Gordon concern in that city.

W. W. Haynie, of the Haynie System, and C. E. Henslee of Philip Morris & Co., spent their holidays in St. Louis.

H. W. Menges, the representative in St. Louis of the Plance cigar, made by Ruy Saurez & Co., stated that he had a wonderful trade on his cigar.

Ed W. Marlin, representing M. F. Minden & Co., in the middle west, said his trade had been phenomenally large. His brand is well liked by smokers and he anticipates a very large demand during 1922.

Work on the new retail cigar store, on Olive street, near Sixth street, on the first floor of the Commercial building, which will be occupied by Louis Friedman, now on Sixth street, near Washington avenue, is being rushed and Mr. Friedman will be able to occupy his new store very soon after the first of the year. It will be a very handsome place, as no expense has been spared to make it attractive. The location is a splendid one for a retail store and it no doubt will be made the headquarters by the "boys" both cigar representatives as well as smokers.

Fred P. Baldwin, the Western Representative of the Don Julian cigar and the Paramount brand of Mendelsohn Co. will leave some time next week for New York, Cleveland and other points in the interest of his two brands.

## Imports

(*Continued from page* 29)

### Tobacco from Bristol

*S. S. New York City*.....—Jan. 1
Universal Leaf Tob. Co.....395 Bales

### Cigarette Paper from Havre

*S. S. Lorraine*..(week end'g)—Dec. 31
American Tobacco Co.....132 Cases

*S. S. Breiz Izel* (week end'g)—Dec. 31
American Tobacco Co.....405 Cases

### Cigar Labels from Cuba

*S. S. Mexico* *Dec. 27*
C. Landau .....1 Case

### Cigarmakers Tools from Sanchez

*S. S. Bryssel* *Dec. 29*
Davies, Turner & Co.....1 Case

## New Cigar Store

WHEELING, W. Va., Dec. 31.—J. L. Reinacher, who for several years operated the cigar store at Market and Twelfth streets, in the McLure hotel building, recently selling his place, has opened up another cigar store in the Court Theatre building, on Twelfth street.

## Philadelphia

(*Continued from page* 30)

seeking that the buyer did before. At the Bayuk Bros. factory there came the salesmen from every point in the United States. Walter D. Hart came from California, and held the long distance record. Other notables were Thaddeus W. Griffin, Centralia, Va.; C. O. McClure, Indianapolis; F. G. Moritz, Norfolk; Grover G. Munson, Newark; H. D. Soyster, Hollidaysburg, Pa.; Charles L. Steffen, Indianapolis; C. E. Terry, St. Louis, and W. A. Thomas, New York. Samuel Bayuk had returned from his trip to Cuba in time to welcome the boys; Sales Manager Joe Carlisle had a respite from jury duty. After a day of planning at the office, adjournment was made to the Hotel Arcadia for a banquet, following that a theatre party was enjoyed.

The sales conference of Allen R. Crossman's Sons lasted practically through the week. The keynote of the conferences was to make the year 1922 the banner for Counsellor and Manuel sales and to place it far in advance of the seventy others which have passed since the firm was founded. The Xmas business of this season was ascertained to have been the largest in that almost three-quarters of a century of business life. Tomorrow the sales force of thirty-five men start on the road under the enthusiasm of the conference and supplied with sales helps in the shape of most attractive window trims, shelf decorations and outside signs. The firm takes particular pride in the fact that during the week that astute Japanese Government which exercises a complete control over the tobacco industry in the Island Empire, requested full information regarding the Manuels and the Counsellors and will place them on its sales list. The 1922 plans were presented to the salesmen by President Joseph F. Gallagher. There was welcomed the latest addition to the force, Louis S. Kuttmauer who covers the northern Pennsylvania territory.

One hundred and fifty members of the sales force of the G. H. P. Cigar Co. attended its conferences and celebrations, the feature of which socially, was a dance for the factory employes on New Year's eve and a theatre party for the sales force on the same evening.

Sig C. Mayer closed his factory for a three-day holiday during the week and will re-open tomorrow with a full force. Warner Searle starts out today for a tour of New York state.

Harold Bedard, manager for Juan F. Portuondo returned from upper New York state for the holidays, and the middle of this month will leave for an extended trip through the Middle West and South, specially featuring the new Portuondo 5-cent proposition, the Ace. The firm is planning to put on the market a new size of this product shortly.

When the fifty salesmen of the Reeves-Parvin organization gathered for annual conference, Manager John Van Miller of the cigar department was able to report the year and the holiday trade which closed it, both as breaking all records of the department's history.

Leacocos & Leacocos have purchased the retail stand of William Kearney in the Public Square, Wilkes-Barre, Pa.

H. H. Hurshman, a well known Chester, Pa., retailer, has retired, closing up his store.

Frederick R. Drake of Drake & Co., Easton, Pa., visited the Philadelphia trade during the Xmas holidays.

Morris D. Neumann takes to the road early this month, traveling through the Middle West and New York with his leaders, El Tello and El Moriso. C. H. Heath will travel through Pennsylvania. Four sizes now are made and additions are to be made shortly.

The Ruyera Lopez Co. closed the year to its complete satisfaction. For 1922 the company plans to have a sales representative in every state in the Union. In line with this determination recent accessions to the sales force are J. J. Phelps, Ohio, with headquarters in Cleveland; F. Williams, Michigan, headquarters, Detroit; Isaac Sterner, Indiana, Indianapolis; Charles J. Zeller, Illinois and Iowa, 139 N. Clark st., Chicago. For the present the South will be covered by Fred Charles, headquarters, Mohawk, N. Y., and the West by Adolph Pollak, headquarters, San Francisco. Samuel Olster and George Goldstein of the firm will remain at headquarters in this city for the first two months of the year to get the new year's plans under way. Radical changes are to be made in the sales plans for New York and Pennsylvania.

William D. J. Frishmuth, member of the family which founded the great tobacco company bearing its name, and for many years actively associated in its operation, died during the week at his home, 2045 Spruce street, in his 84th year. He was a native of this city and all his lifetime had been active in the business. He took a prominent part in the affairs of the Presbyterian Church and was a most liberal contributor to charity.

The cigar store conducted by Abraham and Anna Arnold at 5317 Thomas avenue has been sold to James H. Kevin.

J. Lieberman has sold his cigar store, stock and dwelling to P. Rubin.

Morris Cravis, of the Madam Butterfly Co., has returned to his desk from Atlantic City where he recuperated from an attack of typhoid fever.

Sellers & Barton have established themselves at 1016 Girard avenue for the manufacture of premium boards and the sale of premiums for the cigar trade.

The Philadelphia Cigar Co., formerly at 437 Arch street, has taken the fourth and fifth floors of 29 N. 4th street, for the manufacture of its Rittenhouse leader. It is now made in four sizes. The proprietors are Theodore Brown and F. A. Peters.

**Clark**
"CUTAWAY"
**Tobacco Baling Presses**
*The* Chicopee Line
**Tobacco Hoeing Machines**
**Bateman and Companies, Inc.**
**Grenloch, N. J.**

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## CLASSIFIED ADVERTISEMENTS

**FOR SALE**

Complete equipment of Western Tobacco Company, Bankrupt, comprising following:
Complete Re-Drying Plant consisting of IMPROVED PROCTOR DRYER, two years old, 165 feet in length, Double Stick and Apron, motor driven, 35 HORSE POWER,
also
Three Hydraulic Lifts and Scales
Two Hydraulic Presses
(One 2000 lbs. capacity
One 3000 lbs. capacity)
One Accumulator for operating presses and lifts
One Hydraulic Pump
also Sticks Trucks, etc. also
Steam Ordering Drum for steaming tobacco, capacity 500 stemmers, also stalls, trucks, etc., for complete stemming plants; also equipment for rehandling Western district tobacco consisting of steam box, trucks, packing trucks, packing tables, presses, etc.
Buildings and plant of above company recently purchased by firm mentioned below. Buildings housing machinery above described needed for use by The Quaker Maid, Inc. All said machinery or part for quick sale. For particulars apply
**THE QUAKER MAID, INC.**
**631-33 W. Market St.**
**Louisville, Ky.**

**"Ask who is ALONSO RIERA in Porto Rico"**

Growers, strippers, manufacturers of high grade cigars, manufacturers of brevas 4½" from $16.00 up, f. o. b. San Juan, P. R., Class A. Ask samples and prices from **JAVIER ALONSO RIERA.**
**Principal Office: P. O. Box 39, Tetuán 14, San Juan, P. R.**
**BRANCHES: Mayaguez & Ponce**

FOR SALE—Stripped and unstripped Havana tobacco of various types—also some Wrappers, at attractive prices. Samples available. Y. PENDAS & ALVAREZ, 4 White St., New York City—Telephone Canal 7748.

**FOR SALE**

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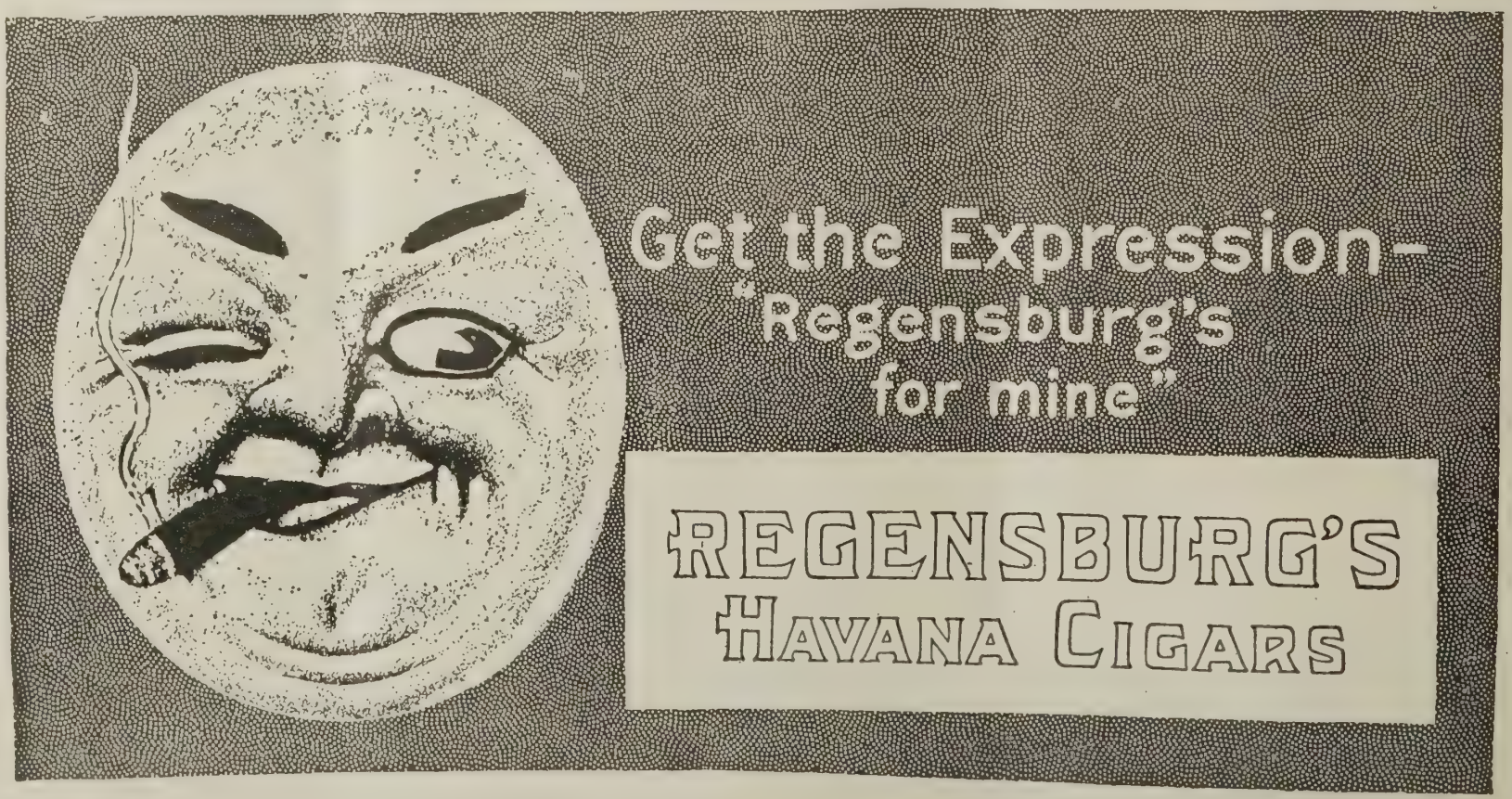


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# TOBACCO

A WEEKLY TRADE REVIEW

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## New President of Consolidated Cigar Corporation

### Julius Lichtenstein to Direct the Destinies of the Great Cigar Manufacturing Institution—The Rise and Wonderful Achievements of One of the Most Forceful Men Engaged in the Tobacco Industry—An Interesting Career.

The election of Julius Lichtenstein to the presidency of the Consolidated Cigar Corporation, in effect, is a formal notice to the trade that big things are to be expected.

Immediately, in the affairs of the Consolidated, important changes for the better are predicted by the knowing ones.

Regarding re-arrangement, enlargement, improvement and building up, reasons for such confidence are readily found in the comparatively recent history of the tobacco business in this country.

As prime mover in its organization and president of the American Sumatra Tobacco Co. for years, Julius Lichtenstein has been so conspicuous in the immense development of the shade grown tobacco industry, he was so prominent in agricultural, mercantile and financial operations allied with the promotion and extension of the great enterprise that people forgot, even those who knew him well failed to remember how he had been associated, previously, with cigar manufacturing in a less spectacular capacity.

Yet now, neither can be denied nor ignored the fact that, on knowledge gained while working in cigar factories, Julius Lichtenstein laid deep and strong the foundation for the marvelous success that he achieved later as a tobacco magnate.

He began as a tobacco stripper in a cigar factory when he was 13 years old. Even in boyhood he had a persistent desire to acquire information. He studied tobacco. His willingness to learn, his diligence, his perception, his ability to differentiate soon attracted favorable attention. He was regarded as a youth who would make good.

As a cigar maker he showed himself to be especially expert and capable. Brought in contact with John N. Kolb, long recognized as one of America's most competent and best informed cigar manufacturers, Mr. Lichtenstein obtained a larger insight into cigar manufacturing He continued to be connected directly with cigar making until he went into the leaf tobacco business. Practical experience acquired in cigar making proved to be of tremendous assistance to him afterward.

The Consolidated Cigar Corporation is the second largest manufacturing company in the United States, or in the world, for that matter.

When the importance of the company is considered, when one contemplates the possibilities of rehabilitation and vast up-building, the significance of Julius Lichtenstein's transfer of activities will become more apparent.

What may be accomplished by Mr. Lichtenstein in his new position probably best may be judged by what he achieved for the American Sumatra Tobacco Co.

A man having the shrewdness, ability, acumen and financial strategy in developing a Connecticut tobacco farm into an enterprise so huge and far reaching that its every movement was noted by the tickers on Wall Street, an executive who lifted a small, obscure and struggling company up to the importance of a gigantic monetary institution, what will he do with the opportunities now offered to him?

Representing as he does a merger made years ago of the interests of T. J. Dunn & Co., Samuel I. Davis & Co., E. M. Schwartz & Co., Jose Lovera Co., 4 Cigar Co., Lilies Cigar Co. and G. J. Johnson Cigar Co., the Consolidated Cigar Corporation includes in its output some of the most famous and desirable brands of cigars in this country. Its many factories are capable of greatly increased production.

Those who know Julius Lichtenstein well may believe that under his administration the Consolidated will not be slow in improving opportunities. Nor will magnitude of business be any excuse for not securing a greater increase. Mr. Lichtenstein thinks in millions. The larger trade grows, the happier he is in inducing a more tremendous growth. He has the knowledge, the experience, the resources, the courage to undertake big things with the intent and purpose of making them bigger and more progressive.

His shrewdness as a judge of market conditions is proverbial. His attitude in accelerating matters, the way he desires them to go, is known in tobacco districts and in the marts of finance. Julius Lichtenstein is a compelling influence, a driving force. He plans intelligently and he operates with lightning speed when it seems judicious to do so.

Concerning the business of the Consolidated Cigar Corporation he is thoroughly posted. What the possibilities of the big company are probably no one knows better than he.

In thus identifying himself with the active direction of the manufacturing corporation, the erstwhile cigar maker returns to cigar making in a way that is truly Napoleonic.

## Manus-Muller Co. to Be Great Power in Leaf Trade

### New Organization Succeeds Rapp-Muller Co.—Re-Alignment of Powerful Interests—Hugo Muller to Be President—Bernard H. Manus and Emile K. Manus, Vice-Presidents—A Combination of Money, Brains and Energy.

From the day of its establishment, the Manus-Muller Co., Inc., will be a leaf tobacco concern of international importance. Now coming into existence as the successor of the Rapp-Muller Co., at 152 Water street, New York, the new house, because of its resources, connections and facilities, at once will be accounted among the biggest and strongest in the country.

As the name implies, the Manus-Muller Co. is an almagamation of Manus and Miller interests.

In Holland, where the Sumatra and Java business of the world is controlled, the name of Manus is significant of eminence, power, great capital and far reaching influence in the leaf tobacco business.

Hugo Muller, who will be the president of the big new company, is a man unusually competent and well known. As an importer of Sumatra and Java, and as operator on American leaf tobacco markets, for years he has been distinguished for his shrewdness, boldness and ability, as well as for the size of transactions he successfully put through. As president of the Rapp-Muller Co., he showed capacity that has caused him to be made the head of the great succeeding company.

Of the Manus-Muller Co., Bernard H. Manus and Emile K. Manus are first and second vice presidents, respectively.

Leo K. Leventritt, a very prominent New York attorney who long has been the American legal advisor of the Manus concern, will be the treasurer of the Manus-Muller Co.

W. R. Dittmar, a most capable executive, who for years has been associated with President Muller, will be secretary.

The expansion of the Muller interests, the formation of the immense concern now being organized, notably was foreshadowed by Mr. Muller's stay, over the Christmas holidays, with the Manus family in Holland.

On his return to New York, from Europe, early this week, Hugo Muller was able to make, authoritatively, a statement that excited nation-wide interest.

As soon as the announcement was made, congratulations began to pour in from all parts of the country.

Throughout the trade, Hugo Muller, long regarded as a "hustler" and a comer, is felicitated on the achievement of the biggest thing in his spectacular career.

And the big new company is commencing business with every prospect of great and continuous success.

## W. A. Tucker to Act as President of Am. Sumatra

At a meeting of the board of directors of the American Sumatra Tobacco Co., held January 6, Julius Lichtenstein resigned as president and general manager of the company, and severed his official connection therewith excepting as director. The vacancy thus created was temporarily left unfilled and the senior vice president, W. A. Tucker, is to act as president pending further action of the board.

## Consolidated Cigar Corp. Official Changes

At a meeting of the Board of Directors of the Consolidated Cigar Corporation, held January 6, D. Emil Klein resigned as president and director of the company, and Louis Cahn as treasurer, secretary and director.

Julius Lichtenstein was elected president and general manager and will hereafter devote his time to the Consolidated Cigar Corporation.

F. de C. Sullivan was elected a director, secretary and treasurer of the company to fill the vacancy created by the resignation of Mr. Cahn, and Mr. Edwin Wile a director. Leo Ornstein was appointed assistant treasurer and assistant secretary.

## Miss Ettie Rudolph Passes Away in New York

When John W. Rudolph, of the prominent firm of John W. Rudolph Co., tobacco dealers and exporters, of Clarksville, Tenn., returned to his home on Wednesday of last week after visiting his seriously ill sister, Miss Ettie Rudolph, at the Hotel Vanderbilt in New York. it was thought that Miss Rudolph was improving. But later she took a turn for the worse and passed away on Saturday the 7th inst.

Another sister, Mrs. S. E. Winn, was at her bedside when the end came.

The sad news has incited the sympathy of the community at Clarksville, where the family is well known.

## Manila Cigar Importers Pleased With Outlook

### Considerable Satisfaction Expressed at Association Meeting Because of Indicated Business Improvement—President C. Gordon Wilson Presents Interesting Report—Elect Officers for Ensuing Year—Arbitration Committee Selected.

At the annual meeting of the Manila Cigar Importers' Association, held in the director's room in the offices of Henry W. Peabody & Co., 17 State street, New York, considerable satisfaction was expressed because of the indicated improvement of trade throughout the United States.

The principal events of the first year of the Association's existence, the difficulties encountered, the obstacles overcome, the trials, tribulations and losses of those engaged in the trade, the sad experiences and the hopeful prospects, the anticipations of doing business more advantageously in future, were presented eloquently in the report of the president.

**President C. G. Wilson's Address**

In his address, Mr. Wilson said:

"The first year of this Association has come to a close. While it has been fraught with troubles and heavy losses to most of those engaged in the importation of Manila cigars, I am strongly inclined to the opinion that our efforts have not been altogether in vain. I am sure that we shall feel the value of combining our efforts in this Association.

"We came together about one year ago. In dire extremity we proceeded to organize.

"The market had broken wide open almost over night. The break caught most of us with heavy commitments.

Our usual channels of outlets were completely closed. On top of this, cigars began to develop all the infections known Under such conditions, this Association had its inception. It is not surprising that it could not at once overthrow these adverse conditions. So far as the gentral world economic conditions are concerned, it is not to be expected that such an association could be of material relief. Such is not its purpose. As to the losses brought about through the physical conditions of the cigars, it certainly was impossible to expect that the association could rectify the damage already done.

"The repetition of such conditions most decidedly is a phase that does come within the scope of this leaf association. In order that something might be accomplished, it was necessary that we establish ourselves in good standing with the organizations individually and collectively in Manila so that close and unstinted cooperation might be effected and together we might work out problems which we have in common. The groundwork for this program has been laid. I may say, well laid. It is necessary for us to take into consideration not only the distance between here and Manila. Also the necessary time expended to convey our messages and further we must not overlook the nature of the people with whom we are dealing. They are, for the most part, of another race, and are not given to acting with the promptness which is natural to the Americans. It is therefore incumbent on us to make all allowances for their manner of doing business, which means that we must exercise the utmost patience. Nevertheless, I want to believe that persistency, patience and cooperation coupled with hard work will ultimately achieve success.

"Unfortunately there are too few well established brands of Manila cigars today. On occasions, smokers when buying what they once knew as a good value, have been disappointed and disappointed to an extent that they no longer know what to expect. The consequence is that some have lost confidence in our product. I believe that it is incumbent on the members of this association to rectify this condition as speedily as possible. I do not think that it is necessary to explain how this is to be done as you are all too well schooled in the business of importing and distribution to need any pointers.

"I do not believe for an instant that the day of the Manila is gone. On the contrary I believe that the best business in Manila is yet to be seen. We have all learned through sad experience the pitfalls to guard against and I am inclined to believe that the manufacturers in Manila too have not failed altogether to gather experience from their misfortunes. Now we shall go ahead, slowly, perhaps at first, but with a firmer step. The day of good Manilas is coming and the very fact that good Manila cigars now are available in the largest stores in the country will be of material help toward educating the public to the fact that there are desirable cigars to be had from the Philippines. Whether or not we all benefit from this start, all depends on us.

"Economic conditions are anything but settled; but as the great Governments of the world recognize the importance of taking steps to work out these problems together, I think that we may justly take courage. Of course, as to the volume of business that we do henceforth does not depend on this association, but rather rests on our individual efforts. Our real purpose is to establish such understanding between this country and Manila as will prevent unnecessary losses and generally build up the good name of the Manila cigar. As stated at the outset I believe that the foundation of such desired understanding has been laid. This is a great step in the right direction. In addition I firmly believe that the closer relations which have been established between us in this country cannot help but bring about a beneficial result. I look on this cementing of our relations together as an important event in the business.

"We started this year under the able guidance of an esteemed and honored friend who has passed on. Mr. Lowenstein, to whom we are most grateful for his tireless patience and his wisdom during the most trying periods of the industry, has gone. I take advantage of the ocasion to pay tribute to him.

"It would be most unfortunate to let this opportunity pass without recogni tion of the valuable work done by our worthy secretary, C. A. Bond. He has thrown his ability and energy into the work with a reckless abandon that is deserving of our most profound gratitude. We are extremely fortunate, gentlemen, to have secured the services of a man of his caliber.

"As the year is now ended, I want to thank you all for the honor you have conferred on me in permitting me to carry out the unexpired term of Mr. Lowenstein."

### Officers Elected

Officers to serve for the ensuing year were elected unanimously, as follows:

C. Gordon Wilson, president.

Sidney J. Freeman, vice-president.

C. A. Bond, secretary and treasurer.

### Arbitration Committee

The three members elected to serve on the Arbitration Committee were Sidney J. Freeman of Sidney J. Freeman & Sons, Henry Ottenberg of Henry Ottenberg & Co., and K. Nesslinger of the Manila Commercial Co.

From now on the monthly meetings of the association will take the form of mid day luncheons.

And the outlook is that the membership of the association will be notably increased during the present year.

### To Distribute Merriam Cigars

John W. Merriam & Co., now at 468 West Broadway, give out the information that the Mouquin Co. is to distribute the Merriam cigars in Greater New York. John A. Lahr, who has been associated with the Merriam interests for over 20 years, is to be in charge of the cigar department of the Mouquin Co.

## Manila Commercial Co. Has La Giralda Building

Expansion being in keeping with the spirit of the times, the Manila Commercial Co., cigar manufactures of Manila, P. I., has shown its progressiveness by securing a five-year lease on the large La Giralda cigar factory building in Manila. This building was formerly occupied by Walter E. Olsen & Co., and has space sufficient for the production of approximately one million cigars weekly. It has been completely renovated, and is equipped with modern curing conveniences and other up-to-date devices. The company is now operating in its new quarters, but it does not contemplate pushing production to full capacity for some time, but it is in a much better position to turn out its several brands, including La Yebana, La Lucbana, Zulma and Las Palmas, for which there is an ever growing demand. The company's New York offices are located at 11 Water street.

## Cigar Leaf Board Election

LANCASTER, Pa., Jan. 7.—The Lancaster Cigar Leaf Tobacco Board of Trade held its annual meeting and banquet this evening at Hotel Brunswick. The old officers were re-elected and two vacancies on the Board of Directors were filled. The officers elected are: President, Milton H. Ranck; vice-president, B. F. Good; secretary, Jacob Bauman; treasurer, Morris Rosenthal. Directors: George Hoffman, C. W. Smith, E. L. Nissley, Herbert B. Weaver and Ogden Geyer, the last two named being the new members. A. B. Hess, Lancaster president of the National Cigar Leaf Tobacco Association, gave a talk on general business conditions. An invitation was extended by President John Weaver, of the Lancaster County Tobacco Growers' Association, to attend their meeting and tobacco show on Monday. The banquet was presided over by President Ranck, covers being laid for 56 persons.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JANUARY 12, 1922

## AN INTERESTING TRADE JOURNAL

The special Porto Rican number of Tobacco is one of the finest trade journals we have seen lately. In a mechanical beauty of finish, perfection of illustrations, and sustained interest of contents, it is a veritable edition de luxe, and worthy of preservation by every person, however remotely interested in tobacco he may be. It opens with a description of the growth and culture of tobacco from the earliest days of its discovery by Columbus. He told of its discovery when making a report of his voyage to Ferdinand and Isabella, using these words:

"The natives of the Antiles used this plant as an excitant, in their religious ceremonies. The augur prepared a kind of snuff which was taken through the nose, by means of an instrument, the pipé or tube of which was called 'tobacco.' While the augur was inhaling the smoke he would mutter a prayer imploring his God. The act of taking this powder was called cojiba. This act was performed by the bohique enchanter before entreating the protecting zeni. This ceremony was also performed in certain meetings or councils of chiefs before making any important resolutions, specially warlike."

In 1560, M. Nicot, the French ambassador to Portugal, took it to France, and in his honor the French botanists named it "Nicotiana."

Cardinal Santa Croce, the papal nuncio in Portugal, introduced it to Italy, where it was known as "Yerba de Santa Croce."

Its introduction into England by Sir Walter Raleigh and Sir John Hawkins is a story that has often been told, but is interesting still. King James published his famous "Blast against Tobacco" in 1619, about the time when Virginians began to find it an important article of export. Other historians tell us that some of the early Virginian planters found it a convenient way of paying the passage of the maids, whom the mother country sent over to them for wives.

Another monarch who had an antipathy to tobacco was a Czar of Russia, grandfather of Peter the Great, who issued an edict against its use. Amurath IV, Sultan of Turkey, ordained that all persons using tobacco should have their noses cut off. The Pope, in 1624, excommunicated all persons using tobacco inside of a church. Up to that time the priests were much given to using snuff, which they kept in costly boxes, and offered to their particular friends. So it went on from year to year, with many interdictions of its use by king and clergy, but the use continuing and increasing for all that. Today the devotees of "My Lady Nicotine" are spread all over the world, which would seem to indicate there must be some good in it after all.

Naturally, the Porto Rican edition of Tobacco is a strong booster for the virtues of the Porto Rican product. Among other claims made for the superior qualities of Porto Rican cigars are the pleasing aroma, flavor and free burning qualities. It is contended that the almost complete absence of chlorine from the soil of the island accounts for the free burning quality of the tobacco. Be that as it may, they are certainly notable for that quality. The magazine is distinguished from other trade journals by the profusion and superior quality of its illustrations, which cover every phase of the industry from growing to manufacturing, and by the interesting character of its printed matter. —*Tampa Times.*

## GERMANY MUST IMPORT TOBACCO

Germany's Finance Minister has submitted to Parliament a bill authorizing him to reduce the duty on leaf tobacco to 60 marks. The Economic Council has already adopted the bill, according to latest reports, and the Reichstag will probably do the same, if it does not go a step further and remit the whole duty. The Finance Minister told Parliament a reduction was necessary in order to make possible the manufacture of cheaper grades of smokes, which, under the present law, were bearing a disproportionate share of the tax burden. German importers have to pay their duties in gold marks. As a result of the low value of German paper marks, the duty on foreign tobacco rose to enormous heights when figured in paper marks. The duty became prohibitive, practically, and therefore lost its charm as a revenue producer. In fact, it ceased to produce anything. At the same time it became superfluous as a means to protect the German planters. The rate of exchange sufficiently protects German domestic tobacco. German planters are getting good prices, figured in German paper money, and German manufacturers are bound to buy the whole German crop. But the German industry needs more than that which German plantations produce. The high duty prohibits imports, however, except in the case of materials for highest grades of cigars and cigarettes. To remedy this precarious situation the Finance Minister will be authorized to reduce to 60 marks or remit entirely the duty on leaf tobacco and possibly also on ribs and stems. Thus, in order to save the German tobacco industry, the Berlin government is letting up on foreign tobacco. Whether the Finance Minister will go as far as the limit of 60 marks, as provided in the bill, remains to be seen. At any rate, a change will be made that will make possible the importing of tobacco on a basis of profit. It is to be noted that the change will be retroactive to October 1, which means that the importer will have to refund to his customer the rebate he gets from the government on imports during the last quarter.

## RUSSIA HAS TOBACCO FOR EXPORT

The Petrograd Commissariat for Export Trade announces it has 40,000 poods of tobacco on hand ready for export. A pood is equal to 36 pounds avoirdupois. Since the Soviet government has no money to buy foreign materials with, it is now offering Russian materials in exchange. A large part of the output of Russian cigarette factories is being set aside for export purpose, by order of the Soviet government.

## FRENCH TOBACCO

According to the French press the French tobacco monoply has cleared a profit of 816,000,000 francs for the last fiscal year, while the total receipts from income taxes amounted to only 812,000,000 francs. French smokers consider this sort of taxation rather disproportionate. Still, every smoker has to contribute his share to the national exchequer, and only fools are paying their income taxes, according to the prevailing sentiment.

## THE FATE OF THE INVENTOR

How many smokers know of F. M. Kammerer, who invented the match in 1835? Kammerer produced the first match that could be lighted by striking. It was the phosphorus match. The invention was hailed as a great improvement and the people of Europe rejoiced. But soon the conservative upholders of the established order discovered that matches were likely to cause fires. Accordingly the autocratic governments prohibited the manufacture of matches. As a result Kammerer, the inventor, was sent to an insane asylum, where he died in 1857, poor as a church mouse. Isn't it about time to erect a monument in honor of this benefactor of mankind?

## GERMAN TOBACCO IMPORTS

Germany, during the months of May and June, 1921, imported 117,317 double cwt. (100 kilograms each) of raw tobacco, compared with an average annual import of 774,000 double cwt. for the period of 1910-1913. The imports of ribs and stems amounted to 3,826 double cwt. during those two months, compared with an annual average of 13,595 during the three years preceding the war. Of the 117,315 double cwt. of raw tobacco 53,332 came from Dutch East India, 10,126 from Brazil, 35,019 from the Balkans, Asia Minor and China and 18,840 from North and South America.

## MILLION FINE FOR TAX DODGER

For having dodged the tax on millions of cigarettes and using counterfeit stamps of the Czecho-Slovak tobacco monopoly, Moshek Jucht was fined a million marks at Dresden, Germany. According to the testimony at the trial, Czecho-Slovakian tax stamps were printed by the million in Dresden.

## A TOBACCO RESEARCH STATION

The Baden Chamber of Agriculture, at its last session, decided to establish a tobacco research and experiment station. The Berlin government has decided to contribute 500,000 marks to the expense of the undertaking. In conjunction with the experiment station a model cigar factory will be conducted. There was some opposition to the latter part of the plan, but it was finally approved by a vote of 25 against 19. The experiment station is designed to improve the grade of German grown tobacco. The cigar factory is not to be run as a money making scheme but rather as a school for the industry, where the most economical methods of manufacture are to be taught and tried out.

## NEEDS MORE MACHINES

The Spanish tobacco monopoly was unable to cope with the demand during the last year and, to obviate imports, is buying new machines in order to increase production. The monopoly was able to pay a 17 per cent dividend for the last fiscal year.

## CLOSE DOWN IN SAXONY

In Dresden and other cities in Saxony, cigarette factories are closing down or running only on part time, as a result of the new tax. Principally the "smaller fry" is being forced out of business. The "weak breathren" who had to buy their tobacco on credit in Holland had to pay double the price for Dutch guilders when their bills became due, while those who could pay cash at the time obtained their tobacco so much cheaper. For it takes twice as many marks to pay for a guilder as it took three months ago.

## HIGHER DIVIDENDS IN PORTUGAL

The Portuguese Tobacco Co., decided to distribute an 18 per cent dividend compared with 10½ per cent for the previous year.

# Brighter Prospects for Dominican Tobacco

By WM. B. SHAW

Between Porto Rico and Cuba lies the Island of Haiti or Santo Domingo. This island, the second largest of the West Indies, is about 1400 miles south and a little to the eastward of New York. Seven-tenths of the area of the island is inhabited by Spanish speaking people and belongs to the Dominican Republic. On the west end, comprising three-tenths of the island is Haiti, thickly peopled by negroes who speak French. The population of Haiti is about 2,000,000. Santo Domingo, though much larger in territory, has less than a seventh of the number of inhabitants that teem in Haiti. Both countries are rather mountainous, but in various valleys and upland plains, some very rich soil is found.

In Haiti, what little tobacco culture there is, at best, does not assume commercial proportions. It is strictly local, a garden patch proposition; as yet no grower is concerned about foreign markets.

But Santo Domingo, for many years, has produced tobacco for export.

According to European demand, and what the weather is, during the growing season, Santo Domingo produces from 20,000,000 pounds to 40,000,000 pounds or upwards of tobacco per year.

Not to soil and climate, but to inadequate methods of growing and curing, is due the handicap given to Dominican tobacco when it comes on the market.

The preferred tobacco district in the interior of Santo Domingo is so big that only a portion of the land is utilized. Yet the soil can be made notably productive. Properly fertilized and tended, tobacco fields in Santo Domingo are capable of yielding from 1,800 to 2,900 pounds of leaf per acre. For various reasons, tobacco can be grown very cheaply in Santo Domingo, and much of it may be superior to Central and South American tobacco, with the exception of the best leaf from Brazil.

Prior to the World War, practically all the tobacco exported from Santo Domingo, went to Hamburg or Bremen. The German buyers did not encourage the production of better tobacco. Neither did they offer inducements for more careful curing and sorting. Deriving financial benefit by rating all tobacco grown in Santo Domingo as leaf of the lowest grade, they took the tobacco as it came. In Germany, sorting and re-classifying could be done more profitably.

To the Germans who bought tobacco in Santo Domingo, cheapness was the main consideration.

During the past five years, Dominican tobacco has been sent to New York for re-export, or shipped directly to France, Spain, Belgium and Italy. Smaller quantities have gone to Scandinavian countries and to South America.

To some extent, American capital is now identified with tobacco production in Santo Domingo. Efforts are being made to have planting, cultivation, harvesting and curing done according to approved methods.

There are two distinct types of Dominican tobacco, Crillio (Native seed) and Olor (Aromatic). Tobacco of the Crillio type is exported. It is utilized largely in cigarette manufacturing although it can be used to some extent for cigar filler. Crillio type is classified into three grades or lengths, A, F and FF. The grade "A" is the shortest. FF the longest size. Crillio is packed in seroons, or matting bags, containing 50 kilos net weight of tobacco at the time of packing. This is the established method of packing but it will have to be changed before quality can be conserved and merit recognized fully.

Olor type while graded A, F and FF, is not tied into hands or small bundles. This tobacco is largely consumed on the island after being manufactured into cigars. There is no doubt that with proper fermentation, Olor leaf would compare favorably with Cuban tobacco in aroma and quality. It will blend nicely with Brazilian or Porto Rican tobacco. At the same time it will serve to lower leaf cost to the manufacturer, where import duties are equal.

The question of proper handling is not serious, if European buyers will discriminate between packers. I have learned, through experience in handling thousands of bales and seroons, that it is possible to conserve the quality without materially adding to the labor cost. So, if a reasonable amount of care is exercised in the handling of Dominican tobacco, there is no reason why this business should go back to Germany on a barter basis. Really it was improper handling that did so much to discredit Dominican tobacco in the markets of the world.

# Tobacco Finance, No. Three, Part E

(Courtesy of *Federal Reserve Bulletin.*)

The following is the third of a series of articles describing the financing methods which are employed in the tobacco industry.

### E.—The Problem of the Bank

The problem which confronts banks in the tobacco raising sections is twofold. It relates, first, to the question of financing the grower himself during the growing season, and, second, to the question of financing the buyers during the marketing season. "The financing of the tobacco grower, in the eastern districts at least," says one authority, "has never impressed me as a matter of much difficulty. His needs are not large, comparatively speaking. Labor is the big item in tobacco culture in this district, and a large share of that is family labor. What accommodation is needed is mostly for implements or fertilizer and for household supplies, and is needed principally through the spring and summer when credits are normally easy." The bank finances the growing process directly through advances to growers and indirectly through advances to warehousemen, which are to be loaned in turn to growers and to stores. Its loans will increase as the growing season progresses, until they are heaviest at the opening of the marketing season. The exact time of the latter differs in the various sections, as was indicated in the figures shown in Section I of this study (Sept., 1921, Bulletin, p. 1065). As the crop is marketed growers' loans are repaid, and likewise growers' indebtedness to stores and warehouses is reduced, so that the latter in turn reduce their indebtedness to the banks. But at the same time the financing of the marketing process is required. The leaf sales warehouses at which the tobacco is marketed regularly require funds during the greater part of the sales season, and generally obtain their funds locally. To the extent that the crop is purchased by the larger companies, which borrow elsewhere, no local funds are further needed. The large manufacturing companies maintain balances at central points such as Richmond and Louisville, and in general are reported to keep local buyers regularly supplied with funds sufficient for the next three or four days' purchases, although in some cases they pay from other points. In larger centers, where they rehandle the tobacco they have purchased, liberal balances are stated to be kept during the entire year. The smaller independent dealers in leaf tobacco, however, borrow locally to some extent.

Where the larger companies maintain balances in banks in the tobacco districts, funds which are borrowed elsewhere are made available for the marketing of the crop. It is necessary each year for the banks also to obtain funds from banks in other sections to assist in the process. The amount of bills payable and rediscounts varies considerably from year to year. In 1920, e. g., the figures mounted rapidly, and by mid-year were far in excess in some districts of the seasonal peak reached during the previous year. The seasonal movement is complicated by the fact that the marketing of the old crop and the growing of the new overlap to some extent in practically all districts except South Carolina.

The banks obtain these funds from various sources. A considerable part is borrowed from the Federal Reserve Bank, while among the various centers in which lending banks are located are certain of those from which it was stated above that supply merchants had directly obtained accommodation, namely, New York, Richmond, Raleigh, and Wilmington in the East, and Louisville, Cincinnati, and Chicago in the West. Certain of these banks in turn may rediscount or borrow from banks at other centers, or at the Federal Reserve Bank. A sort of endless chain is thus formed, and the final ramifications may be difficult to trace in certain cases.

It will be evident from the above discussion that banks in the tobacco-raising sections are vitally interested in the prevailing agricultural practice. The more diversified the crops, the greater is the grower's independence of the supply merchant and bank, and the less is his need for accommodation. Similarly with the system of tenure. Likewise is the bank interested in the methods whereby the grower obtains his accommodation. While the supply merchant system has its defenders, and has perhaps arisen because of the logic of events, it is frequently condemned by bankers and others, who point out as its results encouragement of heavy borrowing due to ease on the part of the grower in getting funds, encouragement of cultivation only of the principal cash crops, as these provide the basis for the advance, and a tendency to place the grower in a position of dependency where he is able in many cases only to "just make both ends meet." A further indictment is the combination of banking, leaf sales warehouse, and merchandising interests by individuals which is often found. At the same time it is realized that the process of change is slow and that in it education must pay a leading rôle.

Banks are interested likewise in the marketing system. During the past season, with the fall in the price of tobacco, extensive changes in marketing methods have been proposed, and growers' associations have been formed.

# What They Say About the Porto Rican Number of "Tobacco"

The following are brief excerpts from numerous encomiastic letters which TOBACCO has received regarding the Porto Rican Number, issued December 29:

J. A. VOICE, secretary and general manager of the Pasbach-Voice Lithographing Co., Grand street and Morgan avenue, Brooklyn:

"It is unquestionably one of the very best issues I have ever seen, inasmuch as it contains many constructive ideas concerning the future possibilities as associated with our trades. Keep up the good work!!"

C. R. SHERLOCK, vice-president of the United Cigar Stores Co.:

"We have pleasure in congratulating you on the splendid issue which TOBACCO has put out covering the industry in Porto Rico.

"You may be interested in knowing that in a little talk with Mr. Luis Toro, president of the Porto Rican American Tobacco Company, yesterday, he spoke in the highest terms of the enterprise of your publication and of the excellent way in which you treated your subjects in this special issue."

DAVID H. DELMONTE, leaf tobacco importer, 140 Maiden Lane, New York:

"Beg to state that I have received a copy of your December 29th issue.

"Kindly permit me to compliment you—you have turned out a practical work of art. I have found it very interesting."

Judge HENRY H. HUNTER, secretary of the Independent Retail Tobacconists' Association:

"December 29th issue was great. Something superb in the line of trade journalism."

MAX GANS & SON, packers and importers of leaf tobacco, 197 Water street:

"We are in receipt of your special issue of December 29th, and we must ask you to pardon us for not having written you a letter regarding this ere this, but due to stock-taking, we have been very busy and have not had the time.

"We wish to compliment you, not only on the appearance of the cover, which certainly is very attractive and very beautiful, but in the manner in which you have gotten up the Porto Rican number.

"It is most interesting reading. The pictures bring out the beauties of the Island, and certainly will show the manufacturers of this country exactly what Porto Rican packers are capable of both in regard to their capacity and the packings of their tobaccos."

LEO HIRSCH, leaf packer and importer, 173 Water street:

"I received your Porto Rican issue and was most pleased with the contents. I think if you will pursue the method you adopt in this issue, your success is assured, as in it you show greater progress than any of the other Tobacco journals.

"What we need today in our industry is an instructive, helpful and progressive trade paper that will give the information to the manufacturer and all the information fearlessly."

J. F. VASQUEZ, 126 Maiden Lane, New York, Tobacco Guarantee Agent for the Government of Porto Rico:

"I want to congratulate you on your Porto Rican number of TOBACCO. I think it is just GRAND, with capital letters, and that it will be generally appreciated. The cover is decidedly attractive without being flashy, and the articles are full of valuable information. The pictures are splendid expositions of our tobacco industry in all of its branches.

"We are indebted to you for the service rendered in behalf of our tobacco industry with such fine work, and hope that your publication will continue to hold the position of trust and favor in which you have so intelligently placed it through your untiring efforts to give always the best."

ANONYMOUS, for personal reasons:

"Just received the special number of TOBACCO and it is a humdinger, and I want to congratulate you on its get up. It is surely a high class paper and this is what you ought to give the trade. I do not know when I have looked over a paper that is set up the way this is. It takes the eye and what strikes me more favorably than anything else is the fine paper used in this issue. You surely are on the right road."

A. M. LEON, importer of leaf tobacco, 257 West 116th street:

"Regarding your special number dedicated to Porto Rico I am very pleased to say that every P. R. house should be, and I believe we are, very much obliged to you. The number was great! I enjoyed it very much; that which I liked best of all was the article by Mr. W. B. Shaw."

WM. STEINER, SONS & Co., lithographic specialists, 257 to 265 West 17th street:

"You are to be congratulated on the very attractive manner in which you have handled subjects that are of especial interest to the Tobacco Trade and its allied lines."

K. NESSLINGER, vice-president of the Manila Commercial Co., Manila cigar manufacturers and exporters of Philippine products, New York Office, 11 Water street:

"Referring to your recent Porto Rican issue, we can only compliment you on this special number. The cover of the same is very artistic, and the reading matter is highly interesting, and certainly of great value to the Trade. In our opinion, your special efforts in this direction are greatly beneficial both to the Porto Rican Manufacturers, as well as the U. S. Jobbers."

SYDNEY G. STEVENS, of Cornwall & Stevens, insurance brokers, 84 William street:

"We have received copies of your Porto Rican issue and wish to congratulate you most heartily on the make up and general appearance of this number, as well as its most interesting information. No doubt this number will be preserved by the trade and be a constant source of interest to them."

PLUMMER F. JONES, New Canton, Va.:

"I greatly enjoyed your Porto Rico number. IT WAS GREAT! It indicates your ability to get together material which is ever of interest to the Tobacco Trade, and it shows that even in times of depression you are not averse to holding up to the light, and looking upon the bright side! Congratulations! You know how to do it!"

HERB, our Cleveland Correspondent, says:

"Regarding last week's Porto Rican number, many tobacco men were kind enough to say that it was the best of its kind they had ever seen. It was 'great stuff.' 'Every little particular was perfect, the accounts interesting and the information accurate and timely,' said one dealer about the issue. It sort of 'hit the spot,' as another dealer put it. It seems that most everybody in buying, selling, and smoking cigars has forgotten everything about the country in which the material of these cigars is grown. Hence, when this information is put forward in a clear, interesting way in an issue of superlative attractiveness, it is bound to 'hit the spot.' "


# The World's Best Cigarette Making Machinery

***Simple and up-to-date design—Easy operation—***
***High capacity—Unequalled finish of the cigarettes***

**THE "EXCELSIOR RECORD" CIGARETTE MAKING MACHINE**

Produces per hour up to:

36,000 Cigarettes without tip.
30,000 " with gold, cork or paraffin tip.

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**Cigarette Making Machinery**
for Cigarettes with CARDBOARD MOUTHPIECE.

**Cigarette Tube Making Machines**
of every description.

**Tobacco Cutting Machines**
Finest workmanship, highest capacity

**Grinding Machines for Tobacco Cutters**
Latest construction—entirely automatic
—Enormous saving of knives and wages.

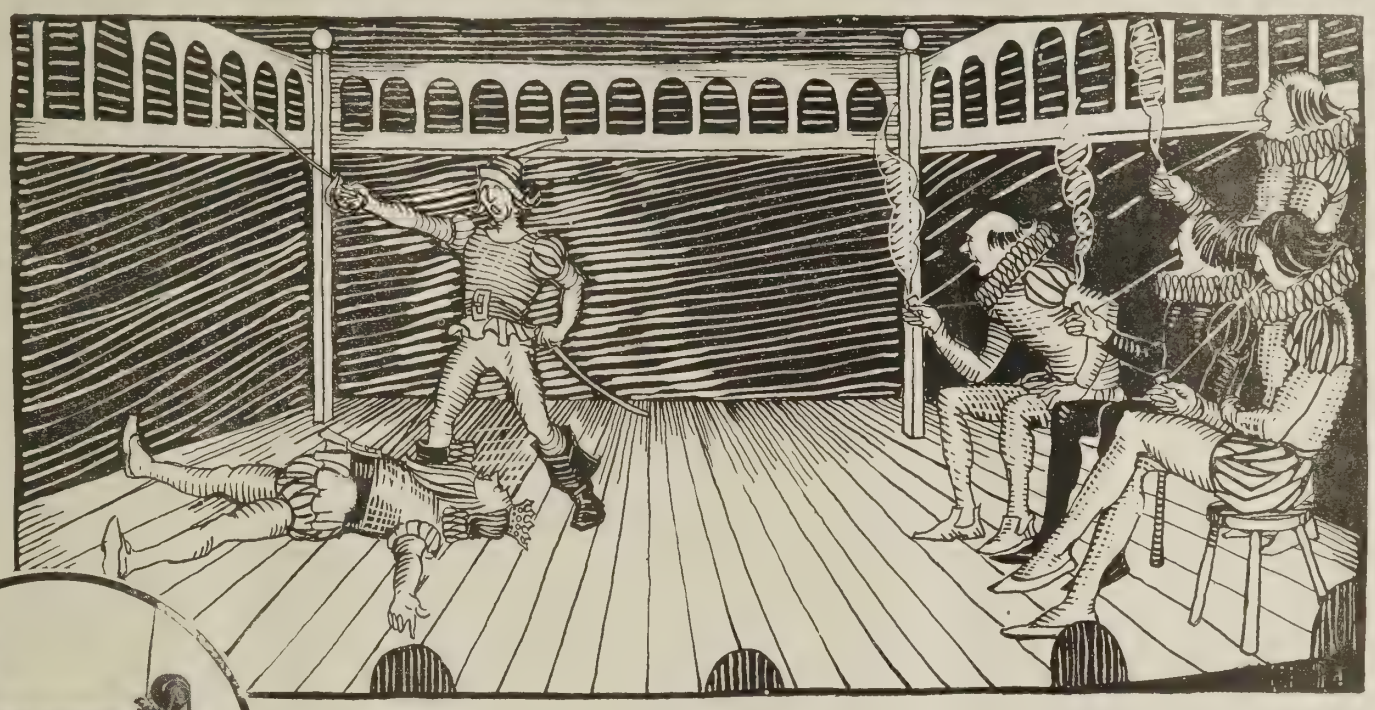
The fact that some cigarette manufacturers have bought during the last few years up to 200 of my machines is ample proof that my Cigarette Making Machinery is actually the best on the market.

One shipment of 120 Machines has been recently made by me to the Rumanian Administration of Tobacco Monopoly.

**For full particulars apply to**

**J. C. MÜLLER, Rotterdam 1, Stationsweg, 85**

# UNIVERSAL HISTORY OF TOBACCO



*Tobacco smokers occupied special seats of vantage in Elizabethan theatres. Three-legged stools were placed on the stage, and attendants served ale and tobacco to these fortunate followers of Thespis. This custom is probably the origin of the Theatre Box.*

LIKE the modern cigar manufacturer, the owners of early English playhouses evidently realized the profit-possibilities of making their floor-space fully productive of revenue.

## Makes Your Stripping-Room Space More Productive

Floor space represents money for rental, or investment, and for maintenance. It pays for itself only by production. The greater the output per square foot, the lower your operating cost per square foot.

The Model M Universal Tobacco Stripping and Booking Machine occupies no more space than a hand-stripper. But it will do the work of up to three hand strippers. Therefore, it greatly multiplies your stripping room production, on a square foot basis, thus reducing your costs and increasing your production.

Whether your factory has as many as a hundred, or as few as two or three cigar makers, the Model M Universal will save you money and improve your product. Big manufacturers and small have proven this to be true.

Over 2,000 large and small factories are already equipped with Model M Universals. Send for Catalogue and Price List.

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116 West 32nd Street, New York, U. S. A.
Factory: Newark, N. J., U. S. A.

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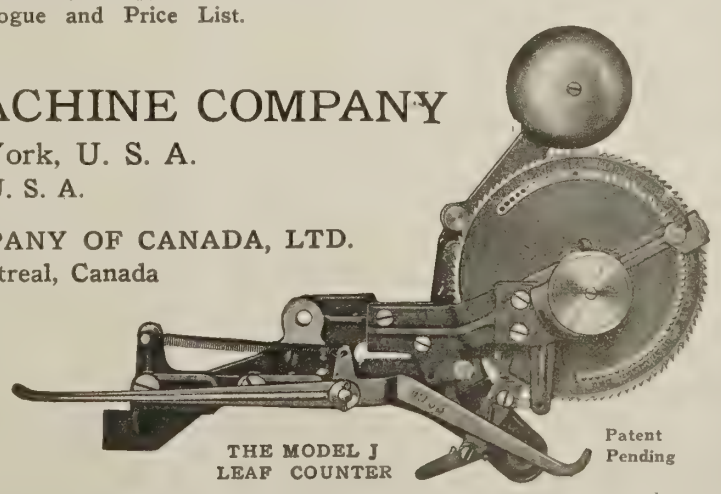
*Model J Universal Leaf Counter—An attachment for the Model M Universal Tobacco Stripping and Booking Machine. Counts the leaves as they are stripped in any number desired, from twenty to eighty to a pad.*



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## American Tobacco Company


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Jan. 9.—The reaction sustained by the list with the turn of the new year finds no unanimity in explanation. One group is firm in the belief that this is just a temporary setback and that the major trend is upward, while another opinion just as frequently voiced is that the recent upward trend was a false move not at all warranted by economic conditions. The truth of the matter is that probably neither group is correct or altogether wrong. With so many cross currents at work, with no single one potent enough to be the deciding factor, it is impossible to generalize; each industry and every company in it must be judged by the conditions peculiar to it. The tobacco stocks in the past week showed no radical changes; figures reached and net changes for the more active of the listed stocks are as follows:

| | | |
|---|---|---|
| American Snuff | 111 | — ¾ |
| American Sumatra | 34¼ | +1 |
| American Tobacco | 130 | —1⅛ |
| American Tobacco B | 126¼ | —1⅛ |
| Consolidated Cigar | 28 | +8 |
| General Cigar | 68 | ... |
| Liggett & Myers | 160 | ... |
| P. Lorillard | 147¼ | —2¾ |
| Tobacco Products | 63 | — ¼ |
| United Retail Stores | 52 | ... |

The new year brought no new life to the unlisted tobaccos which have indeed been in the doldrums. The special stockholders' meeting of the George W. Helme Co., called for the thirtieth of the month, for the purpose of increasing the authorized common stock from $4,000,000 to $8,000,000, signifies a stock dividend in the near future; it is generally supposed that the dividend will be 100 per cent. At the present writing this action has scared away all stock so that the market is absolutely barren.

Fractional shares of the Weyman-Bruton and Schulte resulting from the recent stock dividends continue to come into the market slowly; stockholders who have evening up to do, can do so to better advantage without delaying while there is still a ready market for the fractions.

Some Universal Leaf Tobacco, preferred, appeared in the market and was readily absorbed around current levels. The market for this issue is gradually becoming broader, and with this feature one of the main objections to the stock is removed.

The declaration of the regular dividend by the American Cigar Co. has for the while silenced the rumor mongers; the action has not drawn in much buying for the stock, but it ought to do better before the ex-dividend date.

## United Profit Sharing Calls Special Meeting

United Profit Sharing Corporation has called a special meeting of stockholders, January 31, to vote on a proposal to change the par value of the capital stock from 25 cents to $1. There are authorized 2,000,000 shares, and of these, 1,638,150 shares are outstanding. If the plan is approved, there will be but 500,000 shares authorized and 409,537 shares outstanding.

It is proposed to exchange four old shares of 25 cents par for one new share of $1 par. Beneficial certificates will be issued for fractional lots, which will permit holders to share proportionately in dividends, but these will carry no voting power.

President O. H. Davis, in a letter to stockholders, says earnings are excellent, and 1922 should be the best year in the company's history, redemption of coupons at present being on a larger scale than ever before. Mr. Davis says general movement toward economy should stimulate coupon redemption, and that the company has made arrangements with some of its largest customers to increase the issue of coupons. He also declares new Federal income tax law should remove a heavy burden imposed by the old law, because of the company's small capitalization.

As soon as the exchange of shares has been effected, the dividend rate will be increased to 60 per cent per annum, compared with the present rate of 20 per cent, and this will be paid quarterly instead of semi-annually. It is the hope of the management later in the year to make dividend payments of 5 per cent monthly.

## Buys Factory Property

The General Cigar Company, Frederick Hirschborn, president, with quarters in the seven story factory at 1016 to 1020 Second avenue, southeast corner of 54th street, has purchased that property, together with the adjoining five story store buildings at 1014 Second avenue and 310 East 54th street, and the abutting six story building, 57.2x100.5, at 307 to 311 East 53rd street. They were acquired for a stated consideration of $245,000. The property fronts 100.5 feet on the avenue and 125 feet on 54th street.

### L. T. Dick, Inc.

ELMIRA, N. Y., Jan. 6.—L. T. Dick, tobacconist, has been incorporated, with a capital stock of $15,000. Incorporators, L. T. Dick, I. M. Dick and J. C. Bierwiler.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 110 | 115 |
| American Snuff pfd. | 80 | 91 |
| American Sumatra | 34 | 34½ |
| American Sumatra pfd. | 70 | 74 |
| American Tobacco | 130¾ | 131 |
| American Tobacco "B" | 127 | 127⅜ |
| American Tobacco pfd. | 97 | 98 |
| Consolidated Cigar | 27 | 28 |
| Consolidated Cigar pfd. | 60 | 65 |
| General Cigar | 67½ | 69 |
| General Cigar deb. | 94 | 96 |
| General Cigar pfd. | 100 | 102½ |
| Liggett & Myers | 158 | 164 |
| Liggett & Myers "B" | 155 | 164 |
| Liggett & Myers pfd. | 106 | 108½ |
| Lorillard, P. | 147 | 149 |
| Lorillard, P., pfd. | 105 | 110 |
| Tobacco Products | 62 | 63½ |
| Tobacco Products pfd. | 89½ | 92 |
| United Cigar pfd. | 104 | 106 |
| United Retail Stores | 51⅞ | 52 |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 65 | 71 |
| American Cigar Pfd. | 81 | 85 |
| American Mach. & Fdy. | 125 | 150 |
| American Tobacco Scrip. | 113½ | 115½ |
| Bayuk Bros. Pfd. | 80 | 90 |
| British-Amer. Tob Co. | 12 | 12¾ |
| Conley Foil | 12 | 15 |
| Eisenlohr & Bros. Com. | 57 | 64 |
| Eisenlohr & Bros. Pfd. | 86 | 91 |
| Geo. W. Helme Com. | 175 | ... |
| Geo. W. Helme Pfd. | 100 | 105 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 9½ | 10¼ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 87 | 95 |
| McAndrews & Forbes Co. | 102 | 106 |
| McAndrews & Forbes Pfd | 88 | 94 |
| Mengel Co. Com. | 23 | 28 |
| Philip Morris | 3 | 7 |
| Porto Rican A. T. Co. | 64 | 70 |
| Porto Rican A. T. Scrip. | 75 | 85 |
| R. J. Reynolds "A" | 63 | 73 |
| R. J. Reynolds "B" | 36 | 38 |
| R. J. Reynolds Pfd. | 105 | 108 |
| Schulte Retail Stores | 28 | 33 |
| Tobacco Prod. Export | 3 | 6 |
| Tobacco Prod. 8% Scrip. | 99 | 101 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 130 | 140 |
| Universal Leaf Com. | 125 | 135 |
| Universal Leaf Pfd. | 97 | 102 |
| Weyman-Bruton Com. | 145 | 155 |
| Weyman-Bruton Pfd. | 100 | 105 |

## G. W. Helme Co. May Pay Stock Dividend

Announcement by George W. Helme Co. in connection with proposed increase in authorized common to $8,000,000, that none of the $4,000,000 additional stock to be voted would be offered at this time has led the Street to believe directors contemplate a stock distribution.

Such a belief finds support in the growth of the company's resources since it was divorced from the old American Tobacco Co. in 1911, says the *Wall Street Journal*. During the nine years since dissolution George W. Helme Co. has shown a steady earning power and, after paying out $4,460,000 in common dividends, has put back into property from earnings $2,974,121, the equivalent of $74.35 a share on the $4,000,000 common. At the same time no stock dividend has been paid, nor has there been any change in capitalization. Profit and loss surplus, December 31, 1920, was $3,029,715, the equivalent of over $75 on the common stock.

In 1912 7½% was paid on the common, but since 1913 10% regular has been disbursed. In addition, 2% extra was paid in 1913 and 1914, and 4% extra has been paid each year since, with the exception of 1918, when no extra was declared.


# Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the *Unlisted* and *Inactive* tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

## Stone, Prosser & Doty

***Specialists in Tobacco Stocks***
**52 William Street, N. Y.**
**Tel. Hanover 7733**


Following gives net after taxes, charges and preferred dividends, common dividends paid, and surplus put back into property:

| | Net | Com. Divs. | Surplus | Per Com. Share |
|---|---|---|---|---|
| 1920... | $1,082,549 | $560,000 | $522,550 | $13.06 |
| 1919... | 974,967 | 560,000 | 414,967 | 10.37 |
| 1918... | 794,703 | 400,000 | 394,702 | 9.87 |
| 1917... | 637,970 | 560,000 | 77,971 | 1.95 |
| 1916... | 798,503 | 560,000 | 238,503 | 5.96 |
| 1915... | 815,016 | 560,000 | 255,015 | 6.38 |
| 1914... | 745,922 | 480,000 | 265,922 | 6.65 |
| 1913... | 789,358 | 480,000 | 309,358 | 7.73 |
| 1912... | 795,133 | 300,000 | 495,133 | 12.38 |
| Total.. | $7,434,121 | $4,460,000 | $2,974,121 | $74.35 |

The $2,974,000 put back into property from earnings went chiefly into working capital, which December 31, 1920, totaled $9,273,897, compared with $4,333,234 at the close of 1911, an increase of $4,940,663. At the same time property account after allowing for depreciation decreased $252,440 and reserves for advertising, insurance, discounts, etc., increased $1,714,102.

Following gives comparison of assets at close of 1920 and 1911:

| Assets: | Dec. 31, '20 | Dec. 31, '11 |
|---|---|---|
| Inventory | $6,178,088 | $2,257,579 |
| Cash, etc., due from Amer. Snuff | ..... | 1,882,354 |
| Cash | 1,101,386 | 71,714 |
| Receivables | 2,189,117 | 170,383 |
| Liberty Bonds | 1,125,550 | ..... |
| Total quick... | $10,594,141 | $4,382,030 |
| Property ac'nt.. | 3,528,421 | 3,780,861 |
| Total | $14,122,562 | $8,162,891 |

Following gives comparison of liabilities for the two years:

| Liabilities: | Dec. 31, '20 | Dec. 31, '11 |
|---|---|---|
| Dividends payable | $330,000 | ..... |
| Accts. and bills pay. and fed. tax. | 990,244 | $48,796 |
| Total cur. | $1,320,244 | $48,796 |
| Reserves | 1,772,603 | 58,501 |
| Pfd. stock | 4,000,000 | 4,000,000 |
| Com. stock | 4,000,000 | 4,000,000 |
| Surplus | 3,029,715 | 55,594 |
| Total | $14,122,562 | $8,162,891 |

# Chicago Retail Cigar Dealers Form Association

**West Side Store Owners Start Organization—Enroll 356 Members—Year Opens With Numerous Orders From Various Quarters—Retailers Satisfied With Way 1922 Moves Out on Twelve-Months' Journey—Every Mail Brings Orders.**

CHICAGO, Jan. 7.—Efforts to organize cigar stores in Chicago were brought to a reality a few days ago when the West Side retail cigar store owners announced they have organized the Retail Cigar Store Owners' Association, with headquarters in the Flat Iron building at Madison street and Ogden avenue. They have enrolled 356 members. A membership of 4,978 is sought. This association is in no way connected with the Chicago Cigar Dealers' Association.

### A Call to Peace-Time Duties

The call of war has given way to the duties of peace. The principal of these duties just now is to put your shoulder to the wheel. Prosperity lies just ahead for the man or the business that lives up to that motto. Hard work never harmed anybody. Let us tackle the problems of the ensuing twelve months with the slogan, "I will work to make 1922 the year of greatest opportunity."

"There have been worse years than 1921. Also there have been better."

### A General Conference

The city salesmen of the General Cigar Co., Inc., held a business conference here Tuesday at the main office of the company, 26 East Congress street.

### "Fifty-Fifty"

Revzin & Gurevitz, who lost their lease in the Masonic Temple, have settled with their creditors at 50 cents on the dollar.

### New Gato Size Shortly

A new size of the Gato cigar, to sell at 10 cents, will be introduced here shortly.

### Off to Florida

Mort Hammer has left for Tampa and Key West. At the latter point he will meet E. P. Oakes for a visit to the E. H. Gato cigar factory.

The citizens of Springfield, Mo., by a vote of 6,086 to 3,166 decided in favor of adopting the Sunday Blue Laws. As a result of the election all theatres and places of amusement will be closed on Sunday.

"Happy thought of the day. Income tax schedules are getting ripe."

Gordon Nussbaum was a recent visitor to the Berriman cigar factory in Tampa.

Ernest Fleischman, of Wm. J. Seidenberg & Co., has returned from his visit to the Arango factory in Tampa.

Frank Thurman, who represents J. B. Back & Co., of Brooklyn, is here, getting ready for a Royal Moor campaign.

### Visited Hoosier State

Walter Fleckles, of the Deisel-Wemmer Co., Lima, Ohio, spent several days in Indiana calling on his firm's distributors.

### Making Good Start

Harry B. Allen, cigar manager of the Greater Hamilton Club, called and stated that January has started off big with them.

### One Out, One In

H. M. Schermerhorn, Inc., vacated the store at Monroe and Dearborn street on Monday. Tuesday the United Cigar Stores Co. moved in.

### Early Orders Coming In

Jobbers report a good demand for so early in the year. Orders for cigars from the country trade come in every mail. This is a very healthy sign and shows that stocks on hand with the trade are very light. Retailers in Chicago are all satisfied at the way 1922 starts off.

### Visiting Headquarters

Harry L. Harris has left for Newark, N. J., on his annual visit to the factory of Harris & Son Cigar Co. A big city campaign on the firm's José Grande will be started here on his return.

### Makes Acknowledgment

A greeting card has been received from the Mi Lola Cigar Co. of Milwaukee by the Chicago trade. It expressed appreciation to the dealers for making 1921 the biggest year in the history of the Mi Lola factory.

"We cannot all go South for the winter. Somebody has to stick around to keep the pipes from freezing."

Paul Little, with the Jobst Bethed Co., wholesalers of Peoria, Ill., was a visitor here over the holidays.

### Conditions Fair

Ran into R. E. McCabe, manager of the Springfield, Ill., branch of the General Cigar Co., who was here on business. Mac reports conditions downstate as being very fair.

### Two High Jumpers

Two of the leading sellers with Henry Ackerburg, at 187 West Madison street, are Webster and La Palina, and they sure go over the top fast.

### Back from Headquarters

Fresh from a visit to the Congress Cigar Co. headquarters in Philadelphia, Eddie Crooks, Chicago representative of the La Palina cigar, is back again. Eddie says he hopes to get enough La Palina cigars this year to fill all orders. La Palina out-sells any other brand locally.

### Special Efforts on Webster

Webster is going to be pushed by Steele-Wedeles & Co. Already well distributed and selling good, special efforts will be put forth by this house to make Webster one of Chicago's leading sellers.

New owners have taken possession of the cigar stand in the lobby of the Masonic Temple.

### Back on Job

Robert Brunton, of the Falk Tobacco Co., is back at his Chicago office after a pleasant holiday vacation.

### Coming and Going

Jose Garcia, of Perfecto Garcia & Bro., has returned from Tampa and is at the Chicago offices, 208 North Wells street. Ludwig Lasker, the traveling star of the firm's sales force, will shortly leave for a long road tour.

### On Firing Line Again

Cigarette salesmen representing the well-known manufacturers and who are stationed here are once more back on the job, after their two weeks' holiday vacation.

### Reynolds' New Price

With the opening of business Jan. 3. the R. J. Reynolds Tobacco Co. announced a reduction in the price of Camel cigarettes to $7.50 and Prince Albert tobacco to $1.53 a dozen.

### Well Pleased with Reception

Jos. Wertheim, of the Webster Cigar Co., Detroit, called Tuesday. Joseph is one of the early birds and he is well pleased over the reception that Webster cigars are receiving.

### Liggett & Myers' New Deal

With each one thousand of any brand of cigarettes made by the Liggett & Myers Tobacco Co. three packages of 10-cent Chesterfield cigarettes are given gratis to the retailers.

### More of This Later

Dwelling on the future, I will say that E. P. Oakes is about to close a deal for the E. H. Gato Cigar Co. with one of our most exclusive cigar jobbers. Details cannot be given out yet, but will follow later.

### Mi Carmen

Thomas Harbich is the new Chicago representative of the Mi Carmen Cigar Co., of Milwaukee. Tom will introduce the popular Mi Carmen Cigar.

### Joan of Arc

The distribution of the Joan of Arc cigar has been taken over by Grommes & Elson for this territory. Clarence Hirschhorn Co. has controlled the sale for the past year here. The San Telmo Cigar Mfg. Co., seeking a larger sale for their brand, made the change.

### Preparing for Big Campaign

George Bennett has been made first assistant sales manager for Grommes & Elson, the exclusive cigar jobbers. Fourteen men are now on their sales staff and several more will be added before the month closes. The firm will feature as leaders the big three sellers made by the San Telmo Cigar Mfg. Co., of Detroit, La Resta, Joan of Arc and Robert Bacon, and in clear Havanas Cortez and Cuesta Reys.

The first newspaper ad to appear this year was that of Piedmont cigarettes, which was shown in the papers Jan. 1. On Jan. 2 John Ruskin, Girard, Cinco and Detroit Hand Made appeared.

### To Make Them Go Stronger

A large publicity campaign is now being waged by Philip Morris & Co. on their English Oval cigarettes. Sales of this brand are already increasing.

### New Cigarette Prices

Jan. 3 saw a reduction of 50 cents per thousand on Chesterfield, Piedmont Spur and Favorite cigarettes, made by Liggett & Myers Tobacco Co. The new list price of these brands is now $7.50. On the same day the price of Fatima cigarettes was reduced from $10 to $9.50.

### A Reminder, That's All

Being just a little ahead of the other trade papers, we announced three weeks ago that Frank Patton, who for the past year has sold the Tobacco Girl 5-cent cigar, would on Jan. 1 be the representative of Gonzalez-Sanchez Co. of Tampa. The news just printed by other trade journals shows how fast TOBACCO travels.—H. L. H.


H. DUYS & CO., Inc.
Headquarters for
Sumatra and Java
TOBACCO
142 WATER ST., NEW YORK

RAPP-MULLER CO., INC.
Importers of
Sumatra and Java
Tobacco
152 Water Street, cor. Maiden Lane, New York

SONEDA
Mild Havana-Tampa, Fla.
New York Office
120 Maiden Lane
STORM-FISHER & Co
LARD TEMPLE
Sumatra Wrapped
Get a line on our Merchandise and Prices

Telephone 3956 John
Cable Address—MARQUESE, New York
JULIUS MARQUSEE & SON, Inc.
Leaf Tobacco
141 WATER STREET NEW YORK
Warehouses: New Milford, Conn., Lancaster, Pa., Dayton, O., Viroqua, Wis.

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF
SUMATRA AND HAVANA
TOBACCO
PACKER OF
DOMESTIC

# IMPORICO

REG IN U.S PAT. OFF.

(IMPORTED)

This size
10 cents

## One Way to Save Sales Expense

Every time you have a customer well started on a certain brand and he insists on switching because it doesn't run uniform, it costs you money. It costs you money and time to resell him in another brand and shakes his confidence in your judgment besides.

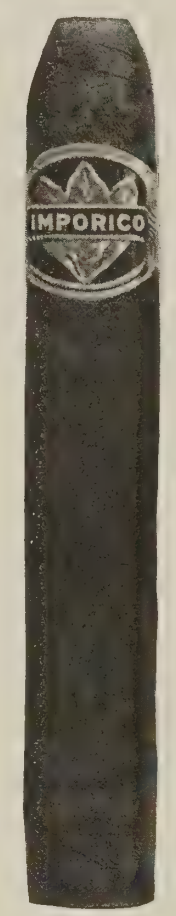
The way to save that sales expense and the danger of a dissatisfied customer is to break him in on a brand that never varies.

Imporico Cigars run as uniform as the sun. Besides there is a size and price for every fancy, and a margin of profit that makes them well worth your while.

*Jobbers write for territory.*

## Infanzon&Rodriguez

Factory: Mayaguez, Porto Rico
New York Office—45 E. 17th St.




This size
10 cents



Herminio Madera

## ALONSO RIERA & CO.

PACKERS OF

## Porto Rico Leaf Tobacco

**Importers and Exporters**

*The Tobacco Palace*

SAN JUAN, PORTO RICO



CABLE:
P. R. GONJE, SAN JUAN
U. S.—PEDCOSTA, N. Y.

Our Own Guarantee Stands Beside the Guarantee Stamp of the Porto Rican Government

## R. M. GONZALEZ e HIJOS

*Growers and Packers of* PORTO RICO TOBACCO

PLANTATIONS:
COMERIO
AIBONITO } Porto Rico
GURABO

*U. S. Representative*
PEDRO COSTA
96-98 Water St., New York



## HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade
**CIGAR BOX LABELS, BANDS and TRIMMINGS**

Selling Representatives

ADOLPH FRANKAU & CO., INC.
129 Fifth Avenue, New York

B. B. B. CO. (CANADA), LTD.
Montreal, Canada

Western Representatives

PAUL PIERSON
139 North Clark St., Chicago

ALBERT ABENHEIMER
Windsor Hotel, Denver, Colo.


## Dr. Frear Passes Away

LANCASTER, Pa., Jan. 9.—At the business meeting of the Lancaster County Tobacco Growers' Association this afternoon the following self-explanatory minute was adopted, which had been prepared by a committee appointed composed of S. Warren Metzger and Otto Olson:

"*Whereas,* We are painfully reminded of the fleeting substance of life and the inevitable closing of its chapter in the sudden taking away of Dr. William Frear, vice-director of the Pennsylvania Experiment Station at Pennsylvania State College, on Saturday, January 7, 1912,

"*And Whereas,* in the death of Dr. Frear this association has suffered a very distinct loss—yes, an inestimable loss—and the tobacco industry of this rich county its most ardent and invaluable friend in the realm of science that has played such a conspicuous part in its development—therefore,

"*Be It Resolved,* That in annual meeting assembled this 9th day of January, 1922, the Lancaster County Tobacco Growers' Association express its profound sense of loss in the demise of Dr. Frear, even he who was to have been amongst us in the body this very day and spoken his usual words of cheer, encouragement and advice. We risk no odium of comparison when we say with solemn pride that Dr. Frear exerted more influence in a scientific way on the culture of tobacco in this county than any man preceding or contemporaneous with him. His constant contact with the experimental station in this county is best known to those intimately associated with him in the work. He was at all times the student of practical values rather than the visionary or theorist. In his fellowship with men, and his attainment for their benefit, he was proverbially the gentleman and the scholar. For thirty years the name of Dr. Frear has been a household word among the growers of tobacco in this county. Yearly the results of the investigational and experimental work conducted by and in co-operation with him have been spread broadcast for the upbuilding of our agriculture. Modesty was an innate characteristic of our loyal friend; his courtly manners; a rich memory; his inherent love of truth, a very precious legacy. We shall deeply miss his counsel and his countenance amongst us."

## Chicago Leaf News

CHICAGO, Jan. 7.—Chicago leaf tobacco salesmen who came home here for the holidays got away for an early start at 1922 business the first of this week. All of them appeared very optimistic and if they can return to the city with order books justifying their expectations business this year for the leaf merchants of the Windy City will not be bad.

### Have Confidence in Future

The general attitude of the trade here is one of confidence in the future. "There is business ahead of us," they say, "and though we do not expect any sudden burst of buying, we are pretty sure that the manufacturers are in a better condition to buy leaf now than they have been for some time. Their stocks were run low due to the Christmas business which was good with a majority of them, and surplus stocks which they are carrying over are in many cases so small that before these manufacturers can start doing any 1922 business they will have to buy."

Many of the Chicago leaf houses received orders during the latter days of 1921 for shipments to be made this month and next. Some of these are being made now.

### Experience Coming Into Its Own Again

The consensus of opinion here is that 1922 will be the beginning of a new era of business prosperity, and that it will show a return of times when knowing your business meant something. During the past few years, the trade here says, business has been so easy that experience didn't amount to anything. An order book and a sharp pencil were among the chief requirements. The day is fast returning when men who know their lines are going to push their shoulders into the air and be marked as leaders.

The United Cigar Stores Co. has just taken a five-year lease on a corner in the Crilly Building, Chicago, from Jan. 1, at a term rental of $60,000.

## Shaw and Theyskens

William B. Shaw and E. F. Theyskens, formerly associated in the leaf tobacco business as vice presidents of the International Planters' Corp., are again associated in the same line of business. But this time they are partners and are located at 136 Front street. Mr. Shaw is an expert in the Porto Rican and Santo Domingo tobacco, and will look after these types of leaf. Mr. Theyskens having had more experience in export types of tobacco as grown in the Southern states, will look after these lines, spending considerable of his time in the European markets. Mr. Shaw will stay around the home base, using his knowledge and energy to increase the demand for his tobacco specialties.

### To Erect Storage Warehouse

The Turner Construction Company has been awarded the contract for constructing a seven story storage warehouse for the American Tobacco Company on Sandford street, Brooklyn, to cost approximately $175,000.


## WM. B. SHAW

**Importer and Exporter**

**Porto Rico and San Domingo Tobaccos**

**136 Front St., New York**
**Packing Plants: Porto Rico Santo Domingo**
**Cable Address: Shawleaf, N. Y.**



## A. M. LEÓN

**257 West 116th St. New York**

**Porto Rican Leaf Tobacco**

**Representing Salvador Gallart, Cayey, P. R.**



## Madera, Vigil & Co.

***Importers and Exporters of***

## Leaf Tobacco

**San Juan, Porto Rico**



## RAMON MORAN & CO.

***Growers, Packers & Exporters***

MANATI, PORTO RICO

*Correspondence invited.*

PORTO RICAN LEAF TOBACCO



## HERMANN J. ROSE

Packer of

## PORTO RICAN CIGAR LEAF TOBACCO

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

***Quality, Not Price***

**Santurce, Porto Rico**

# St. Louis Houses Begin to Recover from Holiday

**Commence to Realize That the Great Volume of Business They Did With "Santa" Was Much Greater Than Any Had Anticipated—All Lines of Goods Carried by Tobacconists Were in Strong Demand—Salesmen Taking to the Road.**

St. Louis, Jan. 7.—The leading St. Louis cigar and tobacco retailers and jobbers are just commencing to recover from their strenuous work during the holiday period, and to realize the volume of business they did. None of them anticipated the big trade they had. They set a fair prediction on what they thought they would do but none of them looked for the immense trade that came to them during the last few days previous to Christmas. Not only was their cigar business heavy but everything else sold by the cigar dealers was called for. The accessory trade was also heavy.

### Pedestrians Pocketed Display

Wind one morning early in the week shattered a plate glass window on the Pine street side of the Enderle Drug Co., 801 Pine street. Cigars and cigarettes valued at $125 were on display. Carl Honer, a clerk in the store, said that before the police arrived passing pedestrians had helped themselves, stripping the window of its contents.

Arthur Terry, president of the Mid-West Cigar Co., went to Philadelphia with C. E. Terry, representing the Bayuk Bros., to attend the annual meeting and banquet of the latter concern.

The salesmen of St. Louis branch of the Parker-Gordon Cigar Co., have been in the city recently, attending a conference. J. H. Parker, Jr., president of the company, was in the city at the same time.

W. W. Haynie, of the Haynie System, is in New York to be present at the annual meeting of Austin, Nichols & Co.

The salesmen of the Peter Hauptmann Tobacco Co., who have been in the city during the holiday period, have departed for their respective territories.

A new cigar concern, the Joseph Van Raalte Cigar Co., has been incorporated with a capital stock of $30,000, $15,000 of which is fully paid. The company will locate at 92 North Sixth street, opening early this month. The officers are Jos. Van Raalte, president and treasurer; D. Van Raalte, vice president, and Louis Silverstein, who has been with the F. R. Rise Mercantile Cigar Co. for many years, is the secretary.

Jacob Strubel, formerly in the cigar business at 1714 Market street, has bought out W. O. Plummer, at Sixth and Chestnut streets. Mr. Strubel will make extensive improvements in his new store.

The cigar store of the United Cigar Store Co., at 4904 Delmar boulevard, has been discontinued.

E. E. Rauh, of Rauh-Milius Cigar Co., arrived from New York just previous to New Year's, and after spending a few days in St. Louis, went back to New York to finish the business that took him there previously.

E. W. Marlin, representing M. F. Minden Co., started out to cover part of his territory early this week. His first destination is in the south and he will gradually swing around the circle, visiting his customers as rapidly as possible, for, according to reports he has received, the Christmas trade has depleted stocks and they need replenishing, and he is the one to fill the bill. He has established a good line of trade and hopes to do a big business on this trip.

Louis Friedman, formerly on Sixth street near Washington avenue, is now located in his new quarters at 520 Olive street, in the Commercial Building. His new store is handsomely fitted up and well stocked with all the best brands of cigars and his store is already becoming headquarters for the lovers of good smokes. He opened his new store on the first of the month, really before it had been fixed up, but then his friends did not mind a little thing like that.

## Special Law for Benefit of Burley Association

Frankfort, Ky., Jan. 10.—A record was broken in the Kentucky Senate this week. On the first day of the 1922 session of the General Assembly, Tuesday, when the co-operative marketing act for the benefit of the burley tobacco growers was introduced, it was printed, referred to committee, reported back to the Senate, and under suspension of the rules, given its first reading in full and placed in the calendar. Wednesday it was given its second reading, was advanced to the orders of the day, and on Friday was passed unanimously in the upper branch, the vote being 33 to 0.

While the House, which received a similar measure, did not act with quite so much celerity, being a much less compact body, no time was lost in that branch, and the bill was introduced, printed, and referred to the Committee on Agriculture. This Committee met after the House adjourned, at 5.30 o'clock Tuesday afternoon, at the Frankfort hotel, and by unanimous vote decided to report the bill favorably tomorrow. Consequently, with the same relative progress as in the Senate, the bill was in shape for passage on Friday, but it was decided to make it a special order for today, at 10 o'clock, when Aaron Sapiro, of California, explained the measure. The bill passed the House late today, following an address by Mr. Sapiro in explanation of it, and was signed promptly by Governor Edwin P. Morrow in the presence of Mr. Sapiro, Col. Joseph Passonnau, organization manager, and members of the House and Senate who had introduced the bill. It goes into effect immediately.

### Bingham Co-operative Marketing Act

The burley growers' Act, which is a general act referring to all co-operative associations now in existence or to be formed in Kentucky, evidently was drawn with great care for all legal phases involved. The title alone covers two printed pages. Out of compliment to Judge Robert W. Bingham, the Louisville publisher, who has taken an active part in the formation and financing of the preliminary organization, the act is to be referred to "for indexing purposes," as the Bingham Co-operative Marketing Act."

## Lexington Sales

(Special Telegram to Tobacco)

Lexington, Ky., Jan. 10.—Tobacco sales here today at Jewell Warehouse totaled 133,685 pounds, which brought $29,527.59, an average of $22.09 a hundred. The People's House yesterday sold 177,770 pounds, at an average of $24.13 a hundred, and the newly constructed Geary Warehouse sold 229,070 pounds for $72,576.57, an average of $20.92 a hundred.

## On Business and Pleasure

D. E. Salomon, a leading tobacco broker of Lancaster, Pa., after spending the New Year holiday in Atlantic City, by the sea, came on to little old New York to see if Father Knickerbocker had his hat on straight. He was accompanied by Mrs. Salomon.

## International Tobacco Co.

At the annual meeting of the Stockholders of the International Tobacco Co., held Jan. 10, at its offices, 413-415 East 24th street, the following directors were elected for the ensuing year: B. H. Wasserman, P. M. Wasserman, M. H. Wasserman, Marcus Oppenheimer, Seymour Plaut. At a subsequent meeting the following officers were elected: B. H. Wasserman, president; P. M. Wasserman, Vice-President; M. H. Wasserman, Secretary and Treasurer.

# YOU ARE PROTECTED

AGAINST ADULTERATION WHEN BUYING PORTO RICAN TOBACCO BY

# GOVERNMENT GUARANTEE STAMPS

WHICH PLAINLY SHOW THE SOURCE OF ALL TOBACCO SHIPPED FROM THAT ISLAND

## Benefits Dealer and Consumer

# TAKE NOTICE THAT

**Every Package Containing Tobacco Leaf, Scrap or Cigars Must Display One of the Following Guarantee Stamps:**

## TOBACCO:—

*WHITE—Genuine Porto Rican growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries.*
*PINK—Tobacco of Foreign growth.*

## CIGARS:—

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd in P. R. with Tobacco not a product of P. R.*

GOVERNMENT OF PORTO RICO

## TOBACCO GUARANTEE AGENCY

*J. F. Vazquez, Agent*

**126 Maiden Lane** **New York City**

Telephone—John 1379

STICK TO Cinco - IT'S SAFE

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

FLOR DE
MANUEL
CIGAR

"THE BLEND THAT MAKES HAVANA MILD"

ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

THE TOPIC OF THE DAY

Mild Havana Cigars

10c—2 for 25c
Corona Size 15c

Wherever they go they leave satisfied smokers and have proven to be the best seller where high grade cigars predominate.

BOBROW BROTHERS, Inc.
*Manufacturers*
Philadelphia Penna.

# Philadelphia Factories Resume Full Time Work

## Orders Sufficient to Keep Busy for Several Months—Retailers Report Good Sales on Advertised Brands—Aggregate Profits Greater—Smokers Buying More Freely—Increasing Demand for Pipes and Smoking Tobacco.

PHILADELPHIA, Jan. 10.—The desire of help for a holiday vacation and not lack of orders was responsible for the brief closing of the big cigar manufacturing industries for a day after the new year began. During the week they all resumed full-time operation, and without exception they report sufficient orders on hand to keep them in operation for several months to come. Entire confidence that production will be kept at a maximum is expressed by all those firms which continue to maintain at a maximum their national and local advertising.

### Pays to Sell Advertised Goods

From the retailers, too, comes a report that goods which are kept before the public through publicity were the only ones which sold in large volume for the holiday trade and as a matter of fact are the only ones which the retailers really care to handle, because even though the margin of profit on nondescript material may ostensibly be larger than on the nationally advertised, the fact of that advertisement really constitutes half the sale, and actual experience and not theory has demonstrated that there is far greater profit through large sales of nationally advertised goods than there is through the effort to foist on the public inferior material at an apparently larger profit. The retailers, of course, began the year rather dull because smokers were loaded up with holiday presents, but gift-giving this year took the nature of quality rather than quantity, so that the week-end counter sales again began to become active.

### Buying in Larger Quantities

The character of the buying shows that the consumer is not as conservative in his expenditures as he was, and while not less discriminating than before, is buying in rather larger quantties. A curious fact is noted, however, that though the market for the better grades of cigars and for cigarettes has not fallen off, a greatly increasing demand continues for pipes and smoking tobacco. The only explanation the trade has for this condition of affairs is that former patrons of low price cigars turned to smoking tobaccos and thus gave an impetus to that branch of the business. It must not be assumed, of course, that the pipe smokers are only those who smoked cheap cigars, because many of the centrally located dealers, particularly like Sterner, report pipe sales running as high as $12 and $5 and tobacco as high as $5 a pound.

### Leaf Dealers Have Opportunity

Leaf dealers now have a chance, which was denied them during the holiday season, to present the merits of the new crop. They report that the manufacturers, while not liberal in orders, are almost prodigal in attention. A greater contrast between existing conditions and those of a year ago can hardly be imagined, because then the future was dark and now it is bright; many think even roseate. But there is none so optimistic that they are buying recklessly. However, the leaf dealers are quite satisfied with the attention the manufacturers are giving them when they expose their wares, and are quite confident that in due course and in the near future, those inquiries will be followed by orders.

### Mutual Appreciation Shown

The affection in which the members of the firm of the Congress Cigar Factory, Sam and Jacob Paley, are held by superintendent, foreman and the sales organization was concretely evidenced by the presentation to the brothers of a silver loving cup as joint expression of regard. Inscribed on the cup are these words: "La Palina, the Quality Cigar Since 1896. Presented to Congress Cigar Co. by Employees, December, 1921." The cup, too, tied together two delightful social functions of the holiday week—banquets which the firm as host tendered to the factory superintendent and foreman at the Adelphia and to the sales force at the Bellevue Stratford. With cheer for both the sales organization and personal gratification to the management in the reading of telegrams from all the Congress distributors in which, almost to a man, they emphasized the fact that they were still over sold on La Palinas and that the best New Year which the firm could give them would be an adequate supply of this smoker. The Lee & Cady Co., Detroit, wired as follows: "A nice start for 1922. Not a box of Magnolias, Perfectos and Triangulares on hand." The firm announces that it has closed the biggest year in its history.

### Good Fellowship Displayed

Good fellowship was as pronounced as decorations were unique at the love feast of the Bayuk Brothers family held at the Hotel Adelphia. Those decorations were distinctive and typical of the industry and evidenced much cleverness on the part of the decorator, Claud Nelson, who is known as the sheriff of the Bayuk advertising staff, in intermingling Havana leaf with holly berries and Christmas colors. The function was graced by the members of the firm's directors and 80 members of the sales organization from all over the United States. Samuel Bayuk, Meyer Bayuk, Lewis A. Kramer, Harvey L. Hirst, J. L. Vipond, Jr., John Nickerson, Jr., and Samuel B. Lewis represented the Board of Directors. An address on the growth of the business since its inception was made by Samuel Bayuk. He was followed by H. L. Hirst on the selling policy.

### Good Cheer Manifest

The G. H. P. celebration was in the form of a quartet of good fellowship, good cheer and cameraderie. The quadrupled festivities began with the Open House at the factory on New Year's Day, when the employees were given a buffet lunch, followed by dancing and accompanied by Senator's Orchestra of the Adelphia Hotel. Friday evening there was a banquet at the Hotel Vendig for the sales and factory representatives. Concluding the week's festivities was a banquet to 140 members of the sales and executive forces given on the roof of the Adelphia Hotel and followed by a theater party. The ladies of the El Producto office force were treated to a banquet in the offices of the factory and in the evening were taken to the Shubert Theater as guests of the G. H. P. Cigar Co. But, of course, memories were still very much alive over the preceding week of bonuses to all of the sales organization, the aggregate running into many thousands of dollars. At the sales conference during the week, the principal speakers were Benjamin L. Grabosky and Thomas H. Dean, in charge of the jobbing trade. Mr. Grabosky outlined the sales policy of 1922, to his organization. At the conclusion of his address he was the recipient of cordial good wishes and safe return from his journey to Havana, on which he sailed immediately after the festivities, in order to make a personal inspection of a crop which will insure G. H. P. standards. The actual results of 1921 business was far in excess of anticipations, and the prospect for the new year were not marred by any untoward prospects, so there is entire confidence in the firm's ability to keep 18 factories running full. Five new salesmen have been added to the sales force, two of whom are A. Foley, for New England, working from Boston; and J. McFarland, for Wisconsin, with headquarters at Milwaukee.

### Making Strong Bid for New Business

Through the local distributors, the Chas. A. Krull Co., 55 N. Second street, the New Currency cigar, made by P. Lorillard Co., is receiving city-wide distribution. Beginning the first of the year there were 2,500 stores handling this five-cent proposition in foil package, and 25 perfectos to the package. Another brand, Muriel, 10 cents to 3 for 50 cents,

also a Lorillard make, is being featured. The New Currency is being backed by window and indoor displays and a newspaper advertising campaign. The successful missionary work on both brands has been accomplished through the efforts of Jack Fowler, formerly of the United States Tobacco Co., who is in charge of the campaign and who is co-operating with the Krull sales force. Three new salesmen have been added to the roster of the Krull boosters.

### Four New Distributors

The opening of New Year accounts of the Counsellor and Manuel, the leaders of Allen R. Cressman's Sons, 233 S. Third street, will find four new distributors booking large orders for Buffalo, Washington, Norfolk and Michigan. The Empire Tobacco Co. reports Manuels and Counsellors going big in its territory, with the Central Cigar Co. of Washington, D. C., and the Twin City Tobacco Co. of Norfolk sending in similar reports. H. L. Downey is making the round of Michigan with Detroit as his headquarters.

### Exchange Cordial Felicitations

Visitors to the Bayuk factory during the week were E. L. Donahue, of the Donahue Cigar Co., Indianapolis; Edgar Terry, of the Mid-West Cigar Co., St. Louis; E. V. Schnorr, of the E. V. Schnorr Cigar Co., Wichita, Kan. While en route to Egypt and the Orient, Leonard Epstein of E. Epstein Co., Dallas, Texas, dropped off for a farewell visit to the Bayuk factory friends during the week. He will sail from New York in a few days. The new five-cent special of Bayuk Brothers, Charles Thomson, named after the secretary of the Continental Congress, is fast becoming a national brand and one that is bringing repeat orders wherever it has been placed. It will be pushed by all the sales force during the current year.

### In the Limelight

Sam Scarlett, as he is known to the throng who patronize his store on Chestnut street, has leaped into fame in the editorial columns of the Philadelphia *Public Ledger*. Richard Spillane, an authority on men and business, has extolled Mr. Scarlett's advertising policy in the following vein:

"Does advertising pay? Ask Scarlett. He knows. He did a $40,000 business Christmas week, nearly all of it the result of advertising. Scarlett sells cigars, cigarettes, etc. He has only one store and it is of modest size, in Chestnut street near Seventh.

"It is almost unthinkable that a concern with so small a space could do such a volume of business in one week. But Scarlett does not confine his outlook to the neighborhood of his establishment. He reaches out thousands of miles by the power of the printed word. He advertises his goods to the people far and near.

"Orders come from all over the United States, from nearly every State in the Union, in fact, and some even from Mexico.

"The man who sits and waits for business to come to him has no license to complain of bad business, for he is not an active business man. The man who goes after business and gets it is the maker of business. You hear no particular complaint from him.

"Men usually get that to which they are entitled.

"The man who from a little store in Chestnut street is able to command a business amounting to $40,000 in one week sets an example to others of what a Go-Getter can do."

### Pioneer Celebrates Birthday

A pioneer in the cigar trade of Philadelphia, Abraham Aschenbrand, celebrated his 90th birthday at his home, 2200 Natrona street, in good health and happiness and surrounded by a host of friends, six great-grandchildren and eleven grandchildren. Still hale and hearty, Mr. Aschenbrand recalled the days when he entered the cigar business at the old stand at Third and Callowhill streets, in 1855. He was born in Ichenhausen, Germany, and came to this country in 1850 when he was eighteen years of age. He retired from business of manufacturing the Yara, one of the leading brands of the city about fifteen years ago.

### Fire Does Damage

A stubborn fire caused several hundred dollars damage in the store of David Bockman, 101 S. Eighth street, after firemen had vainly tried for fifteen minutes to locate the flames.

John S. Eiseman of the Men-de-Lion Cigar Co. has been nominated for election to the Board of Directors of the Grocers and Importers Exchange.

Rats gnawing at matches started a fire that is estimated to have done $1,000 damage to the tobacco store run by J. Leazy 3701 Longshore street.

### Trade Notes

Because of a slump in the cigar manufacturing, internal revenue receipts suffered a quarter million dollar decline, from $1,747,000 to $1,485,000, in the Reading, Pa., district. The decrease was nearly 28,000,000 cigars.

The United Cigar Stores Co. has leased the store at the northwest corner of Broad and South streets for a long term of years. The building is being remodeled with plate-glass windows into an up-to-date establishment. It is planned to lease part of the building.

Delaware county cigar manufacturers turned out an aggregate of 4,576,500 cigars during the past year, according to a report of the State Department of Internal Affairs.

H. Weiner, 1633 Franklin street, is being sued by the Franklin Tobacco Co., 518 S. Front street, to recover $465 for merchandise.

When Robert Dennis ordered Bernard Dougherty to leave his cigar store at 1916 Callowhill street, Dougherty drew a revolver and shot the proprietor in the mouth and in the chest. At the hospital the condition of Dennis was pronounced critical. Dougherty has been arrested and held without bail pending the outcome of the injuries.

# Key West Factories Re-Opening After Holiday

## Mi Favorita Factory Working With Practically Pre-Holiday Force—Gato Opens Again This Week—Tobacco Imports During December Showed Decline as Compared With November—3,320,730 Cigars Made in December—Comings and Goings.

KEY WEST, Fla., Jan. 7.—The manufacturers of this city are optimistic over the tobacco industry for the coming months of the new year. While the Cortez, M. Perez and Ruy Lopez have not as yet reopened, those factories that have reopened since the holiday rest period are receiving large orders.

Mi Favorita Cigar Co. reopened on Tuesday with practically the same number of workmen employed by this factory when it closed on Christmas eve. During the holidays A. W. Arnold, the manager of this factory, visited Cuba and returned to the city Monday, Jan. 2, in time to be present at the opening of factory on Tuesday.

The M. Perez Co. expects orders to reopen any day. This company anticipates a prosperous year.

### Gato Activity

The E. H. Gato Cigar Co. is expecting their representative, E. P. Oakes from Chicago. Mr. Oakes is expected to arrive Monday, Jan. 9, and will be accompanied by two friends who will spend a few days in this city. This company will open for work on Wednesday, Jan. 11.

### Orders Waiting

R. Lopez Trujillo re-opened on Thursday and has a number of orders waiting to be filled. This factory manufactured 831,000 cigars during the year 1921, and Manager Trujillo expects to reach the million mark during 1922.

Thompson & Co. have reopened and are already in receipt of large orders.

### Increasing Force to Meet Orders

The Havana American has also resumed business and the force is being increased gradually to meet the orders.

### Imports Lighter

The importation of tobacco during the month of December was not as heavy as that of November as will be shown. The records of the Customs department show that only 107 bales of tobacco were brought from Cuba during the past month and this was valued at $9,941.

### December Cigar Production

From Stamp Deputy Collector J. F. Uhrbach it was learned that 3,320,730 cigars were manufactured during December, which netted the Internal Revenue department $29,725.16.

Of the number manufactured class C continues to be a popular smoke. Of this class 1,953,820 were made. This number fell far below the number made in November which was 3,506,917. Class B outnumbered class D in December. Of this class 671,260 were made in December against 820,290 made in November, while D numbered 942,595 in November, but only 439,080 in December which was just about half. Class A numbered 221,950 in December against 191,350 in November. This shows that class A is winning in popularity. Class E only reached the 34,620 mark.

### Back from Tampa

Samuel W. Thompson, of the firm of Thompson & Co., was an arrival on the steamer *Governor Cobb* from Tampa, Monday where he had been on a business visit.

### Entrance to Gotham

S. B. Garcia, connected with the cigar industry in Havana, was an arrival Monday and left the same evening for New York over the Florida East Coast Railway.

S. E. Marrero was another prominent arrival since last writing. Mr. Marrero owns large tobacco interests in Cuba and has gone to New York for a visit of several weeks.

### Back from Havana

Faustino Rendueles, manager of the E. H. Gato Cigar Co., visited relatives in Havana during the Christmas festivities and returned Friday evening on the steamship *Mascotte*.

Rafael H. Nichilman, connected with the F. R. Martinez Cigar Co., of Havana, was included in the list of passengers arriving from Cuba Friday night. Mr. Nichilman was en route north where he will spend several weeks on a visit, combining business and pleasure.

### Chauffeur Released

Julio Rodriguez, the chauffeur of the car from which Manuel Head shot William H. Decker on Christmas morning, and who was held in jail pending an investigation by the coroner's jury, was released from custody after it was proven that Rodriguez was in no way responsible for the death of Decker.

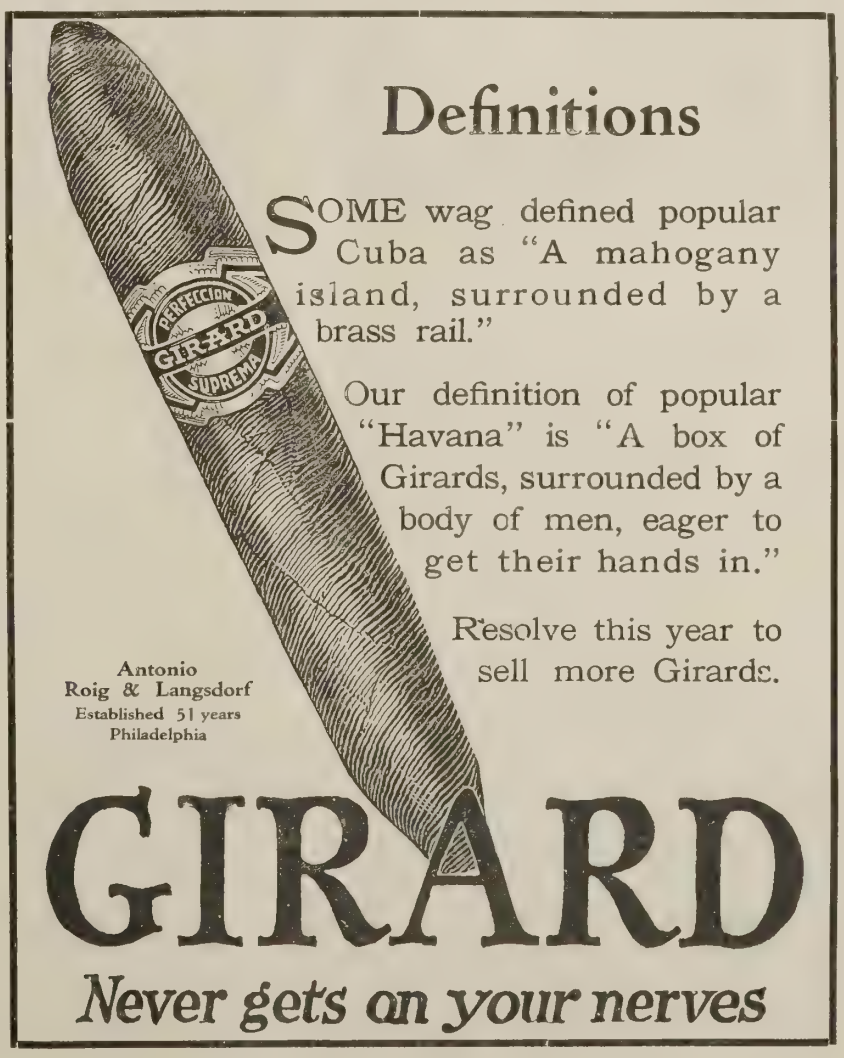
It was shown at the inquiry into the shooting that Head, who was seated in the Rodriguez car, told Rodriguez to go as fast as possible. Rodriguez, knowing that Head had just shot a man and that Head held the smoking revolver in his hand, was not loath to comply with the request, not knowing but that a refusal might cost him his life. But, after Head left the car, Rodriguez went to locate an officer of the law and to whom he told the circumstance of the shooting. He was then taken to the jail to await the coroner's verdict which was rendered during the week and which released Rodriguez from custody.

## New Company Probable

A new cigar manufacturing concern is soon to be launched, with the following as active heads of the enterprise: D. Emil Klein, Eugene Klein, Louis Cahn and A. Edelman. All of these gentlemen are experienced in the cigar business and have a host of friends in the United States. As soon as possible more particulars will be given regarding this enterprise.

## Won't Pay Rent

PINE BLUFF, Ark., Jan. 6.—L. R. Oudin and Otto Pitts, proprietors of the M. & S. Cigar factory, have purchased the brick building at 214 East Barraque street from Mrs. Leah Paine, of Joplin, Mo., for $2,500. The factory has been located in this building for several years.



5th INTERNATIONAL TOBACCO TRADE
EXHIBITION
To be held in
LONDON, ENGLAND
MAY 8, 9, 10, 11, 12 & 13, 1922
ORGANIZED BY
The Leading Organ of The British and Colonial Tobacco Trade
TOBACCO
(ESTABLISHED 1881)
Your opportunity to show and sell
MACHINERY (working exhibits)
NOVELTIES (Pipes, cigarette holders, leather goods, etc.)
TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS
Write now for full particulars to
TOBACCO
Monument Station Bldgs. LONDON, E. C. 4. ENGLAND

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

# NEW YORK
## Doings and Sayings
## Goings and Comings

### Getting "Slant" on Tobacco Situation

H. P. Sheldon, of St. Louis, is a visitor in New York.

* * *

### From the Keystone State

Louis Ryder, of Lancaster, Pa., visited the big city the present week.

* * *

### From the Queen City

Gibson J. Brown, of J. B. Moos Co., Cincinnati, was here this week.

* * *

### From the Hub of Culture

Richard Traiser, of H. Traiser & Co., of Boston, is in the city this week.

* * *

### Improving

S. Ruppin, leaf dealer at 26 Burling Slip, says that business is improving.

* * *

### From the Breezy City

E. J. Kennedy, of W. A. Kennedy & Sons, Chicago, visited New York this week.

* * *

### Looking Over Gotham Town

Lester Friedman, leaf dealer of Bainbridge, Ga., is spending a few days in New York.

* * *

### From Old Alabam

W. G. Patterson, of the W. G. Patterson Cigar Co., Birmingham, Ala., was in town this week.

* * *

### From the Golden Gate

Phil Conradi, Jr., of Phil Conradi & Son, San Francisco, has been in New York this week.

* * *

### Smiling Through Pennsylvania

Meredith Kohlberg, of E. L. Kohlberg & Son, 144 Water street, is traveling through Pennsylvania.

* * *

### From Where the Weed Grows

M. J. Gans, packer and dealer of Connecticut tobaccos, is in New York this week calling on the trade.

* * *

### Going in Right Direction

Selgas & Co., leaf dealers, of 128 Water street, find that things are beginning to move a little better.

* * *

### On Business Bound

W. A. Hannigan, president of the J. D. Sisler Co., Wilmington, Del., is here looking over the tobacco market.

* * *

### Has Made New Connection

Gilbert Nathan, formerly representing Goetze & Co., is now connected with David Goldberg, leaf merchant.

* * *

### On Visit to Headquarters

Harry Nathan, the Western representative of E. Rosenwald & Bro., is visiting headquarters, 145 Water street.

* * *

### A Florida Visitor

George Monroe, of the J. & A. Altschul Co., of Quincy, Fla., is visiting the tobacco trade in New York this week.

* * *

### Looking Over Strange Grounds

Percival R. Lowe, tobacco broker, of 155 Water street, went to Hartford last Monday and will be there most of this week

* * *

### To Look Over New York

Morton Harvey, president of Holstein, Harvey, Inc., Wilmington, Del., left the Blue Hen State for the big burg this week.

* * *

### Grommes & Elson Brands

Leo Gottsegen, president of the Gradiaz Annis Cigar Co., arrived in this city from the Tampa factory last week.

### Calling on Friends

Fred Opp, formerly president of the Fred Opp Tobacco Co., of St. Louis, is calling on his friends on Water Street this week.

* * *

### On Way to Cuba

Samuel Graboski, president of the G. H. P. Cigar Co., Philadelphia, sailed on the *S. S. Pastores* for Havana, Cuba, Saturday.

* * *

### Worthy of Promotion

At a recent meeting of the Directors of the B Wasserman Co., Inc., Philip Allen Witt was elected secretary of the corporation.

* * *

### Sailed Saturday

Marco Fleischman, of S. Rossin & Sons, 152 Front street, sailed for Cuba last Saturday. He plans to be away for a fortnight.

* * *

### Via Florida to Gotham

Max Sondeim, of Allen R. Cressman's Sons, of Philadelphia, after spending some time in Florida visited Water Street this week.

* * *

### On Business to Hartford

I. M. Jacoby, treasurer of Meyer & Mendelsohn, the big leaf house, 169 Water St., spent Monday and Tuesday in Hartford.

* * *

### Have Chinese Leaf

The China American Tobacco & Trading Co., importers at 25 Broadway, have recently received a fair sized consignment of Chinese leaf.

* * *

### On Trip to Cuba

Joseph Mendelsohn, of the Stern-Mendelsohn Co., of 165 Front street, left on Saturday for Havana to look over their tobacco interests in Cuba.

* * *

### Satisfactory Holiday Business

Grosvenor Nicholas & Co., importers and jobbers, 60 Broad street, express themselves as well satisfied with the holiday business done by them.

* * *

### Visiting Connecticut

Louis Kramer, of Bayuk Bros., accompanied by Howard Stevenson, representing E. Rosenwald & Bro., are visiting Connecticut this week.

* * *

### A Better Demand

At the office of Rose & Wobbe, 158 Water street, there is a feeling that business is better and that there is a healthier demand for tobacco products.

* * *

### Buys Ruy Lopez Brand

The Gradiaz Annis Cigar Co., of New York and Tampa, has purchased the Ruy Lopez Cigar Brand from the Ruy Lopez Co., who is liquidating in Key West.

* * *

### Visited Big Distributing House

Will Andrus, sales manager for the Congress Cigar Co., was in New York Tuesday, calling on local distributors, the B. Wasserman Co., 7 Chambers street.

* * *

### Gaining Grounds

The Stern-Mendelsohn Co., Inc., tells us that business is picking up. Joseph Mendelsohn is in Havana, having sailed last Sunday, while Milton Samuels leaves next Sunday for the Cuban port.

* * *

### Future Has Roseate Hue

Breslin & Campbell, manufacturers of the Quincy cigar, 410 E. 68th street, are busy with inventory and government reports. Their business has been good and prospects are better.

* * *

### Cheerful Outlook

At the office of E. Popper & Co., cigar manufacturers, 1510 Avenue A, business was said to be good and the prospects for the year fair. Mrs. Max Friedman, the former Miss Frieda Guttman, returned to her desk on Monday last.

(*Continued on page* 33)

One of a series of
newspaper advertisements

ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead — W. P. Anderson — S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

*Our Tobaccos Always Open Up To Sample*

The largest bright leaf tobacco market in the world. WILSON, N. C., U. S. A.

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE NEW YORK

## Small Offerings at Re-Opened Dark Markets

NEW CANTON, Va., Jan. 6.—Most of the dark Virginia markets opened up on January 3, and through the week the offerings were generally small. The tobacco sold was that which had been taken from the bulks and stripped during Christmas week. All grades were sold, with medium and low grades predominating. The prices were about those paid during the several weeks previous to the holidays—from $5 and $6 for low grade lugs to $30 and $40 for fancy leaf. The demand still is for red to reddish brown tobaccos of smooth uniform texture. Lengths do not count, though long grades command somewhat higher prices.

Some of the dark markets announce that with ordinary weather conditions the crop will have been marketed within a month; others expect light sales to continue through February and into March.

### Great Interest in Association

Naturally there is tremendous interest displayed here in the activities of the Tobacco Growers' Association, which is about to elect directors who shall have full charge of the establishment of markets and the sale of tobacco in foreign markets. The members of the association who have been most active in bringing about the consummation of establishment seem concerned in the matter of securing directors who are large calibre men capable of handling deals involving millions of dollars. They realize that such men are scarce, and are apprehensive of mistakes. There are candidates galore for these directorships, as it is understood the salaries will be good and the positions permanent.

A great meeting of members of the association of Buckingham county, recently held, elected delegates to the Raleigh meeting, and organizers here are anxiously awaiting developments.

### To Maintain "Lobby"

The Virginia Legislature meets in biennial session next week to continue in session for from sixty to ninety days. The Virginia Farmers and Co-operative Union, comprising all farm organizations, is reported to be arranging to maintain a lobby at Richmond which will look closely after the interests of the farmer. J. H. Quisenberry, of Louisa county, will look after the interests of the Tobacco Growers' Association. It is understood here that a great fight will be made to secure a co-operative marketing law for the benefit of the tobacco and peanut growing associations. It is generally known that delegates and senators from tobacco and peanut growing counties will support such a proposition, but it is feared that opposition will come from other sections and other interests.

### Planning Campaign

The county agents of Virignia are planning a great campaign for the coming year in which every effort will be made to emphasize the importance of better seed, the elimination of tobacco and other diseases, the reclamation of washed and impoverished soils and better sires for livestock.

### Want Tobacco Man in Congress

Considerable interest is shown in this section in the matter of the election of a member of Congress from the Tenth District of Virginia to succeed the late Hal D. Flood, for so many years prominent in Congressional matters. Mr. Flood was himself a large landowner in the tobacco belt, and he had many tenants raising dark tobacco for him in Appomattox, Amherst, Buckingham and other counties. He was thus directly concerned with tobacco growing, and the tobacco grower never wanted for a champion so long as Mr. Flood remained in Congress. His constant effort was to secure justice for the man who produced the tobacco crops. His death early in December was looked upon as a distinct loss to the tobacco farmer in the Virginia dark belt.

An election has been called for March 21 to elect a successor to Mr. Flood. Three candidates from the east and three from the west side of the Blue Ridge Mountains are aspirants for the position. It is generally thought here in the Piedmont setion, east, that a Valley man will be elected, possibly Hon. Harry St. George Tucker or State Senator Robertson, both of whom live entirely outside of the tobacco belts of Virginia. Hon. Aubrey Strode, of Amherst county, a lawyer, farmer and fruit grower, will make an active fight for the honor.

Regret is expressed here for the continued illness of W. L. Boatwright, a veteran tobacco buyer and grower of the New Canton section. Mr. Boatwright has been under the care of a physician for many months, and his recovery is considered doubtful. Already his withdrawal from active business has had a depressing effect upon the spirits of his old friends, who are wishing him godspeed in his fight for the recovery of his former robust health.

Colonel Terrell, of the famous "Bear Garden" estate, is planning a great tobacco crop for next summer. As no tobacco was raised on his great farm last summer, owing to the drouth, a tremendous crop, other things being equal, will be grown in 1922.—PLUMMER F. JONES.

## Stage Set for Final Action in Co-operative Move

DANVILLE, Va., Jan. 10.—Advocates of the co-operative method of selling tobacco believe that the last obstacle has been removed from the path leading to the realization of the farmers' hopes. The stage has been finally set for the convention of the Tri-State Tobacco Growers' Co-operative Marketing Association for Feb. 8, when the working organization will be perfected. At the preliminary meeting of the organization committee, which was held in Raleigh last week, the representatives of the three states, Virginia, North and South Carolina, arrived at a means of representation at that meeting and at the same time divided the area comprised by

the states into 22 districts which will be represented at the big meeting, one delegate for every million pounds of leaf raised in that district.

### Meetings to Elect Delegates

Mass meetings are being held throughout the states this week, these being meetings of the locals to elect delegates to the district meetings which will in turn elect their representatives to the large meeting when it is hoped to put the co-operative association on an operative basis.

J. H. Warren, one of the Virginia delegates, when asked a few days ago who they had in mind to pilot the tri-state organization through its first year, was thoroughly non-commital and said that "several men" were being mentioned.

### 25,216 Virginia Growers Sign-Up

The final figures in the number of farmers who have joined the association in Virginia are now available. An extraordinary response has been made to the call of unionization and 93 per cent of the Virginia growers are pledged to the association. The exact number of farmers now members is 25,216 growers in Virginia, who pledge the product from 164,104 acres for the next five years, or an estimated poundage of 115,215,121. Taking the membership of North and South Carolina the total membership is close on 66,000.

The organization leaders are rejoicing in the assurance they claim to have had from the larger leaf dealing corporations that there will be no discrimination against the farmers who are members of the association. The tobacco trade is now entering upon a period of watchful waiting to see what will actually transpire when the newly perfected organization gets under way. The local warehousemen are having little to say and are holding to their planned course of reopening the warehouses next season for auction sales.

Local real estate firms are offering to the new association factories which have long since been idle, hoping that these will find a market as storage houses. None of the local warehouses have been offered to the new association for use. Several local tobacco buyers, Mr. Warren reports, have approached him with reference to securing positions under the new order of things.—TETLEY.

## Lynchburg Market

LYNCHBURG, Va., Jan. 6.—John D. Oglesby of the Lynchburg Tobacco Warehouse Co. makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week..... | 37,800 |
| Sold to Jan. 6, 1922..... | 5,580,300 |
| Sold to January 7, 1921.. | 2,432,900 |
| Increase for 1922..... | 3,147,400 |

The farmers sold all the tobacco they had down and ready for market before the Christmas holidays and with the resumption of sales this week receipts were very light.

Prices compared favorably with prices before the holidays except as to wrappers which showed a weakness. It is possible, however, that with larger sales and the market in full blast that the demand may get stronger and prices back to where they were.

Rich red grades of leaf and lugs were in active demand and brought very satisfactory prices.

It is thought that the warm damp days this week brought some tobacco in order for handling and pretty good sales are expected next week.

Telephone Canal 1198 — Cable Adverb New York
**Yale Brevda & Son**
*Commission Merchants*
**We handle Turkish, Greek, Russian, Chinese, Virginia, Ohio and Burley Tobacco.**
*IMPORT AND EXPORT*
**135 Grand St., New York**

## Henderson Averages

HENDERSON, N. C., Jan. 7.—The first week of tobacco sales on the Henderson market following the two weeks' recess over the Christmas holidays ended yesterday. The total sales for the week amounted to only 28,650 pounds, which brought $5,287.41, or an average of $18.45 per hundred pounds. This is much less than was expected for the opening week of the new year, although it has been generally recognized that there is very little tobacco remaining in the hands of the farmers to be sold. Perhaps ten per cent of the 1921 crop is yet to be marketed.

These figures for the first week bring the season's total up to 7,343,233 pounds for the Henderson market, bringing a total gross price of $1,915,862.58, or an average price of $26.09 per hundred pounds.

It is believed that the tobacco yet to be marketed here will not amount to more than 700,000 pounds. No date has been set as yet for the close of the season here, but a meeting of the Tobacco Board of Trade is expected to be called during the next few weeks to determine a date. It is thought that the decision will be taken and given publicity for at least thirty days prior to the final closing date, so that all farmers may have ample opportunity to prepare their tobacco for market and dispose of it before the close.

## Danville Sales Light

DANVILLE, Va., Jan. 10.—Sales of tobacco here during the first week after the Christmas holidays were light and the average slumped heavily due to the inferior grade of tobacco sold, most of this being re-shipped hogshead tobacco. The total number of pounds sold was 93,382 pounds which brought $11,421.68 or an average of $12.23. As nearly all of the tobacco has been sold it is expected that the sales will be light for the remainder of the season with the farmers marketing it leisurely.—TETLEY.

## Oxford Small Sales

OXFORD, N. C., Jan. 7.—Total sales for the week, 37,525 pounds; average price per 100 pounds, $20.28. Sold to date of 1921 crop 6,563,684 pounds; average price per 100 pounds, $24.86. Sold to some time last year, 9,725,117 pounds; average price per 100 pounds, $23.72.

Gross sales during December amounted to 1,707,987 pounds. Average per hundred pounds, $20.28. Net December sales amounted to 1,403,558 pounds.—S. E. W.

## Kinston Market Figures

KINSTON, N. C., Jan. 7.—E. Y. Speed, secretary of the Kinston Tobacco Board of Trade, gives out the following figures showing the tobacco sales on the Kinston market during December, and previously for the season of 1921-1922:

| | Pounds | Value |
|---|---|---|
| Sold in Dec..... | 1,515,641 | $330,260.91 |
| Sold previously. | 16,252,232 | 3,785,012.64 |
| Total sales to Dec. 31... | 17,767,873 | $4,115,273.55 |

## Small Sales at Richmond

RICHMOND, Va., Jan. 7.—Sales have been small since the reopening of the market on the 3rd instant, only two small sales, total for week only about ten thousand pounds; but the prices were well up, general average being about seventeen cents a pound.—R. C. MORTON & Co.

## Winston Average, $19.54

WINSTON-SALEM, N. C., Jan. 6.—Total sales for the week, 341,282 pounds; average price per 100 pounds, $19.54. Sold to date of 1921 crop, 23,167,886 pounds; average price per 100 popnds, $26.66.—WINSTON LEAF TOBACCO & STORAGE CO.

Established 1898 — Cable Address: Randolph
**RANDOLPH MEADE & COMPANY**
INCORPORATED
*Leaf Tobacco Dealers*
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina, and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
DANVILLE VIRGINIA

**THORPE & RICKS**
Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition. Cable Address: THORPE.
Established 1886
BRIGHT LEAF TOBACCO
TRADE MARK T. R. REGISTERED
Rocky Mount, N. C., U. S. A.
We have large and improved facilities for buying and handling

**GEO. A. LEA & CO.** Leaf Tobacco Dealers
DANVILLE, VIRGINIA, U. S. A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

Cable "Tyack" — Codes { Western Union, Arnolds No. 5
**T. D. TYACK TOBACCO CO.**
LEAF DEALERS
Virginia, North and South Carolina and Kentucky Tobacco
Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.
Winston-Salem, North Carolina, U. S. A.

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.
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# Louisville Tobacco Market Reports

LOUISVILLE, Ky., Jan. 7.—The Louisville Tobacco Board of Trade makes these tabulations in its weekly report:

## Tobacco Sales for the Week and Year to Jan. 6

| Warehouses | Week—Auction Sales | Week—Private Sales | Week—Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 207 | ... | 207 | 207 |
| Kentucky | 461 | ... | 461 | 461 |
| Main Street | 381 | ... | 381 | 381 |
| Planters-Farmers | 721 | 7 | 728 | 728 |
| New Tenth Street | 360 | 32 | 392 | 392 |
| Louisville | 367 | 35 | 402 | 402 |
| | 2,497 | 74 | 2,571 | 2,571 |
| Year 1921 | | | 1,017 | 1,017 |
| Year 1920 | | | 2,661 | 2,661 |
| Year 1919 | | | 2,325 | 3,380 |

## Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 881 | 1,587 | 2,468 |
| Dark | 93 | 10 | 103 |
| | 974 | 1,597 | 2,571 |

## Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 881 | 1,587 | 2,468 |
| Dark | 93 | 10 | 103 |
| | 974 | 1,597 | 2,571 |

## Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 840 | 2,586 | 3,143 |
| Dark | 177 | 75 | 237 |
| | 1,017 | 2,661 | 3,380 |

## Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| SALES | | | |
| Total sales of new crop to date | 5,003 | 1,728 | 4,761 |
| Sales of new crop to date. Original inspection | 4,664 | 1,604 | 4,332 |
| REJECTIONS | | | |
| Rejections this week: | | | |
| Burley | 467 | ... | ... |
| Dark | 46 | ... | ... |
| Total | 513 | 173 | 824 |
| Percentage of rejections to auction sales: | | | |
| Burley | 19 | ... | ... |
| Dark | 44 | ... | ... |
| Total | 21 | 17 | 32 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 467 | ... | ... |
| Dark | 46 | ... | ... |
| Total | 513 | 173 | 824 |
| RECEIPTS | | | |
| Receipts this week | 1,439 | 1,631 | 2,143 |
| Receipts, Jan. 1 to date | 1,439 | 1,631 | 2,143 |

## Official Quotations at Louisville, Jan. 6, 1922

| | Burley, Old Crop: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mixed) | 5 to 6 | .. to 7 | 7 to 8 | .. to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mixed) | 6 to 8 | 6 to 8 | 8 to 10 |
| Trash (sound) | 10 to 12 | 10 to 12 | 12 to 14 |
| Common lugs | 10 to 14 | 12 to 16 | 16 to 20 |
| Medium lugs | 14 to 16 | 16 to 20 | 20 to 25 |
| Good lugs | 18 to 20 | 20 to 22 | 25 to 30 |
| Common leaf (short) | 15 to 18 | 15 to 18 | 20 to 25 |
| Common leaf | 18 to 20 | 18 to 20 | 25 to 28 |
| Medium leaf | 20 to 25 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## STATISTICS IN THE LOUISVILLE MARKET FOR TEN YEARS, FROM 1912 TO 1921 (INCLUSIVE)

| | 1921 | 1920 | 1919 | 1918 | 1917 | 1916 | 1915 | 1914 | 1913 | 1912 |
|---|---|---|---|---|---|---|---|---|---|---|
| Offerings ...Hhds. | 76,461 | 56,107 | 74,541 | 57,098 | 42,417 | 69,052 | 91,798 | 63,977 | 98,232 | 102,450 |
| Rejections | 16,758 | 13,757 | 11,333 | 6,527 | 4,547 | 13,210 | 18,298 | 13,486 | 17,828 | 18,593 |
| Actual Sales | 59,703 | 42,350 | 63,208 | 50,571 | 37,870 | 55,842 | 73,500 | 50,491 | 80,404 | 83,855 |
| Sales of Crop, Original Inspection | 51,223 | 40,363 | 61,186 | 52,647 | 39,001 | 42,298 | 66,405 | 39,059 | 57,448 | 64,461 |
| Receipts | 61,097 | 45,246 | 65,296 | 51,838 | 35,863 | 52,810 | 70,100 | 42,884 | 64,712 | 84,593 |
| Stock Dec. 31 | 17,285 | 13,949 | 15,745 | 4,297 | 5,072 | 7,358 | 9,112 | 9,888 | 18,702 | 23,147 |
| Unsold Stock Dec. 31 | 13,505 | 11,685 | 9,088 | 2,440 | 1,663 | 1,750 | 4,406 | 7,138 | 13,946 | 19,160 |
| Unsold Burley | 12,742 | 10,774 | 8,226 | 1,703 | 1,576 | 1,705 | 3,981 | 4,351 | 8,945 | 14,944 |
| Unsold Dark | 763 | 885 | 782 | 720 | 87 | 44 | 193 | 1,868 | 4,058 | 3,366 |
| Unsold Green River | 0 | 26 | 80 | 17 | 0 | 1 | 232 | 919 | 943 | 850 |
| Classification of Sales | | | | | | | | | | |
| Burley | 71,536 | 52,286 | 66,206 | 50,525 | 37,846 | 60,861 | 76,656 | 50,826 | 66,787 | 84,035 |
| Dark | 4,925 | 3,821 | 8,335 | 6,573 | 4,571 | 8,191 | 15,142 | 13,151 | 31,445 | 18,415 |

Burley Rejections—1921—16,126 hhds.; 1920—12,842 "; 1919—10,401 "; 1918—5,689 "; 1917—4,059 "; 1916—12,002 "; 1915—16,307 "; 1914—11,537 "; 1913—13,996 "; 1912—15,840 "

Dark Rejections—1921—632 hhds.; 1920—915 "; 1919—932 "; 1918—838 "; 1917—488 "; 1916—1,208 "; 1915—1,991 "; 1914—1,949 "; 1913—3,832 "; 1912—2,755 "

January 1, 1922. HELM GLOVER, Secretary.

## Hopkinsville Average, $16.13

HOPKINSVILLE, Ky., Jan. 6.—Total sales for the week, 574,170 pounds; average price per 100 pounds, $16.13. Sold to date of 1921 crop, 3,465,045 pounds; average price per 100 pounds, $15.53.—J. W. HANCOCK, Chairman Sales Committee.

## Clarksville Sales

CLARKSVILLE, Tenn., Jan. 6.—The Clarksville Loose Floor Association, J. F. Smith, treasurer, makes report as follows: Sales for week, 197,625 pounds; average per hundred pounds, $16.69. Sales for season, 1,140,445 pounds; average per hundred pounds, $17.51.


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Barnesville, O.

We operate in all principal markets of
**Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio**

## Owensboro Has Capacity Offerings

OWENSBORO, Ky., Jan. 7.—The Kentucky & Virginia Leaf Tobacco Co., Inc., makes report as follows:

**Sales of Pryor Tobacco**

| | Pounds | Average |
|---|---|---|
| This week..... | 2,525,220 | $16.33 |
| Previously reported | 12,445,465 | 17.27 |
| Total to date | 14,970,685 | 17.11 |

**Quotations**

GREEN RIVER

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Dark | 7c to 25c | 5c to 18c | 2c to 8c |
| Brown | 12 to 35 | 7 to 20 | 3 to 14 |
| Red | 15 to 55 | 8 to 25 | 5 to 15 |

ONE SUCKER

| | | | |
|---|---|---|---|
| Dark | 6c to 18c | 5c to 10c | 2c to 4c |
| Brown | 8 to 30 | 6 to 20 | 4 to 7 |
| Red | 9 to 35 | 7 to 25 | 5 to 10 |

Sales resumed Monday after the holidays and floors have had capacity offerings throughout the week.

Good grades of Green River leaf are a few bids lower than before the holidays, but we have a stronger market on medium to common grades, especially on lugs and medium to good trashes.

## Sixteen Independent Warehouses Open in Kentucky

LEXINGTON, Ky., Jan. 9.—Tobacco sales in Lexington the past week totaled 1,150,555 pounds, which brought $249,257.48, an average of $21.64 a hundred pounds.

The Jewell warehouse sold 495,640 pounds for $103,715.15, an average of $20.92, and the People's house sold 654,915 pounds for $145,542.33, an average of $22.22.

Prices generally were regarded as good, considering quality, running slightly more than twice the prices paid for similar grades last year for the same period, and in some cases three times as high. The burley pool, in which nine-tenths of the Kentucky crop is signed up, generally is given credit for the increase in prices, and it is the belief that the pooled crop will bring still higher prices, as the tobacco pooled is said to be of much better quality than that outside the pool.

Prices ranged from 2 cents a pound to 60 and crop averages ranged up to $48.75 a hundred pounds.

Prices on the Richmond, Danville, Maysville and Covington markets were about the same as at Lexington, it was said. Sixteen warehouses are now operating independent of the pool, but as there is little tobacco outside, it is expected that all the unpooled tobacco will be sold within the next two weeks.

Arrangements are being made to open the warehouses of the burley district, which have been taken over by the burley pool for the reception of the pooled tobacco, within the next few days.

## Price Firm at Paducah

PADUCAH, Ky., Jan. 6.—The offerings of loose tobacco over the loose floors were some larger this week than last, but there has been no rush on the floor sales. Prices have continued firm and some higher on low and common grades of leaf, while prices for medium to good grades have been slightly easier. Lugs have also been stronger with prices ranging from 2 to 6 cents. Low grade lugs have advanced more than the better grades.

The wagon market has been very active, especially at Mayfield with the largest sales of any week during the season. Prices have been very firm on all grades. Common, low, and medium grades of leaf have shown an advance of from 1 to 2 cents per pound, while other grades are unchanged.

Buying in the country has become more general but only a few of the larger buying interests are riding. Buyers are generally picking for the better crops and prices range at 15 to 25 cents for most of the tobacco selling.

Prices for low, common and medium leaf are very much higher than before the holidays, and the bulk of the sales are of these grades, which are selling at 10 to 20 cents. Farmers are generally well pleased with their sales and no doubt we will see the market getting more active as the season advances.

Most of the farmers have taken advantage of the favorable weather for stripping and preparing their crops for the market, but they are not marketing their tobacco as fast as we expected. The majority of farmers prefer selling their entire crop at the barn door and no doubt this is having a tendency to keep them from hauling it to the loose floors and street markets.

It becomes more apparent all of the time that we have overestimated the quality of the crop and we are beginning to think we have possibly over estimated the yield, because most of the tobacco is thin and light, which was caused from being cut before it was thoroughly matured, and the percentage of medium to good leaf is very much below what we expected.

In some sections where the better grades are found sales have been larger and prices have continued firm, and the greater part of the choice tobacco has been sold, and buyers are still in the market for the better stock at prices ranging from 20 to 35 cents.

The hogshead market has been quiet with very little doing.—W. B. KENNEDY.

## Carrollton Sales

CARROLLTON, Ky., Jan. 7.—The Gayle Loose Leaf Sales House had its first sale of unpooled tobacco this week, 63,000 pounds selling at an average of $28.50 per 100 pounds. Prices ranged up to $61. Prices seemed to be satisfactory to all sellers.

## Greeneville Average, $36.34

GREENEVILLE, Tenn., Jan. 7.—Total sales for the week, 578,759 pounds; average price per 100 pounds, $36.34. Sold to date of 1921 crop, 1,746,201 pounds; average price per 100 pounds, $33.61.—THE AUSTIN CO., INC.

## Batavia Up to 59 Cents

BATAVIA, O., Jan. 7.—Two sales were held at the Batavia loose leaf market the past week. The first sale on Wednesday brought out an offering of 70,775 pounds, rejections 7,765 and sold 62,990 pounds, at an average of $24.49. Nondescripts sold from 2c to $5.70; tips, 11¾c to 18½c; red lugs, 20c to 25½c; red leaf, 22c to 47c; bright leaf, 36c to 50c. The market was topped at this sale by V. Hiles, Bethel, O., on crop lot at an average $40.70.

Friday's sale was keen all the way through and the four big companies bought the entire floor. This sale offering was 72,660, rejections 8,985; sold 63,675 pounds at an average of $26.18. Nondescripts sold from 3c to $5.40; smokers, 5c to 10¼c; tips, 14½c to 23½c; short reds, 26 to 28½c; lugs, 26 to 36c; red leaf, 35c to 47c; bright leaf, 42c to 59c.—CHAS. A. DAVIS.

## Gallipolis Market

GALLIPOLIS, O., Jan. 7.—The Gallipolis Tobacco Warehouse opened this week. Tobacco brought higher prices than before the holidays. Ben Eugel's crop of 1,400 pounds brought an average of 31c.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
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The Tobacco that has maintained its
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THE BLOCH BROS. TOBACCO CO.
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LILIES CIGAR CO'S — La Azora

# Baltimore 'Soft' Drink Emporiums Face Death Tax

## Threatened With License Law That May Impose $500 Annual Fee—Few Might Remain in Business and Depend on Tobacco Products to Help Out—"Somebody Always Taking Joy Out of Life"—More Cheerful News.

BALTIMORE, Md., Jan. 7.—Legislation designed to impose a heavy license fee, probably $500 a year, on near beer saloon and establishments selling soft drinks is likely to be introduced at this session of the Legislature, according to plans of the leaders.

This measure is one of several bills to be proposed as a means of providing funds for a larger police force and an increase in salary. There are in operation in the city at the present time about 1,800 such places, but many are of the opinion only 500 will be able to continue in business if the proposed measure becomes a law. Owners of these establishments argue that the volume of business being done and the margin of profit made will not permit such a tax, and if levied, they predict the passing of every near beer saloon. Some, who are advantageously located, intend to feature to a larger extent cigars, candy, cigarettes, tobacco and novelties.

As one proprietor remarked, "somebody is always taking the joy out of life."

Louis M. Silver, who for a number of years managed the pipe department of Neudecker Tobacco Co. embarked in business for himself on Jan. 1. He should meet with immediate success in his new venture as he is one of the best informed men regarding pipes in town. Temporarily he is located at 435 N. Broadway.

Another veteran cigar salesman passed away this week when Frank I. Granger died on Tuesday. He was actively identified with the industry for over 30 years and during that time represented several well known cigar factories. Until his health began to fail he was sales manager for the Don Julian cigar in this territory, being connected with that firm for the past five years.

Pay Car cigarettes retailing for 10c per package were noticed on the shelf of Leathers Wood & Co., Light and Lombard streets. Mr. Marquis noted very little demand for them as yet due to the fact that introductory work had not been started. Ottina Havana cigars and Popper's Eight Centers are distributed by this firm exclusively here.

Chick Morris is now promotion manager for Wm. Deiches & Co., boosting sales of Admiration, Robt. Burns, Havana Ribbon, and other brands of cigars distributed by this firm. Prior to this he was associated with Lilly Dungan & Co., at Baltimore and Howard streets.

The store property at Calvert street and North avenue has been acquired by E. M. Collins, and he is offering the public here a complete line of cigars and cigarettes. Iraba, Fascinator, Nacirema, Monument Square and Muriel are well displayed. Mr. Collins also operates a store at 3308 Garrison avenue.

Wm. Boucher, Sr., returned today fom a trip to New York, Hartford and Philadelphia, at which places he made purchases of leaf tobacco. The Connecticut market has been dull lately, and the dealers are feeling encouraged by reports of increasing activity among the cigar manufacturers. Demand for tobacco in New York and Philadelphia is normal for this time of the year with prices firm.

While standing in the doorway of the store operated by her husband at 696 Columbia avenue, Mrs. F. B. Cordray suffered lacerations about the face from glass splintered by an auto bandit's bullet. The affair was so sudden and unexpected that it proved quite a shock, but she has entirely recovered.

Many smokers are having their old pipes repaired, according to N. B. Kolman who conducts a pipe hospital in conjunction with his cigar store at 353 N. Calvert street. He also notes an increased demand for pipes and smoking tobacco.

The Spetzler Drug Co., 121 W. Baltimore St., is displaying Portina cigars at 8c., two for 15c., in the west window, this week. The trim is very attractive and is bringing results according to F. R. Fink, manager.

"Melly" Retler (M. Melachrino & Co.) will soon be basking in the sunshine of Florida, leaving for that part of the country next week. Beside boosting the sales of Melachrino cigarettes, "Melly" expects to find time to take a plunge in the ocean, and send his friends a few post cards to cheer them a bit.

That a woman may successfully manage a business is being proven by Miss Marie Gallagher who owns the stand at 919 Roland avenue. She stocks a full line of cigars and cigarettes, among the leaders being Uncle Willi, Nacirema, Admiration, El Roi-Tan and City Club. —ORIOLE.

## Burley Association Not to Hinder Outsiders

LEXINGTON, Ky., Jan. 7.—Members of the Burley Tobacco Growers' Co-operative Association have no disposition to interfere in any way with the sales of non-pooled tobacco, President James C. Stone of the Burley association, said today.

"One of the most gratifying features of this work for better conditions in the burley tobacco district," Mr. Stone said, "is the splendid spirit of co-operation and patience manifested by the members of the association. We have been made to feel that every man who has signed his crop and has become a member of the association realizes the tremendous benefits that unquestionably will be derived from it and what a helpful influence it will be in improving conditions throughout the burley district.

"They realize that the association is organized on sound business principles, based on common sense and good business, and, for these reasons, in my opinion, they are patiently giving their directors and officers sufficient time to perfect the organization so that their business can be handled intelligently and efficiently.

"The growers who are members of the association are especially to be commended for the fine spirit they have manifested toward those who did not see it to join the pool and allow the growers who did not join the right to market their crops unhindered. This good sense and good judgment on the part of our members reflect credit on themselves, on their association and on the good reputation of our state. In my opinion the result will be that in tyelve months from now we shall have an association 99 per cent strong in the burley district.

"This association has no desire to prevent the grower who is not a member from having a place to sell his tobacco. We intend to show and convince the outside grower, by the way we run the business of the association, that it will be to his benefit to become a member

(*Continued on page 33*)

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

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S. M. JACKSON JACOBS
303-305 FIFTH AVENUE
NEW YORK CITY

METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

| | |
|---|---|
| Main Depot | 22 Fourth Avenue, New York City |
| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

# Atlanta Dealers Oppose New 'Occupational' Tax

## File Petition in Fulton Superior Court to Enjoin State Officials From Collecting $75 Annual Levy—Temporary Injunction Granted—Case to Be Argued Jan. 14—$25 Yearly Cigarette Tax Remains Unchanged.

ATLANTA, Ga., Jan. 7.—Opposition to the new occupational tax of $75 per year levied against all retail dealers in Georgia handling cigars, and which became effective the first of January, took definite form Friday, Jan. 6, in the filing of a petition in the Fulton Superior Court in Atlanta to enjoin the state officials from collecting the tax. A temporary injunction was granted by Judge John T. Pendleton, and Saturday, Jan. 14, set as the date for a hearing to determine whether or not the injunction shall be made permanent.

About 250 tobacco dealers of Atlanta and other parts of Georgia signed the petition, in which it is declared that the law levying the tax is discriminatory and unconstitutional in that it violates several sections of the constitution of the state of Georgia. The petition was handled for the retail dealers by J. N. Hirsch, a prominent tobacco wholesaler of Atlanta.

### No Change in Cigarette Tax

The annual tax on cigarettes remains unchanged at $25 per year, the $75 per year for the handling of cigars being an entirely new tax levy, and generally regarded by the dealers as an excessive amount. It is levied on a graduated scale, dealers in the smaller towns and communities not being required to pay as large a tax. All dealers in the larger cities, however, will be required to pay the $75 per year unless the permanent injunction is issued when the case comes up for hearing.

Undoubtedly this new tax, if levied, will result in a number of retail dealers who handle tobaccos merely as a sideline, such as restaurants, druggists, etc., discontinuing cigars entirely.

A new tax is also levied on wholesale cigar dealers, amounting in the majority of cases to $100 per year.

### To Increase Tobacco Acreage

With Georgia tobacco grown in 1921 reaching an average value of $141 per acre, tobacco exceeds virtually all other crops in the state in point of acreage value, and gives promise of the farmers turning their attention to tobacco on a broader scale this year with the result that the state is expected to produce the largest crop in its history.

### Large Average Price

The primary tobacco growing belt in Georgia comprises a group of eight counties in the extreme southern part of the state where soil and climatic conditions are peculiarly adapted to its successful production. In 1921 the state bureau of markets announces total Georgia production at 7,896,000 pounds, selling at an averaging of 25 cents per pound. This is a larger average price than was paid in most of the other tobacco producing sections of the country, and served also to make the Georgia acreage value in excess of that of any other southern state with the exception of Alabama, where the value was $195 per acre. It is only natural, therefore, that south Georgia farmers should turn their attention to tobacco production, and present indications are that the industry is destined to play a very important part in the development of agriculture in that section of the state.

One of the primary efforts on the pa of the growers is to improve the quality of the weed and groups of farmers will this year employ inspectors to sort out the tobacco according to its various grades before it is taken to the warehouse floors for sale. This undoubtedly will serve to bring larger average prices and at the same time improve the average quality of the Georgia grown tobacco.

### Shade Leaf Tobacco Co., Inc.

The Shade Leaf Tobacco Co. has been organized and incorporated with $40,000 capital at Quincy, Fla., to engage in the tobacco growing business on its plantation near that city. Officers named in the company's recent application for a charter are given as follows: C. L. Sowell, president; L. M. Lindsey, vice-president, and Elwood O. Hall, secretary and treasurer.

### Hinds-Wright-Lasseter Cigar Co., Inc.

The Hinds-Wright-Lasseter Cigar Co. has been incorporated at Birmingham, Ala., with $40,000 capital, to conduct a wholesale tobacco business in the southeastern territory. Officers of the company are J. Z. Hinds, president; R. A. Wright, vice-president, and W. J. Lasseter, treasurer. The offices and sales rooms are located at 413 North Nineteenth St., Birmingham, Ala. The corporation succeeds the company formerly operated by Mr. Wright and Mr. Lasseter, who have been in the tobacco business in the southern field for the past 20 or 25 years, and are both well known to the retail dealers.

## Burley Warehouse Managers, Weighers and Clerks

LEXINGTON, Ky., Jan. 7.—Director of Warehouses Ralph M. Barker, of the Burley Tobacco Growers' Co-operative Association, announced today the appointment of Dr. Samuel H. Halley, of Fayette County, as general manager of the storage department of the association for the entire burley district. Dr. Halley was appointed several days ago, but his definite acceptance of the place was not given until today.

Dr. Halley is one of the best known and most widely experienced warehousemen in the district. He was the head for a number of years of the Fayette Tobacco Warehouse Co., which at the time its property was taken over by the burley association was the owner of three big warehouses in Lexington, all well equipped for the receiving of tobacco in loose leaf form. He has been one of the largest growers of burley tobacco in Fayette County and is one of the directors of the Fayette National Bank.

Mr. Barker also announced the appointment of B. G. Holsclaw, of Madison, Ind., as manager of the leaf department at Madison and manager of the People's warehouse in that city, with Alvin Holsclaw assistant manager, A. D. Chandler, shipping clerk, and H. Wood, weigher. For other Madison houses appointments were made as follows:

Farmers—C. G. Crawford, manager; Raymond Sanders, shipping clerk; J. F. Schmidt, weigher. Snook warehouse—Ben C. Hyatt, manager; Clay Loundes,

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE:
222 PEARL ST., NEW YORK
WAREHOUSE
HAVANA, CUBA

shipping clerk; Del Steigenwald, weigher. Bookkeeper for all houses, A. Wunderlich.

Kentucky appointments were announced as follows:

Carlisle, Ky., Farmers' house—Henry Reed. manager; H. Stanley Blake, weigher; Dick Barnett, shipping clerk. Growers' house—W. W. Scott, manager; Clay Crouch, weigher; H. T. Stevenson, shipping clerk. People's warehouse—Elmer Berry, manager; T. L. Biddle, weigher; Ware Vice, shipping clerk. Frank C. Taylor, general manager and secretary of all houses.

Grayson, Ky., Grayson house—D. W. Stone, manager; Wilcox Ward, shipping clerk; Jerome Glass, weigher. Farmers' house—W. V. Grawford, manager; G. W. Prichard, shipping clerk; William Mitchell, Weigher. Bookkeeper, all houses, Harry S. Shivel.

Lancaster, Ky., Garrard house—John M Farra, manager and general manager for county; Carroll Allen, weigher; J. S. Hocker, Jr., shipping clerk. Planters' and Growers' house—S. T. Sanders, manager; June Givens, weigher; Alex Doty, shipping clerk. Bookkeeper, all houses, George A. Brown.

Winchester, Ky., Clark County house—F. G. Clay, manager; A. T. Suddith, shipping clerk; Clarence Boswell, weigher; Curtis Evans, bookkeeper.

Richmond, Ky., Madison County house—Vernon Leer, manager; Elmer Parrish, weigher; James W. Crutcher, shipping clerk; J. L. Million, bookkeeper.

Flemingsburg, Ky., Growers' house—Mark Hendrix, manager; L. D. Sousley, shipping clerk; Charles G. Lytle, weigher. Burley house—M. C. Colliver, manager; Edgar Saunders, shipping clerk; C. M. Harbeson, weigher. Bookkeeper, all houses, J. S. Moxley.

Eminence, Ky—Charles Ellis, manager; Sid J. Douthitt, bookkeeper; Louis Crabb, weigher; Lester Keenon, shipping clerk.

Cynthiana, Ky.—J. R. Jones, general manager leaf department. Cynthiana house—J. R. Jones, manager; L. L. Lebus, weigher; Louis Van Deren, shipping clerk. Independent house—S. S. Moore, manager; Ward Smith, weigher; L. C. McLoney, shipping clerk. Bookkeeper, all houses, Frank Lebus; assistant bookkeeper, C. D. Linley.

Frankfort, Ky.—Bedford F. Macklin, general manager and manager Burley warehouse. Burley house—John W. Collins, assistant manager; Jim Ed. Bond, weigher; George H. Blakemore, shipping clerk. Growers' house—Ed. Jewett, manager; Ed. Bryant, weigher; Douglas Estell, shipping clerk. Bookkeeper, all houses, J. L. Oliver.

Robert E. Beatty, warehouse manager for Lexington, announced the following appointments for Lexington houses:

Geary-Buckley—William Fields, manager; Miller Stone, weigher; T. Moore, shipping clerk.

Tattersalls—Claude Spears, manager; Harvey Edwards, weigher; Will H. Harp, shipping clerk.

Burley—Charles C. Patrick, manager; Will Hayden, weigher; John Dale, shipping clerk.

Fayette No. 1—James A. Hulett, manager; W. M. Hamilton, weigher; J. O. Shouse, shipping clerk.

Headley No. 1—W. E. Waltz, manager; Raymond Williams, weigher; Owen Hackney, shipping clerk.

Headley No. 2—R. S. Scrugham, manager; M. M. Fagg, weigher; R. S. Fagg, shipping clerk.

Growers—J. Morgan Gentry, manager; Charles Gentry, weigher; Harry Terrell, shipping clerk.

Independent—William Riley, manager; Jack Sallee, weigher; Headley Shouse, shipping clerk.

Planters—T. S. Fish, manager; Gus Gay, weigher; W. Grandison Smith, shipping clerk.

Shelburne No. 1—J. Cloud Bosworth, manager; Willie Walker Ward, weigher; Joe Unmusic, shipping clerk.

Maxwell street—E. E. Towles, manager; Fayette Johnson, weigher; Gayle Coleman, shipping clerk.

## Month More Time Given to Sign Up in Pool

HENDERSON, N. C., Jan. 7.—An extension of one month during which time additional names may be added to the membership of the Tri-State Tobacco Growers' Co-operative Association was announced this week by J. C. Anthony, county farm demonstration agent, and one of the organizers for Vance county, upon his return from the Tri-State meeting of leaders at Raleigh last Thursday, January 5. Mr. Anthony and I. M. Green attended the meeting as representatives of the organization in this county. The last date for signing the co-operative marketing contract will be February 2, it is now declared. While it is said that the project is already well beyond the mark fixed as the minimum to make the plan effective in 1922, it is the desire of the officials to offer the opportunity to join to as many farmers as may wish to align themselves with the pool of the coming crop.

The sign-up campaign has been based upon the total crop grown in the year 1920, when the three states of Virginia, North Carolina and South Carolina, which are in the pool together, grew a total of 618,000,000 pounds of tobacco. It was required that at least fifty per cent of this amount be pledged to the pool for 1922 to make it effective. Mr. Anthony said that announcement was made at Raleigh that 352,901,437 pounds had been signed already in the three States, and that there was enough additional not reported and not included in the above totals to make fully 60 per cent of the crop that will be grown in 1922.

Of the total signed, North Carolina is credited with 208,471,492 pounds, with 115,215,121 pounds for Virginia, and 29,214,824 pounds for South Carolina. Thus it will be seen that North Carolina predominates over both her neighbor States combined, and will, therefore, be in the majority in the councils of the organizations. A total of more than

(*Continued on page* 33)


**SOBRINOS DE A. GONZÁLEZ**
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

**LESLIE PANTIN & SON**
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

**Compañia de Abraham Haas**
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502
**WALTER SUTTER COMPANY**
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
**B. DIAZ & CO.**
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

**M. ABELLA**
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

**HIJOS DE DIEGO MONTERO**
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

**MANUEL A. SUAREZ & COMPANY**
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

**H. UPMANN & CO.**
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St., New York

**ERNEST ELLINGER & CO.**
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
**Havana Tobacco Stripping Co.**
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

# PARK & TILFORD

are the

# LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**

*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER



# MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA



# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA


# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Esperanza* —Jan. 7

| | Cases |
|---|---|
| B. Wasserman Co | 8 |
| Alpers & Mott | 1 |
| G. W. Faber, Inc | 13 |
| Benson & Hedges | 1 |
| Acker, Merrall & Condit Co | 18 |
| G. S. Nicholas & Son | 2 |

*S. S. Orizaba* —Jan. 10

| | Cases |
|---|---|
| Royal Swedish Legation at Washington | 1 |
| Calixto Lopez & Co | 8 |
| Park & Tilford | 58 |
| New York & Cuba Mail S. S. Co. | 2 |
| B. Wasserman | 4 |
| Acker, Merrall & Condit Co | 11 |
| Duncan & Moorhead | 2 |
| G. W. Faber, Inc | 4 |
| G. S. Nicholas & Son | 2 |
| Grosvenor Nicholas & Co., Inc | 9 |
| Chas. H. Wyman & Co | 1 |
| | **Bales** |
| J. F. Navarro | 20 |
| J. Bernheim & Son | 21 |
| New York & Cuba Mail S. S. Co. | 312 |
| Max Schwarz | 183 |
| S. Ruppin, Inc. | 61 |
| Ernest Ellinger & Co | 93 |
| Stern, Mendelsohn Co., Inc | 10 |
| Friend & Co. | 57 |
| H. Duys & Co., Inc | 87 |
| | **Barrels** |
| S. Ruppin, Inc | 480 |
| Ernest Ellinger & Co | 33 |
| Selgas & Co. | 69 |
| F. W. Fox | 18 |
| Max Schwarz | 69 |
| E. Spingarn & Co | 5 |
| Carlos Garcia & Co | 5 |
| New York & Cuba Mail S. S. Co | 202 |
| Manuel Rodriguez | 25 |
| | **Packs** |
| Manuel Rodriguez | 2 |
| J. Bernheim & Son | 169 |
| New York & Cuba Mail S. S. Co | 89 |
| Max Schwarz | 7 |
| Ernest Ellinger & Co | 2 |
| La Rosalia Cigar Co | 10 |

### Tobacco from Cuba

*S. S. Esperanza* —Jan. 7

| | Bales |
|---|---|
| Lichtenstein Bros. | 231 |
| E. A. Krausman | 10 |
| Ramon Collia | 8 |
| Max Schwarz | 35 |
| E. Spingarn & Co | 30 |
| | **Barrels** |
| Julius Klorfein | 50 |
| Ramon Collia | 6 |
| Max Schwarz | 56 |
| E. Spingarn & Co | 30 |
| E. Rosenwald & Bro | 77 |
| Lichtenstein Bros. | 38 |
| Hinsdale, Smith & Co | 202 |
| Fernandez La Rosa & Co | 10 |
| Friend & Co | 11 |
| | **Packs** |
| Lichtenstein Bros. | 5 |
| Friend & Co | 1 |
| Penn. Warehouse & Safe Deposit Co. | 44 |
| Max Schwarz | 4 |
| Kraus & Co | 47 |
| I. Kaffenburgh & Sons | 25 |

### Cigars from Porto Rico

*S. S. Zulia* —Jan. 3

Infanzon & Rodriguez.....7 cases

*S. S. Ponce* —Jan. 3

| | Cases |
|---|---|
| Porto Rican-American Tob. Co | 140 |
| United Cigar Stores Co | 61 |
| Villar, Lanza & Co | 3 |
| Infanzon & Rodriguez | 18 |

*S. S. Sagua* —Jan. 9

| | Cases |
|---|---|
| Porto Rican-American Tob. Co | 83 |
| United Cigar Stores Co | 66 |
| Infanzon & Rodriguez | 21 |

*S. S. Porto Rico* —Jan. 9

| | Cases |
|---|---|
| Porto Rican-American Tob. Co | 169 |
| United Cigar Stores Co | 68 |
| Jose Pastrana Co | 4 |
| Pedro Costa | 4 |
| R. A. Eschevarria | 1 box |

*S. S. Helen* —Jan. 9

V. Martinez .....1 case

### Tobacco from Porto Rico

*S. S. Ponce* —Jan. 3

| | Bales |
|---|---|
| Portocuba Corp. | 20 |
| Porto Rican-American Tob. Co | 20 |
| Robert Gans | 77 |
| Joseph Holzman | 8 |
| E. Arendt & Sons | 6 |
| A. Ortiz & Co | 36 |
| Hamburger Bros. & Co | 40 |
| J. B. Lichtenstein & Co | 77 |
| Durlach Bros., Inc | 156 |
| Pedro Costa | 5 |
| Leo Hirsch | 74 |
| | **Barrels** |
| Rosenstadt & Waller | 154 |
| Pedro Costa | 17 |
| Leo Hirsch | 113 |
| Durlach Bros., Inc | 182 |
| Portocuba Corp. | 152 |
| Max Gans & Son, Inc | 63 |
| Strouse & Holzman | 86 |
| S. Rossin & Son | 7 |
| Kahn & Loewenthal | 5 |
| A. Ortiz & Co | 10 |
| Hamburger Bros. & Co | 68 |
| Stern-Mendelsohn Co., Inc | 140 |

*S. S. Caracas* —Jan. 8

| | Bales |
|---|---|
| American Sumatra Tob. Co | 167 |
| Durlach Bros., Inc | 23 |
| Hamburger Bros. & Co | 15 |
| Rosenstadt & Waller | 21 |
| | **Barrels** |
| American Sumatra Tob. Co | 414 |
| Durlach Bros., Inc | 146 |
| Hamburger Bros. & Co | 51 |
| Rosenstadt & Waller | 129 |
| Stern-Mendelsohn Co., Inc. | 100 |

*S. S. Sagua* —Jan. 9

| | Bales |
|---|---|
| Durlach Bros., Inc | 15 |
| J. Cohn & Co | 36 |
| Lewis Cigar Mfg. Co | 75 |
| P. Lorillard Co | 200 |
| | **Barrels** |
| David H. Delmonte | 50 |
| Selgas & Co | 113 |
| Durlach Bros., Inc | 106 |
| J. Cohn & Co | 44 |
| American Sumatra Tob. Co | 506 |
| R. A. Eschevarria | 82 |

*S. S. Porto Rico* —Jan. 9

| | Bales |
|---|---|
| J. B. Lichtenstein & Co | 97 |
| Hamburger Bros. & Co | 12 |

(*Continued on page 32*)


OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.

PASBACH-VOICE
LITHOGRAPHING CO. INC.

ART LITHOGRAPHERS

GRAND STREET AND MORGAN AVENUE
BROOKLYN, N. Y.

CIGAR-LABELS—CIGAR BANDS

# Tampa Cigar Manufacturers Association Election

**Present Officers Most Likely to Be Re-Elected to Their Respective Positions—Pancho Gonzalez Off to Havana—E. P. the Only "Fred" Oakes and Coadjutor in the Cigar City—In the Galaxy of the Tampa Bay Hotel.**

TAMPA, Fla., Jan. 7.—Next week comes the annual election of officers of the Cigar Manufacturers' Association. Naturally there are some personal preferences, but it appears likely that Laureano Torres, president, will be re-elected to the office he has so acceptably filled in the past. Though some of the other officers may like to retire in favor of others, it is not likely that they will be permitted to do so, and Enrique Pendas, vice president, A. L. Cuesta, Jr., treasurer, and A. Ramirez, secretary, will probably be continued in their respective offices.

### To Cuban Capital

Pancho Gonzalez, of the Garcia & Vega Co., leaves on Sunday to join the Tampa colony in Havana. He will inspect and buy leaf while there.

### "Mapmaking"

George Meggs, salesman for several of the leading brands of A. Amo & Co., and Fernandez Sobrinos and others, is in Tampa lining up his new year campaign.

### Getting Ready to Burnish Halo

Hi is host of his brother, Mort Hammer, who represents the E. H. Gato Cigar Co., of Key West. He will participate with Fred Oakes, the regular, in spreading the fame and sales of these already famous cigars throughout this United States.

### To Havana via Key West

John Ryan, of Ryan & Raphael, of Chicago, is spending the week here. He will accompany Mort Hammer to Key West, and later to Havana, returning north via the east coast.

### Keeping Up the Record

Coincident with the opening of the Tampa Bay Hotel, we note that the regular colony are assembling there, including Mr. and Mrs. José Lovera. The colony would be incomplete and the corriders empty were their well known faces missing.

### Auspicious Opening

The new year has opened up in good shape at Berriman Bros., according to C. A. Stroud, and with usual demand for their well known brands.

Alex Metzger from the East, G. D. Nussbaum from the West, and L. W. Power of Chicago, all representing Berriman Bros. and who have been rusticating here, have now returned to their respective territories full of "pep."

### Encouraging

John W. Merriam, sales manager for M. Bustillo & Co., is wiring in fine orders. Mr. Bustillo considers the prospects very encouraging.

### A Fast Moving "Lady"

R. S. Tatum, sales manager for Yanez & Co., reports that Miss Tampa is traveling fast and far. They are, literally, being swamped with orders by wire and mail, and are increasing their force of cigarmakers as fast as possible.

S. J. Honour, southeastern representative of Yanez & Co., with headquarters in Charleston, is here on a business visit.

### To Return Shortly

F. Garcia, of F. Garcia & Bros., is expected to return from New York shortly.

K. B. Cuesta, representing the interest of Cuesta Rey & Co., in Havana, Cuba, after eating turkey in Tampa, has been rusticating in Georgia and Tennessee. He will be in Tampa shortly on his way to Havana.

A. L. Cuesta, Sr., of Cuesta Rey & Co., expects to leave for Havana on the 18th.

Joe Levy, manager of the New York Tampa Cigar Co., reports that their new brand, Rey Del Rey, is selling like hot cakes. They are booking liberal orders for all of their line, and prospects are flattering.

A. Santaella, in Havana on business, will not return for several weeks.

Val M. Antuono is entertaining his Atlanta representative, Robert H. Patterson, who is here on business.

## Merriam with M. Bustillo & Company

John W. Merriam, of Merriam Segars fame, sends out the following announcement, under date of January 10:

"I am pleased and proud to inform you of my association with the high-class Spanish house of M. Bustillo & Co., Tampa, Fla., manufacturers of the well-known cigar brands—Espadilla, Invocar, Flor de M. Bustillo & Co. Valonia. They will also make the old Merriam brands—Darby & Joan, Baron De Kalb, Segar de Luxe, Bulldog, Henry Irving—in strictly all-Havana Spanish hand-work; also Havana filled Connecticut shade-grown wrapper at live and let live prices.

"M. Bustillo will have full charge of the factory and T. Bustillo, who lives in Havana, will buy all the Havana tobacco.

"I have nothing to do but sell cigars."

## Indiana Items

INDIANAPOLIS, Jan. 9.—The cigar manufacturers of Evansville are anticipating a good business during the present year. Almost all cigar factories in that city which were closed during the holiday season for inventory expect to resume operation this week, but the Fendrich factory will not open until a later date. A large number of women and girls will be given employment when the factories reopen.

### Chewed "Long Green"

While inspecting a crop of tobacco recently, John Q. Cochran, who is an inveterate chewer of the natural leaf tobacco, reached in his pocket and pulling out what he thought was a natural leaf placed it in his mouth. Noticing the peculiar flavor he pulled the remainder of the so-called natural leaf from his mouth and discovered it to be the remnant of a $20 bill. The damaged bill was redeemed at his bank. Mr. Cochran, who is seventy-seven years old, is a tobacco broker of Lawrenceburg, Ind.

### Wholesaler's Wife Dies

Announcement has been made of the death of Mrs. Matthias Luber, 73 years old, wife of Matthias Luber, wholesale tobacco dealer of Huntington, Ind., which occurred at her home recently. Mrs. Luber came to the U. S. at an early age from Bavaria.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF:
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y CA., 75th Street & Avenue A., New York

PERFECTO GARCIA
& BROS.
Manufacturers of
World's Finest Havana Cigars
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES
125 Maiden Lane
WAREHOUSE
12-24 Mechanic St.
PLANTATIONS
West Suffield
Poquonock
South Windsor
E. Windsor Hill

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CONNECTICUT LEAF TOBACCO
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Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

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Fassler & Silberman
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Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

PORTOCUBA CORPORATION
IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA
TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
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MAX HERZOG
TOBACCO BUYER
165 Water St., New York

# Connecticut Crops Inspected by Various Buyers

## Broadleaf Section Scene of Considerable "Driving"—A Few Sales Effected—Prices Kept "Under Cover"—Bundle and Assorted Lots Change Hands—More Buyers Expected in Field Shortly—Revenue Men "Checking Up" on Cigar Factories.

HARTFORD, Jan. 7.—During the week there has been considerable driving by different buyers through the broadleaf section, and a few sales are known to have been made. While the prices are not positively known, they are believed to be much lower than was first talked of earlier in the season.

Some have been bought in the bundle, and while other crops were bought assorted by the grower, it is understood that the bundle prices are below a quarter, while the assorted prices are somewhere around 40 cents for the better grades, which is probably about 50 per cent lower than they were a year ago.

Still another week will see more buyers in the field and more sales will probably be made.

The growers feel that they are being crowded down to prices that will not give them a chance to break even in the production costs.

Fertilizer men are not taking many orders, as their prices do not show much of a decline. Many things that enter into the cost of producing a crop are still up to practically "war prices," and the grower in face of such conditions is expected to sell his crop at pre-war prices, notwithstanding the fact that the crop has cost him far above the price offered at the present time.

### Giving Out "Strong Hints"

Growers are in doubt about another crop, and if the prices do not improve there will likely be a great reduction of acreage in 1922. Various meetings have already been held to discuss the situation, and very likely at future meetings definite action will be taken.

There seems to be only one alternative for the Connecticut Valley tobacco grower, either to stop growing or to grow their crops at the lowest cost possible and to offer the trade cheap stuff so that they can sell it at the going prices. No doubt the attitude of the buyers within the next few weeks will affect the decision of the growers as to the way the 1922 crop will be planned out.

### Shade Growers Well Pleased

The shade growers are well pleased with their 1921 crop, and all are well satisfied shade can now be satisfactorily grown in the Valley. The colors of the 1921 are very satisfactory and the demand is good for this type of tobacco, and manufacturers are pleased with it.

### Round Tip Growing in Favor

The round tip grown in 1921 is also gaining favor and manufacturers who have worked it are coming back for more, which shows that this new type of tobacco is meeting with favor, and it would appear that there would be an increase of acreage the coming year.

Hatheway & Steane and the Farnham Tobacco Co. were large growers of round tip last year and both are very much pleased with the new wrappers that come from it.

The estate of the late Charles Soby, a well known retired cigar manufacturer of this city, is valued at over $1,000,000.

### Suits in the Courts

There are several suits in the courts brought by various growers against buyers of the 1920 crop of tobacco, and this past week the suit of the East Windsor Tobacco Growers, Inc., and J. P. Norton against Hindsdale, Smith & Co., of Springfield, Mass., was decided. In September, 1920, Norton sold his crop of tobacco to the Smith Co. while it was hanging on the poles, at 65 cents per pound, and when it was delivered to Smith's warehouse in February, 1921, it weighed 47,719 pounds, and at 65 cents would make a total of $31,017.32 due Norton. At the time the tobacco was bought $2,000 was paid on account of the purchase. The defendants pleaded that the tobacco was bought and an agreement was made that the tobacco was to be delivered in first-class condition, and when it was assorted at the warehouse the defendants contended that 4,839 pounds of tobacco was rejected by them; that 2,086 pounds of the tobacco was rotten and of no value, and that 2,753 pounds was tender and actually worth but little, and the defendants pleaded the correct statement of the account was that the Smiths owed Norton $25,967.93 instead of $31,017.32, and the defendants made an offer of judgment in the sum of $25,967.93 before trial, with interests and costs. The verdict for the plaintiffs was returned by the jury on Thursday to recover $30,468.22.

### Opens Warehouse

W. K. Ackley of East Hartford opens his warehouse next week to handle broadleaf tobacco for Nussbaum, Newfield & Co., and will employ quite a force of help.

C. F. Schoverling & Co. of East Hartford is busy assorting and packing crops of tobacco for various growers of East Hartford and Glastonbury.

### Making "Still Hunt"

There are rumors that several buyers are out on the quiet looking at the 1921 crop, and it is expected that some sales will be closed up next week.

Peddlers are doing quite a business picking up fillers from the growers; the price paid is about 5 cents in the bundle.

Many growers have finished assorting and are ready to sell and deliver their crops.

Cases are $1 less than a year ago and the cost of putting up the 1921 crop will be considerably less than it was last year.

### The American Sumatra Changed

Today it became known that Julius Litchenstein had resigned as president of the American Sumatra Tobacco Co., which has its main warehouse and offices in East Hartford. It is said that the Connecticut tobacco properties of the company, valued at $8,000,000, will not be effected in any way by the change of the management. Recently the holdings of the American Sumatra Tobacco Co. were appraised and showed a value of well over the $8,000,000 mark.

The American Sumatra Tobacco Co. is the largest grower of shade grown tobacco in the world and owns, leases and operates large plantations for growing, curing and assorting and selling cigar tobacco, operating in Connecticut, Massachusetts, Florida and Georgia. Their main warehouse in East Hartford now consists of three large buildings fully equipped with an office building and has a spur track on the railroad and is an investment in reality of over $250,000.

### "Gleaning" the Cigar Field

Inventory of every cigar and tobacco factory in Connecticut to determine whether the government has been deprived of the taxes required to be paid was begun yesterday by a "flying squadron" of revenue men under Chief Field Deputy Allyn. There are 300 such places in Connecticut, paying an annual tax of about $700,000 and the work was begun in this city. It is intimated that the government was not satisfied that the cigar and obacco factories, as a whole, had paid as much tax as the government was entitled to.—X. Y. Z.

L. B. HAAS & CO. Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

# SHADEGROWN WRAPPERS

from

CONNECTICUT
GEORGIA and
FLORIDA

## GROWN ON OUR OWN PLANTATIONS

Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

Before Buying--Inspect the ASTCO Line--
The Most Complete Line in the World

## American Sumatra Tobacco Co.

131-133 Water Street, New York

LIVE BRANDS
FOR LIVE JOBBERS

CLASS A, B AND C

*Write for Territory*

J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.

*If It's* TOBACCO *We Have It*

RED LION, PA. U. S. A.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City

*Write Us* if you need

PENNSYLVANIA

*Correspondence Solicited*

Seedleaf Tobacco Growers Company, Inc.

LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly

ESTABLISHED 1885

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory: 42 EAST FULTON ST.

Correspondence Solicited. LANCASTER, PA.

I. H. WEAVER CO.

LEAF TOBACCO

237-39-41-43 N. Prince St., LANCASTER, PA.

Read Tobacco and Keep Up to Date

# Pennsylvania Calmly Reviewing Events of 1921

## Departed Year Did Not Pile Up Great Riches for Many in Tobacco Industry—Looking More Hopefully on Current Year—Prediction Is Made That Five-Cent Cigar Will Play Prominent Part in Future Business—Tobacco Sales Nil for Time Being.

LANCASTER, Pa., Jan. 7.—Now that 1921 is a thing of the past we can look back with a retrospective eye and can say with candor that the past year has not been one over which the cigar or tobacco men could show much profit or progress.

The depression in business that hit the country immediately after the war was not conducive to the expansion of business, or to show profit to the merchant. Manufacturers of high grade cigars were hit the hardest, as the public were beginning to take their lesson in economy and began to ask for and demand cheaper goods. At this the psychological moment the makers of 5 cents cigars got in their innings and put on the market as good an article as could be built for the money. The jobbers throughout the country took to the products like a duck to water and have bought and disposed of millions of 5 cent cigars in the past six months with the resultant effect of making every factory in York county busy—in fact they still have orders unfilled and have been pushed to their capacity for months.

### Used Their Optics

Makers of high-grade goods were compelled to "sit up and take notice," and from what I can learn from unimpeachable authority the time is not far distant when the makers of cigars from 7 cents up will add a 5-cent product, as they find they will lose business if they do not.

This can only be accomplished, however, when all grades of tobacco that must be used to build a 5-cent cigar comes down in price.

The 1922 tobacco will be bought at a price that will show a profit to builders of nickel goods, and growers of tobacco who have an inflated idea of what they will get for their crops will be sadly disappointed. All grades of merchandise have been repriced and tobacco will be no exception. To cite an illustration the writer, who was in New York City recently, had an interview with one of the largest packers of Pennsylvania tobacco in the country and who at the same time is connected with one of the largest makers of cigars we have in the United States, and he informed me that the opening price for Pennsylvania tobacco of the 1922 crop will be in the neighborhood of 12 cents, and that his firm expects to buy at that price and lower. He said 5-cent cigars must come back—the public demands them and every up-to-date manufacturer can see that he must add a 5-cent brand to his output. Sumatra tobacco is still too high for this purpose, but one big manufacturer is using Connecticut primed for a wrapper and is making and marketing millions of 5-cent goods.

Connecticut tobacco is receding in price, as is also Wisconsin, and we will in the course of the next year be able to buy a smokable cigar for 5 cents with the resultant effect of bringing back a good many smokers who took to cigarettes and pipes on account of the high prices of cigars, and which they could not afford to buy.

### More Encouraging

Prospects for the coming year are good, as with prices of tobacco reaching their proper level manufacturers will be able to make a reasonably priced cigar, and as a consequence, increase their output and boom business.

### Week Without Tobacco Sales

There have been no sales of 1921 tobacco the past week, as buyers have not started out yet since the holidays, and most of them were kept busy at home taking inventory.

There has been no concerted buying of the 1922 tobacco as yet. A few fancy scattered crops have been bought, but not enough to amount to anything—in fact the amount bought is negligible and not enough to establish a price. General buying will not start for a few weeks yet and the big interests want the farmers to realize there is a recession in prices of all commodities and they must sell their tobacco crop at a price consistent with general business reduction in values.

### Exporters May Yet Be Factors

There is plenty of tobacco to supply all demands of the cigar manufacturers, but if rates of exchange ease up the exporters will be a big factor in marketing the present crop.

Buyers will be more fastidious this year than usual and tobacco must be sorted and handled to their liking before they will buy.

### Keeping Up Rapid Pace

There seems to be no cessation in business in York county and orders have been received by the manufacturers for January delivery and I am elated to hear they are all pushed to their limit and look forward to a very successful and prosperous year.

### New Firm

A new firm of cigar manufacturers has started here—Stein & Kahn. They have secured quarters at 17 S. Water Street, and intend building a long filler 5-cent cigar. They are both young men full of optimism and "pep." Mr. Stein has been established for a number of years and their success seems assured from the start. They already have booked orders for 100,000 of their different brands, and everything looks bright and roseate for their continued success. They were lucky in securing the services of J. H. Fink, formerly superintendent of W. K. Gresh & Sons' factory here, and who will attend to the manufacturing end of the new business. Mr. Fink has had years of experience and is a past grand master as a builder of high-grade cigars and will add materially to the success of the concern.

The outlook for the coming year is bright, as we are rapidly reaching normalcy. Inflated values are delusions of the past and merchants are now doing business on the "safe and sane" basis which is conducive to put commercial pursuits on a solid foundation and make the purchasing value of a dollar at par.

### Off to Cuba

Capt. Goldberg, leaf packer of this city, sailed for Cuba today, Saturday, Jan. 7. "Cap" is going on a pleasure trip exclusively and promises us all some glorious "smokes" on his return.—DICKIE.

## To Pool Tobacco

LANCASTER, Pa., Jan. 7.—At a meeting of two score or more of tobacco growers of Warwick, held in the Town Hall at Lititz this evening, it was decided to pack the holdings of the 1921 output on the co-operative plan after the methods employed by the Mt. Joy Farm Products Co. After the packing the crop will be sold on bulk basis.

The meeting of the tobacco farmers had been in contemplation for some time and it was finally focused under the direction of J. C. Brubaker, president of the Lancaster County Farm Bureau. The methods employed in the co-operative packing and selling were outlined by John G. Reist, of the Mt. Joy organization and the results obtained were set out in plain figures. Following these statements the farmers decided to sign up for the pooling method.

Under the direction of the Farm Bureau a committee to perfect the details of the plan will be appointed by President Brubaker and another public meeting will be held in Lititz on Saturday evening next, when, it is believed, other farmers will join the movement.

It's toasted

LUCKY STRIKE CIGARETTE

© Guaranteed by The American Tobacco Co.

LUCKY STRIKE "IT'S TOASTED"

Cigarette

No cigarette has the same delicious flavor as Lucky Strike. Because Lucky Strike is the toasted cigarette.

© Guaranteed by The American Tobacco Co.

LUCKY STRIKE "IT'S TOASTED"

Cigarette

© Guaranteed by The American Tobacco Co.

*These Lucky Strike ads are running every week in newspapers all over the United States*

LUCKY STRIKE

Cigarette

To seal in the delicious Burley tobacco flavor.

It's Toasted

© Guaranteed by The American Tobacco Co.

LUCKY STRIKE cigarette

It's toasted

© Guaranteed by The American Tobacco Co.

It's toasted

LUCKY STRIKE cigarette. Flavor is sealed in by toasting

© Guaranteed by The American Tobacco Co.

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BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York



FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS



THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37TH STREET
BROOKLYN, N.Y.

HIGH GRADE CIGAR LABELS AND BANDS

170 WEST RANDOLPH ST., CHICAGO, ILL

723 BRYANT STREET, SAN FRANCISCO, CAL.



CIGARETTE FACTORY SUPPLIES

Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.

*Write or phone for quick service.*

New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820


## Imports

(*Continued from page 26*)

| | |
|---|---|
| Julius Marquesee & Son, Inc. | 57 |
| Leo Hirsch | 44 |
| Pedro Costa | 12 |
| Porto Rican-American Tob. Co. | 10 |
| Durlach Bros., Inc. | 153 |
| Robert Gans | 5 |
| Stouse & Holzman | 25 |

| | Barrels |
|---|---|
| Julius Marqusee & Son, Inc. | 57 |
| H. W. Fink | 50 |
| Leo Hirsch | 96 |
| Pedro Costa | 14 |
| Durlach Bros., Inc. | 53 |
| Bank of Nova Scotia | 25 |
| Max Gans & Son, Inc. | 51 |

N. Y. & P. R. S. S. Co. .....9 cases
*S. S. Helen* —Jan. 9
Portocuba Corp. .....33 bales
Portocuba Corp. .....110 barrels

### Tobacco from Rotterdam

*S. S. Binnendyk* —Jan. 9

| | Bales |
|---|---|
| H. Duys & Co., Inc. | 44 |
| H. Duys & Co., Inc. (Richmond, Va., in bond) | 12 |
| H. Duys & Co., Inc. (N. Y. in bond to Canada) | 3 |
| Balfour, Williamson & Co. | 33 |
| W. Van Doorn (New Brunswick, N. J.) | 1 box |

### Tobacco from Antwerp

*S. S. Finland* —Jan. 4
Union Tobacco Co. .....194 bales

### Tobacco from Glasgow

*S. S. Tarantia* —Jan. 4

| | Cases |
|---|---|
| G. Nicholas & Co. | 5 |
| Irving National Bank | 7 |

### Tobacco from Liverpool

*S. S. Huronian* —Jan. 6
Universal Leaf Tobacco Co. ..407 bales
Balfour, Williamson & Co. ..396 packs
*S. S. Baltic* —Jan. 9

| | Cases |
|---|---|
| A. Oppenheimer & Co. | 3 |
| A. Novotny & Sons | 3 |

### Tobacco from London

*S. S. Maine* —Jan. 10

| | Bales |
|---|---|
| Universal Leaf Tobacco Co. | 87 |
| Order | 540 |

### Tobacco from Puerto Plata

*S. S. Iroquois* —Jan. 8

| | Seroons |
|---|---|
| W. Biedermann & Co. (Bremen) | 57 |
| John W. Kuck (Hamburg) | 100 |
| A. Willink & Co. (Hamburg) | 120 |

### Tobacco from Patras

*S. S. River Araxes* —Jan. 9
Rarazula Brothers .....1,603 bales


Clark "CUTAWAY"
Tobacco Baling Presses

The Chicopee Line
Tobacco Hoeing Machines

Bateman and Companies, Inc.
Grenloch, N. J.



THE JOBBER AND THE RETAILER
can obtain this
BIG 5c.
straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

ILANG-ILANG
is packed in 100s
*Exclusive territory for*
JOBBERS
Dont Delay—Get this brand for your territory.

Henry Ottenberg
146 Front Street New York

MURAD
THE TURKISH CIGARETTE

Every day MURADS are held higher in the estimation of the men who smoke them.

They are the standard of Taste.

They never disappoint—never fail—never change—

They are 100% pure Turkish tobacco—of the finest varieties grown.

Men are proud to smoke them in any company—on any occasion.

They are the largest selling high-grade cigarette in the world.

The cigarette smokers of America DO prefer Quality to Quantity.

*"Judge for Yourself—!"*

20¢

Anargyros Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

## Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Baltimore Market

### Sales Exceed Receipts by Far

BALTIMORE, Md., Jan. 5.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland.—For the period from Dec. 22 to Dec. 31, receipts were 219 hogsheads, besides 65 reinspections, and sales totaled 621 hogsheads, the greater part of which went to the buyer for the French Regie. There was no change in prices.

Ohio.—Receipts, 66 hogsheads, and sales, 49 hogsheads since our last report.

**Stock on Hand Jan. 1, 1922**

HELD BY RECEIVERS

| | Hhds. |
|---|---|
| Maryland, new crop | 47 |
| Maryland, old or 1919 and 1920 crop | 7,562 |
| Maryland, ground, leaves | 886 |
| Upper country | 137 |
| Ohio | 89 |

STOCK HELD BY DEALERS AND EXPORTERS

| | Hhds. |
|---|---|
| Maryland, all kinds | 4,872 |
| Ohio | 3,653 |

STOCK HELD BY VARIOUS INTERESTS

| | Maryland Hhds. | Ohio Hhds. |
|---|---|---|
| Receivers | 8,632 | 89 |
| Dealers and exporters. | 4,872 | 3,653 |
| Held by manufacturers and dealers in other cities | 3,186 | 205 |
| | 16,690 | 3,947 |

Total, 20,637 hogsheads.

### Association Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Dec. 31:

**Receipts**

| | This Week | Previously | Total | 1921 | 1920 |
|---|---|---|---|---|---|
| Maryland | 284 | 37,997 | 38,281 | 34,017 | 24,694 |
| Ohio | 66 | 366 | 432 | 432 | 2,984 |
| Total | 350 | 38,363 | 38,713 | 34,449 | 27,678 |

Reinspections this week: Maryland, 65; to date, Maryland, 4,264.

**Deliveries**

MARYLAND

| | Coastwise and Domestic | For-eign | Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 172 | 157 | 329 | 8 | 337 |
| Previously | 6,066 | 28,311 | 34,377 | 1,068 | 35,445 |
| | 6,238 | 28,468 | 34,706 | 1,076 | 35,782 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock January 1 | 17,379 | 4,591 | 21,970 |
| Receipts since | 34,017 | 432 | 34,449 |
| | 51,396 | 5,023 | 56,419 |
| Delivered since | 34,706 | 1,076 | 35,782 |
| Stocks today | 16,690 | 3,947 | 20,637 |

**Sales**

| | | | |
|---|---|---|---|
| This week | 621 | 49 | 670 |
| Previously | 34,277 | 2,342 | 36,619 |
| | 34,898 | 2,391 | 37,289 |

| | Hhds |
|---|---|
| Dec. 21, 1921, total shipments reported. | 35,221 |
| Less cancellations for hhds. actually shipped in 1922 | 844 |
| | 34,377 |

## Bureau of Markets Report

WASHINGTON, D. C., Jan. 10.—The Bureau of Markets and Crop Estimates has the following to say regarding the tobacco crop:

"Louisiana: The Perique tobacco section harvested the largest crop in many years this season; quality excellent.

"New England States: Estimates showed about 65 to 70 per cent of Havana tobacco sold by December 20 and about one-third of this delivered.

"North Carolina: Marketing ahead of usual. Prices remain good on better grades, which are about all sold.

"Indiana: Little sold to date.

"Virginia: Bulk of crop sold and markets closed for holidays.

"Wisconsin: Stripping is being completed in the Dane County area. Some warehouses in the Vernon County district will start sizing after the first of the year. Very little marketing being done. Price in Vernon County around 20 cents a pound; in Dane County, about 12 cents."

## Match Imports and Exports

WASHINGTON, D. C., Jan. 10.—Figures which have just been made public by the Department of Commerce show the imports of matches in November to have been valued at $157,706, while the exports for the same month were valued at $23,522.

### Managed Factory Forty Years

Isan Beisel, for forty years manager of the Maier Bros. cigar factories at Heidelberg, died the other day after a long illness.

### Prizes for Tobacco

The German Agricultural Association, for its exhibition at Nuremberg, is offering prizes for the best tobacco raised in Germany.

## Month More to Sign Up

(*Continued from page 25*)

61,000 contracts, meaning that many individual growers, have been signed in the three States, it was said. Vance county is given as having 6,100,000 pounds, with approximately 1,200 growers in the pool.

In the organization of the pool and the voting strength and control vested in the higher officials, North Carolina will be given a voting strength of twelve, Virginia eight, and South Carolina two.

The present organization, as it now stands, will supervise the primaries to be held in counties throughout the three States on Monday, January 30. The votes will be cast at the court house in each county, where the members will go to vote, and the totals will be counted up at the close of the day and the results made known. These primaries are for the purpose of electing district delegates, who in turn will elect delegates to a tri-State meeting to be held in Raleigh during the next few weeks, or immediately after the primaries. In Vance County twelve names will be placed on the ballots for the voters to choose from, and several blanks will be left for the writing in of others who may be desired by the voters. The six men who receive the highest number of votes will be declared elected as the county's representation in the district meeting, each county being given one delegate for every million pounds it signs. Vance has a little more than 6,000,000 pounds signed, and therefore is entitled to six district delegates. Vance has been placed in a district with the counties of Halifax, Franklin and Warren.

These delegates will meet at a central point, in this district, probably in Henderson, and will elect a man to be known as a director in the tri-State organization for that particular district.

Mr. Anthony said today that he was informed while in Raleigh Thursday by Dr. J. Y. Joyner, one of the leaders of the movement in this State, that Aaron Sapiro, the California marketing wizard, would return to North Carolina after the primaries are held on January 30 and visit various cities and towns which are known as tobacco marketing centers, and there hold conferences with the warehousemen in an effort to bring them over to sympathetic support of the pool, and also into negotiations with them for the purchase or rental of their property for the handling of the crop. The exact date for Mr. Sapiro's return is not known as yet, but it is expected to be some time during the month of February.

## Burley Association

(*Continued from page 22*)

and assist intelligently marketing this great cash product raised in our state.

"I want to thank again the members of the association for their patience and loyalty and to assure them that their officers have been working night and day in order to begin receiving the tobacco of members at the earliest possible moment, and I am glad to say now that we shall be ready to begin receiving the 1921 crop within the next few days.

"I should like to say to the members of the association that it will be better for everybody if every grower will deliver his tobacco in crop lots, as this will greatly facilitate the handling of the tobacco and lessen the work incident to the receiving of 55,000 different lots of tobacco by the association and the advancing of money on each at the time of delivery."

## New York Notes

(*Continued from page 16*)

### Made Good Selections

The Versailles Restaurant, at 43rd street and Lexington avenue, owned by Mr. Roth has put in a cigar counter in his establishment. Nelson Wasserman, of the B. Wasserman Co., was given carte blanche regarding the selection of stock.

* * *

### To Greet Friends Shortly

Joseph Hirschburg, who has made his headquarters in Dayton, Ohio, for ten years, is now representing C. J. Waxelbaum & Co. in the Middle West. His many friends among dealers will be glad to know that he expects to start West shortly.

* * *

### Welchers in New Quarters

Welcher Bros., cigar manufacturers, have moved from 530 E. 80th street, to the five-story building at 403 E. 62nd street, formerly occupied by Guedalia & Co. The building, which has nearly double the space of their former quarters, has been thoroughly renovated since the fire there last fall.

* * *

### New La Palina Representative

I. M. Flieschman, formerly with W. J. Seidenberg & Co., and previously for 24 years with the Metropolitan Tobacco Co., has been appointed by the Congress Cigar Co., manufacturers of La Palina cigars, as general representative for Greater New York and attached to the House of Wasserman Co., 7 Chambers street, who are the local distributors of the La Palina brand.

* * *

### Making Good Get Away

P. Lowenthal & Co., leaf merchant, of 138 Water street, state that business this year started with a good rush. Harry P. Lowenthal is now on a tour through New England, and Adolph Lowenthal has left for the Middle West. He will go as far as Kansas City. S. M. Stern is in Toledo and will extend his trip to Milwaukee. S. Weisan is covering the city and New Jersey.

* * *

### Getting Good Start

M. Robinson, representing Benito Rovera Co., Inc., cigar manufacturers of 315 E. 62d street, is scheduled to start on a trip through the Middle West on the 16th. R. F. Donovan, of the same organization, leaves his Memphis headquarters for Texas this week. J. B. Rovera says that the year is starting well. Lafayettes are showing a healthy growth and repeat orders are increasing in volume.

### Prospects Are Bright

E. Kleiner & Co., cigar manufacturers of 320 E. 63rd street, are busy on orders. Mr. Kleiner has returned from a successful trip through the West and states that the dealers' shelves are empty. Jobbers and retailers had a much better Christmas business than was expected. He considers the prospects for the year to be good. This enterprising house has just issued a handsome calendar, copies of which may be obtained by writing.

* * *

### To Greet His Western Friends

Ed. Wodiska, who recently joined the selling force of S. H. Furgatch y Ca., 1414 Avenue A, leaves for the West this week. Mr. Furgatch prophesies that this year will be a good one. Orders are coming in despite the fact that he has no one on the road at present. The dealers have been buying from hand to mouth and now they find themselves short of cigars and compelled to stock up. In one day this week, for example, the firm received rush orders for cigars to be sent by express to St. Louis, Kansas City, Davenport, Ia., and Minneapolis.

## State Takes More Than One Half

Poland has again raised the tobacco tax. The state now takes from 50 to 55 per cent of the retail price of any smoke. The government has established a tobacco machine factory at Warsaw, in order to make Poland more independent. So far the factory has been able to produce only parts of machinery. Generally speaking, the Polish tobacco industry is in a bad way. It has to pay dear money for its raw materials and machines and it gets bad, almost worthless money for its products.

## CLASSIFIED ADVERTISEMENTS

**CIGARETTE OR SMOKING TOBACCO MIXTURE,** Superintendent or Manager seeking a change. Been connected with the largest manufacturers in U. S. and Canada. Can take full charge. Experienced buyer and blender in Turkish or American tobacco. Will go anywhere. Best of references.
Apply "SUPERINTENDENT,"
Care of "Tobacco."

**"Ask who is ALONSO RIERA in Porto Rico"**

Growers, strippers, manufacturers of high grade cigars, manufacturers of brevas 4½" from $16.00 up, f. o. b. San Juan, P. R., Class A. Ask samples and prices from JAVIER ALONSO RIERA.
Principal Office: P. O. Box 39, Tetuán 14, San Juan, P. R.
BRANCHES: Mayaguez & Ponce

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| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP | 45c |
| CONN. CIGAR SCRAP | 15c |
| PICADURA SCRAP | 12c |

SAMPLES SENT ON REQUEST
J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

**LANCASTER COUNTY, PENNSYLVANIA,** as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.
E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

**AJAX CIGAR CO., YORK, PENN.** We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

TOBACCO STEMS, CUTTINGS, SCRAPS, SIFTINGS AND LEAF BOUGHT IN ANY QUANTITY ANYWHERE. SEND SAMPLES. J. J. FRIEDMAN, 285-289 METROPOLITAN AVE., BROOKLYN, N.Y.

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Manufacturers of
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**GRAHAM-COURTNEY MILD HAVANA BLEND**
26 Sizes
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BOND STREET CIGARETTES

**EL DALLO**
*"Each Cigar In Its Own Humidor"*
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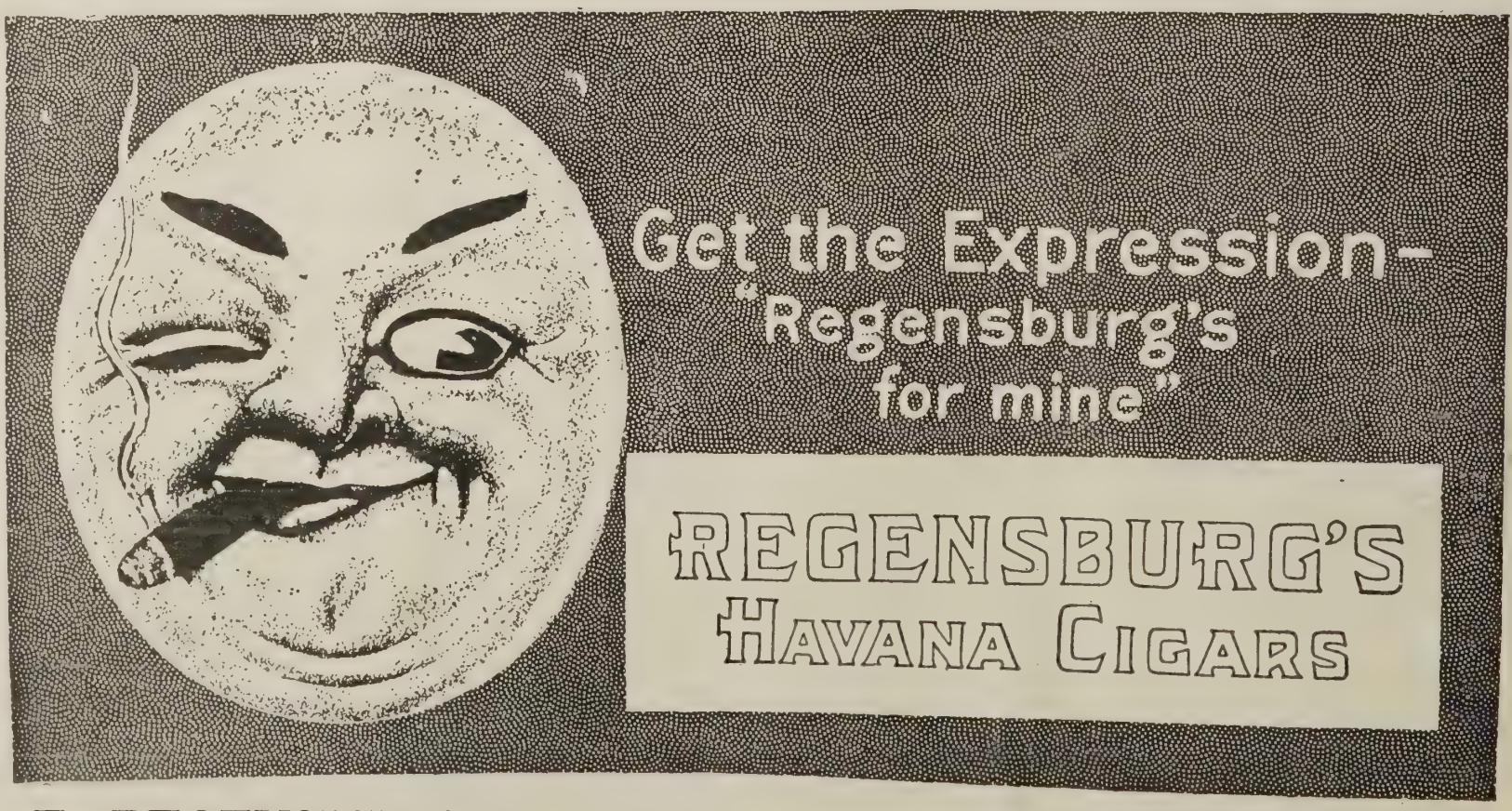
HUDSON COUNTY TOBACCO CO. JERSEY CITY, N.J.

**MAN IN THE MOON ENJOYING "REGENSBURGS"**




**E. REGENSBURG & SONS :: Factory, Tampa, Fla.**
OFFICE, 47 WEST 34th STREET (MARBRIDGE BUILDING) NEW YORK

# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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## Tampa Manufacturers' Association Has Election

**Loreano Torres Returned as President—Other Officers and Directors Elected—Line-Up Assures Progress of the Industry—A. Yaniz to Incorporate With Capitalization of $100,000—Robert S. Tatum to Be Vice-President.**

TAMPA, Fla., Jan. 14.—Loreano Torres was re-elected president of the Cigar Manufacturers' Association, Enrique Pendas, vice president, and A. L. Cuesta, Jr., treasurer. The new directors are: R. B. Diaz of A. Yaniz & Co., José Arango of José Arango & Co., José Perez, of Marcelino Perez & Co. Jorge Leon of San Martin y Leon, and J. A. Jones, of Ramon & Alvarez. D. H. Woodbury, of the Hava-Tampa Cigar Co., on being nominated declined election. This new line-up is in accord with the movement to further advance the interests of the industry, and will receive the support of the manufacturers.

### Good Prospects

V. Guerra, Diaz & Co. have signed up with Eddie W. Marlin, who will cover the middle west, making St. Louis his headquarters. The La Megas will not lose its reputation in his hands. Frank Diaz, manager, goes to Havana this week to look over the new crop and purchase leaf for their made-in-bond goods. He is optimistic as to the future. The new Cuban crop is reported to be high grade.

### To Branch Out

A. Yaniz is to incorporate, taking in Robert S. Tatum, who has been their sales manager since the organization of the present firm. He will add new capital. There will be no change of name of the company. The capital stock of the new company will be $100,000, with $50,000 paid in. A. Yaniz will be president, Robert S. Tatum vice-president and sales manager, and R. B. Diaz secretary-treasurer and general manager.

### Resting in Busy Shop

Ludwig Lasker of Perfecto Garcia & Bros., is taking a well-earned rest while looking over the affairs of the factory, and "yarning" with the boys. This is one busy shop. They were putting out 25,000 a day and with the budget in Lasker's pocket there will be no idle benches. Mr. Lasker goes on to Havana from Tampa, to look over and buy some of that fine new leaf.

### Back from Cuban Capital

H. F. Diaz, superintendent of the Preferred-Havana Tobacco Co.'s factory, Ned Berriman and Ben Campillo of Berriman Bros., are back from Havana.

Max Silverberg, of José Arango & Co., is visiting friends here and looking over the affairs of the company. He reports that the Cyrillas are going good.

### Had Successful Trip

Ernest Berger, Pres. and General Manager of the Tampa-Cuba Cigar Co., returned on the 10th., from New York and the tobacco markets of Connecticut. He succeeded in purchasing a choice selection of new crop shade grown leaf, destined, later, to tickle the palates of the epicurean smoker. He reports that his trip was in every way a success, and a number of valuable new trade connections added.

O. R. Thompson of the Morgan Cigar Co., has been spending a week in Tampa in consultation with his firm. He returned to his headquarters in Cleveland this week.

W. L. Morgan, Manager of the Morgan Cigar Co. reports that orders for Juan De Fuca and Independent continue to roll in, and predicts good times ahead.

A. L. Cuesta, Sr., has returned from his flying trip to Havana.

With Cuesta Rey & Co., it is "business as usual." A. L. Cuesta, Jr., says that the orders coming in indicate a very healthy condition in the markets, and he has no fears of the future.

W. M. Webb, of J. M. Martinez & Co., is well satisfied with trade conditions as indicated by the orders coming in by every mail.

The new clear havana, Rey Del Rey, only recently offered to the trade by the New York & Tampa Cigar Co., is fulfilling all expectations, and J. Levy, manager, is more than pleased. Big orders coming in daily promise a bright future.

Frank Bolano, a former cigar manufacturer of Tampa, but now engaged in the leaf tobacco business in Chicago, was a visitor in Tampa for a few days. He left Thursday for Cuba to spend some time on business.

## A Good Time Right at Hand

NEWARK, N. J., Jan. 17.—The die is cast, the ball is set, the machinery is well oiled and the boys are at attention waiting for the gong to sound. What does it all mean? Don't you know? Can't you guess? Well, I won't hold you any longer. It is the first annual all star vaudeville show and ball of the Tobacco Salesmen's Association of Newark, N. J., which will be held on Friday evening, January 20, at Krueger Auditorium, Belmont avenue, Newark, N. J., U. S. A.

The Arrangement Committee, which is headed by Jack M. Waldor as chairman, reported at a special meeting, held on Friday, January 13, that they had engaged the all star vaudeville from the B. F. Keith Theaters, which will be under the personal supervision of Frances Rockefeller King.

Everybody knows B. F. Keith and the Keith shows. We never can forget Miss King because we have seen her numerous times and know she can put over a splendid bill.

Music will be under the personal direction of Joseph M. Cavallo, formerly leader of Proctor's Theater orchestra.

A big time is assured to all who come. No show or dance ever put on will equal that of the Tobacco Salesmen's Association of Newark, N. J., U. S. A. Just imagine the price of admission, only $1.00, which includes war tax and wardrobe.

The following are members of the Arrangement Committee, who have been instrumental in making this ball a big success: Jack M. Waldor, chairman; Charles W. Camp, Ferd. Schwabacher, Leroy Lyons, Edwin E. Corey, H. Eitelberg, Mark Bloom, Abraham Brown, Abe Greenberg, A. W. Leonard, H. H. LeShaw, Joe Ogush, Sam Schatt. The Press Committee consists of Emanuel M. Freeman, chairman; Irving E. Schwarz and W. M. Charles.

Don't forget the date, January 20, at Krueger Auditorium. Performance will start at 8.30 P. M. Take your best gal and come along and enjoy the greatest event of the season.

## Seek Reparation

WASHINGTON, D. C., Jan. 17.—Horace R. Kelly & Co., cigar importers of New York City, have filed a complaint with the Interstate Commerce Commission asking reparation of $1,897 on charges alleged to be unlawful for transportation of two shipments of cigars from Manila, P. I., in September, 1920, aggregating 75 cases. The cigars were imported at Seattle and transshipped from the wharf to the Oregon-Washington Railroad & Navigation Co.—LAMM.

## David Whelan

David Whelan, older brother of Charles A. Whelan, president of the United Cigar Stores Company, died last Saturday night in the Post-Graduate Hospital following an operation, Mr. Whelan was 70 years old. He had formerly been associated with his seven brothers in the tobacco business in Syracuse and joined them for a time in the United Cigar Stores until age compelled his retirement from active affairs ten years ago.

Mr. Whelan is survived by three brothers, Charles A. Whelan, John F. Whelan, president of the United Cigar Stores Co., and George J. Whelan, president of the Tobacco Products Corporation, and a sister, Mrs. Hugh H. Cassidy.

## Differential Report Expected This Week

WASHINGTON, D. C., Jan. 16.—It is expected that the special tobacco report which is being made at the request of the Senate by the Federal Trade Commission, will be forwarded to Congress sometime this week.

The report is practically completed except for the inclusion of a few paragraphs which must be first read by all of the Commissioners before the report goes to Congress. It was expected that final action would be taken on the report at the Commission's meeting today, Monday, but this was impossible owing to a few minor twelfth hour changes. However, unless something very unforeseen should turn up, it is expected that the report will be forwarded this week. The report as is probably known by readers of TOBACCO is for the purpose of ascertaining the alleged wide differential between the price of leaf tobacco and the finished product. The resolution was introduced some months ago in the upper house by one of the Southern senators.

## Commission Files Report

(Special Telegram to TOBACCO)

WASHINGTON, D. C., Jan. 18.—Asserting that three of the principal tobacco manufacturing companies successors to the old tobacco combination are engaged in conspiracies with numerous jobbers' associations in order to keep up jobbers' prices at war levels and to prevent a fall of manufacturers' prices, though prices paid to tobacco farmers for leaf had fallen greatly, the Federal Trade Commission today made public its report to the Senate in answer to a recent resolution by Senator Smith of South Carolina.—LAMM.

## Baltimore Dealers Have Few Nondescripts Left

**Inventories Disclose Disappearance of Undesirable Brands—Some Went Out With Holiday Tide—Blended Brands Sold Well During Year—Substantial Reduction in Prices on Two Clear Havana Brands—Various Activities Noted.**

BALTIMORE, Md., Jan. 16.—Local jobbers and retailers, after taking inventory, are enjoying the happy situation of having very few unknown or "war infant" brands of cigars in stock. Some were able to dispose of the undesirables before the Holidays, others sold the last box during the rush, and with but few exceptions all began the new year with popular brands.

### Interesting

Another bit of interesting information uncovered by stock taking, was the increased sale of blended, over clear Havana cigars during the past year. At this writing only three clear Havana brands are commanding fair patronage, whereas, six or more blended brands are going big.

### Fundamentals

Substantial reductions on practically all sizes of two nationally known clear Havana brands may help to increase their consumption, but it will mean constant plugging. Education of the smoker to appreciate the good qualities of a clear Havana cigar is as fundamental as price reductions, and will do much to revive that branch of the industry.

A little stimulus was given the business of J. W. Naff, Jr., 1128 W. Baltimore St., last week when 1,000 men were added to the force at Mt. Clare shops of the B. & O. R. R. He noticed a decided demand for smoking and chewing tobaccos.

### A Dwarf

"Our last Effort," is the slogan describing a new product of A. Fader & Son, displayed in their show window at 21 E. Baltimore St., this week. It is called Fader's Dwarf and is a short smoke packed ten to a box and retails for 30 cents a package. For a new product it is going very well.

Max Katz, 421 N. Calvert St., is planning to add another show case of high grade cigars to his store in order to cater better to the new trade that recently moved into his neighborhood. The opening of the new Standard Oil Office building should materially increase his sale of high grade cigars and cigarettes.

La Palina cigars in seven sizes are now distributed in this territory by Neu-

decker Tobacco Co. Allen Davis is ably filling the position of secretary and treasurer, having succeeded Mr. McBride. Joe Marshall is now managing the pipe department.

Ulman Bros. have taken over the Caswell Drug Store at Baltimore and Hanover Sts., and are operating it in a highly successful way. In their cigar department standard brands of cigars and cigarettes are stocked, and attractively displayed.

### Has New President

At a meeting last week of the stock holders of Hopper McGraw & Co., local importers of cigars and fancy groceries, H. K. Dodson was elected president. No change was made in the management of the cigar department, R. Robinson who has successfully managed it for the past five years being in charge.

The high wind that swept over the city on Tuesday demolished the Baltimore street window of the United store at Baltimore and Commerce Sts. Manager Buck had it replaced in record time and prevented any interruption to business.

M. Engleman & Sons, 119 E. Fayette St., are featuring in their front window this week, Silencia cigars at 10 cents each, $9.00 per hundred. This is one of a number of brands manufactured by them, and enjoys a large sale here.

To assure the smoker that cigars bought in their store will be in proper condition the Reda Drug Co. has on display in the Lexington and Charles streets stand a humidifier accompanied by this sign:

"Watch the humidifier work. It keeps our cigars in perfect condition always." It is proving quite a drawing card.

James Lazarus has purchased the Biltmore confectionery and cigar store from B. I. Jaffe. This is one of the best locations in North Baltimore and will no doubt prove a success for the new owner.

### Visitors Last Week

W. I. Jones (Gonzalez & Sanchez Co.) announcing substantial reductions on Gonzalez & Sanchez and La Tessina cigars. Lee Cohen (Leo Hirsch, N. Y.) with samples of high grade leaf tobacco. T. J. O'Connell (Schinasi Branch, Tobacco Products Co.) who visited the trade in the interest of Naturals, Milo, and Prettiest cigarettes. C. A. Rost (C. A. Rost Tobacco Co.) Red Lion, Pa., who hopes to sell as much high grade Pennsylvania leaf tobacco as last year.

### Elected President of Association

At the annual election of officers of the Merchants and Manufacturers Association held on the Century Roof last Thursday, E. Asbury Davis of F. A. Davis & Sons, local jobbers, was elected President. Mr. Davis has been a member and officer of this association for a number of years, and his past work, and record presages a very successful year for that important organization.—ORIOLE.

## Key West News

KEY WEST, Fla., Jan. 14.—Eugene G. Ashe, deputy collector of Internal Revenue for this district, who assumed the duties of office on Nov. 15, 1921, is looking to the interests of the cigar manufacturer. Mr. Ashe says:

"There are seventy qualified cigar manufacturers in Key West. The cigar industry is one over which the United States assumes, if you will, a protectorate. It is practically the only business conducted under government supervision, and surrounded by rules and regulations to protect the ultimate consumer and the legitimate manufacturer from fraud and the misuse of his trade marks, labels, brands and boxes. When you buy a cigar by its trade name, you can be assured that you are getting what you ask for. Even the minimum and maximum price to be paid for your smoke is plainly printed on the box, can or other style package."

Regarding the packing of cigars, Mr. Ashe says: "Each box shall have a Classification Label, showing the class of cigars contained and the retail rate; the Caution Label, on which shall be printed the number of the factory and the district, and the factory brand, which last consists of the factory number, the district of Florida and the number of cigars the box contains. Regulation 8 very clearly states that the factory brand must be indented, impressed, or burned into the box in a legible manner. This means that printing it or marking it or writing it on the surface or even pasting a paper bearing the factory brand is illegal. The commissioner of internal revenue recently ruled that the boxes must be indented, impressed or burned with the factory brand, this being done before the box is brought into the bonded premises of the one to use them, and that a sample must be submitted through the office of the Collector for this district, Hon. D. T. Gerow, Jacksonville, Fla., for his approval before being used. According to the ruling of the commissioner of internal revenue, this indenting, impressing or burning must be done before the boxes are brought into any bonded premise. For the legitimate manufacturer, the government has prescribed heavy fines and penalties against the dishonest manufacturer.

"Key West is dependent upon the cigar manufacturers for its livelihood, and we can all assist in promoting the welfare of our home town, by spreading this information and helping the cigar manufacturer who operates here, to protect him and his business against the unscrupulous enemy of our favored business."

The factories this week were working about the same as last week. This was the statement received from the Mi Favorita, Havana American, R. Lopez Trujillo and Thompson & Co. The E. H. Gato Cigar Co. will resume business Monday, the 16th inst.

The E. H. Gato Co. is entertaining this week, their representatives, John Ryan of the firm of Ryan & Raphael Co., of Chicago, handlers of the E. H. Gato cigars in Chicago, Mort Hammer and E. P. Oakes, salesmen for this company. E. H. Gato, Jr., in company with Mr. Ryan and Mr. Hammer, left Saturday morning on the steamer *Governor Cobb* for a visit of several days in Havana, Cuba. Thomas H. Gato and Mr. Oakes were invited to join the party but declined with thanks. After the steamer *Cobb* had sailed these two gentlemen changed their minds and decided to play a surprise on the other members of the party who had left earlier in the day by steamer. The flying ship *Ponce de Leon* was about to make the trip to Havana and the trip was made by plane. In this way Mr. Gato and Mr. Oakes will arrive in Havana ahead of the other members of the party who left on the steamer earlier in the day.

Fred Derizanz, formerly a manufacturer of this city, but who is now located in San Juan, Porto Rico, has returned to his home, after a pleasant visit in this city.

A. L. Coon, manager of the factories of the Consolidated Cigar Co., who has been in this city for several days, has gone to Tampa. Edwin Crusoe, Jr., is temporarily acting manager of the Consolidated Cigar Co.'s factory in this city.

Salvador Rodriguez of Tampa passed through this city Friday night en route to Havana. Mr. Rodriguez is one of the well known manufacturers of Tampa.

Ramon F. Arintego, prominent tobacco dealer of Havana, arrived in this city during the week and after a short stay left for New York.

## Mrs. Fred Miller's Funeral

Mrs. Miller, wife of Fred Miller, manager of the cigar department of the Hotel Astor, was buried last Tuesday morning from the house at 52 Manhattan Ave. Mass was celebrated at 10 A. M. at the Church of the Ascension. Among the many members of the trade present were: Mr. Coe, of Acker, Merrall & Condit Co.; T. Donohue, of Park & Tilford; George Davis, of G. W. Faber, Inc.; Valeriano Gutierrez (Hoyo de Monterrey); Captain Walker, of the Bolivar factory; Leon Schwab, of Schwab Bros. & Baer; Jim Head, of Benson & Hedges; Manuel L. Perez, of Marcelino Parez & Co.; Jack Waner, of the Fatima forces; Al. Thornburg, of the Pennsylvania Hotel; Jim Osborne, the Pall Mall representative; Leo Lehman, of E. P. Cordero & Co.; George Greely, of the Hotel McAlpin; Joe Lavin (Antonio & Cleopatra), and Dick Butler.

*The large number of cigar and tobacco manufacturers now using Tindeco Boxes for packing their goods is ample proof of the reliability of these boxes and a guarantee of the contents wherever sold.*

Tindeco Boxes are designed to retain the particular virtues or quality secrets of a brand—they are made to deliver to the consumer that particular flavor which is so characteristic of your tobacco.

The manufacturers listed below are a few of the satisfied users of Tindeco Boxes, proving that the name TINDECO on your box will guarantee the contents wherever sold.

*R. J. Reynolds*
*Bayuk Brothers*
*Heineman Brothers*
*Kraus & Company*
*American Exchange Cigar Company*
*E. P Cordero*
*Gans Brothers*
*Frishmuth Bros. Co.*
*Bobrow Brothers*
*Julius Klorfein*
*Pipitone Brothers*
*Joseph Berran*
*Sig. C. Mayer*
*William J. Seidenburg*
*E. M. Schwartz*
*William Boucher*
*Carl Upman*
*E. Regensburg & Sons*
*R. G. Dun*
*General Cigar Co.*

**THE TIN DECORATING COMPANY OF BALTIMORE, MD.**

*(The Largest Metal Decorating Plant in the World)*

New York Office
469 Fifth Avenue

Chicago Office
1616 North American Building

MANUFACTURER OF

**TINDECO**

*Decorated Tin Packages for Cigars*

# St. Louis Houses Rejoice Over Holiday Clean-Up

**Business Showing Up Very Favorably, Even at This Time—Everybody Seems to Be Well Pleased With Prevailing Conditions—D. & S. Cigar & Tobacco Co. Incorporated—Salesmen Again Active.**

ST. LOUIS, Jan. 15.—The cigar and tobacco business naturally has slowed up since the holiday rush, which is now ancient history, although business shows up very favorably even at this time, and every one seems very well pleased with the prevailing conditions. Everything seems to indicate a good year. The leading retailers and jobbers say their business during the holiday period was considerably better than they looked for. They did not set their figures out of reason; hence, they are agreeably surprised instead of badly disappointed. The demand for everything in the smoker's line, cigars, tobacco and accessories was heavy.

### Incorporated

Dierker & Schaepkoetter Cigar & Tobacco Co., has filed letters of incorporation with a capital stock of $50,000, fully paid up and the name of the company has been changed to the D. & S. Cigar & Tobacco Co.

### New Credit Man

Joseph C. Witterer, has succeeded Albert Urich, as credit man for the William A. Stickney Cigar Co. Mr. Urich was the credit man for the latter company for eight years, and resigned to go to Kansas City, to take a similar position with the Niles & Moser Cigar Co.

### A Popular Brand

One of the big sellers during the holiday season, was the El Dallo cigar, made by Wertheimer Bros., Baltimore. This cigar has become quite popular with lovers of high class smokes not only because of the way it is put up, but because of its general excellence.

Among the representatives who spent their holidays in St. Louis, was E. W. Marlin, who looks after the interests of M. F. Minden & Co., in the West. Mr. Marlin is a hustler, is quite popular among the trade and he saw that his cigar was not overlooked by the local dealers, when they laid in their supplies for the holiday trade. He left a day or two ago on one of his trips over his territory.

S. H. Myers, of the F. R. Rice Mercantile Cigar Co., who spent his holidays in Pennsylvania, has returned and has gotten down to business. R. C. Harris, who went to Bentonville, Ark., to spend his holiday lay off, has also returned.

### An Attractive Window Display

A window display in the Dengler & Hatz Cigar store window, in the entrance to the Boatmen's Bank Building, which is attracting more than passing attention is that of the Don Julian cigar, distributed through the Brinkman, Meisel & Recker Cigar Co. Fred P. Baldwin, the general western representative for the manufacturers, is responsible for the display. It is artistic in every way and is decidedly different from window displays generally seen in store windows. Mr. Baldwin has very artistic tastes and knows what will attract the attention of passers-by.

### Celebrate Golden Wedding Anniversary

Mr. and Mrs. August Spitzbarth, who were married fifty years ago in the town of Bomitz, Altenburg, Germany, celebrated their golden wedding anniversary today, January 15, at Mission Inn, St. Louis. Following his arrival in St. Louis, soon after the wedding, Spitzbarth engaged in the cigar business. He retired some years ago and when the war broke out he and his wife were visiting with his parents in Germany. They were unable to return to St. Louis until about a year ago.

Chas Spietz, of Spietz Cigar Co., and his sales manager, Tom Monroe, were callers Saturday at the office of Brinkman, Meisel & Recker Cigar Co., their distributors in this territory.

The Brinkman, Meisel & Recker Cigar Co., are anticipating a visit soon, from Mr. Addison, representing H. Fendrich, of Evansville, Ind.

## York County Cigar Manufacturers Enjoy Banquet

RED LION, Pa., Jan. 13.—The York County Cigar Manufacturers held their annual banquet here in the banquet room of the Wallick House last night. Considering the almost impassable condition of the roads, the banquet was well attended, 250 members being in attendance. The members were served with oysters on the half shell and a regular course chicken dinner. Cigars were furnished by the P. & H. Cigar Co. Hilde's jazz orchestra furnished the music.

Very interesting talks were made by Wm. S. Ney, Cigar jobber of Kansas City. Mr. Ney has handled cigars from this section for over a quarter of a century, and he stated that the cigars made here now are of the very best quality. For that reason this district is on the job working to capacity. Mr. Ney gave the conditions of the trade as he sees them and predicted a very big boom in the near future.

Our ex-president, I. H. Rojahn, gave an interesting talk, his subject being the reason for our organization. The idea was not to cut wages, or work trash in our cigars; but to promote the industry and to give the best possible quality for the money.

Hon. T. E. Brooks gave a short and interesting talk, and urged each member to do his utmost to keep his merchandise up to the standard and retain the good name this district holds, as official figures show that York County furnishes 1/12th of the cigars manufactured each year in the United States.

Simon Salomon, of New York City, furnished the jokes for the evening. J. S. Stewart of the Revenue Department, was also a guest, and in his talk stated that he always found the manufacturers true to their Government. B. N. Hannigan, newly elected president, acted as toastmaster.

### Wm. Penn Returning to Cheer Smokers

During the month of February the General Cigar Co., Inc., will resume the distribution of the once-famous Wm. Penn cigar. This cigar is a long filled, Sumatra wrapped, and packed 100 in a box, and goes to the trade at $38.50. It retails at five cents straight. The revival of this former favorite brand at a popular price has been made possible as a result of readjustments in the cigar industry

# Wisconsin Tobacco Interests Have "Dry Eyes"

**No "Tears" of Regret Shed at Passing of Poor Old 1921—Tobacco Farm Owners Weather the Storm With Income from Other Products—Take More Hopeful View of Future—Buying Has Started—Prices Not Exciting Much Joy.**

EDGERTON, Wis., Jan. 8.—We are in the new year. Nobody bid the old year farewell with any regret that it is passed. It was a trying year to the producer and to the distributer, and the consumer was as badly stuck as either of the other two. Wisconsin shared with the rest of the country in the deflation squeeze. Half of the State is now counted as industrial, and more than half of the population dwell in the cities. Though the rural population was hardest hit by the sudden drop in the selling value of its products, it has weathered the storm in comparative safety. Tobacco growers had a golden harvest in the years before 1920, and they made the most of their opportunity. When the slump came, they simply quit buying, except those things absolutely needed. The dairy business has continued good, and though the price of cattle in the market tumbled at a shocking pace, the dairy products stayed up, and the profit was rather better than during the inflation period, because help, feed and general care cost ever so much less. This is at least one of the reasons why the tobacco grower in Wisconsin is keeping his head above water, even though he sold his 1920 crop at a loss, or is still holding it together with his 1921 product. Wisconsin has no real tobacco farmers, that is, farmers who make the cultivation of tobacco their principal work. The only tobacco farmers in Wisconsin are the share workers. They, of course, are hit hard. With nothing to sell, except tobacco, they cannot meet their obligations until tobacco moves. With the farmers who operate their farms, either by their own help, or by their own and hired help, tobacco is only one phase of their interests, and in times like these, by no means the most important one.

### Tobacco the Money Crop

Still tobacco has always been considered the money-crop in sections where it is grown, and failure to sell, or failure to realize a snug profit on it, causes considerable dissatisfaction and some inconvenience.

The past year, while putting a number of crimps into the calculations of the Wisconsin farmers' plans, has not put him on the rocks or upset his forward course, but he is glad that the year is past, and that the prospects of more normal conditions are a year nearer than they were last January 1.

### Looking for Better Things

Yes, the people in Wisconsin are looking for a marked change to the better during the coming year. They are not looking for any boom in the price of their products, but they are confidently expecting the level upon which business is to be done in the future, more safely and sanely established than it has been for many years past. This hope is also applicable to the level at which the tobacco business is to be conducted. They stand ready to take a 50 per cent cut in the price of the 1921 crop, same quality, as compared with the 1919 price. Those in the southern areas of the State who, in 1919 and during a portion of 1920, collected 30 and 35 cents per pound for leaf in the bundle, now stand ready to part with just as good a type of leaf for one-half of that price.

### Buying Starts Slowly

This is no guess. Buying in this section started during the latter pat of last week, and the farmers sold for 12 to 15 cents. There may be exceptional crops that will, in justice to their quality, sell for better than 15 cents, but a lot of tobacco will go on the contract books at from 12 to 15 cents. Our prediction in our last letter that the farmers would stand ready to do this very thing, has come true earlier than we anticipated. In fact, it is our opinion that if the packers will keep on going—and they need not go so very fast at that—they can clean up most of the 1921 binder-end of the crop at these figures. That the less desirable portion of the crop will go at relatively lower prices, we need not emphasize.

Assorting of the 1921 leaf has begun in Edgerton, where Mr. Sweeney & Son, for the Fendrich interests, is running a crew of 75 people. A. Jenson & Son evpects to start before the middle of the month, and others may open up by February 1, or before.

The acreage to be put into tobacco next Spring will be determined by the willingness of the market, and the prices that will rule for sound, desirable binder leaf. A big cut in the acreage in the less favored sections is pretty certain.—STOKMAN.

TOBACCO
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NEW YORK, THURSDAY, JANUARY 19, 1922

## ILLUMINATING FACTS ABOUT THE PROPOSED TOBACCO DUTIES

The Senate Finance Committee now is about to give consideration to the tobacco schedule of the Fordney tariff bill under conditions which make it obvious that it is within the power of Congress either to give the domestic cigar industry an impetus that will mean prosperity for growers, manufacturers and merchants alike, or to condemn it to another long period of stagnation. It is difficult to believe that the Finance Committee, in view of the record, now before it, will fail to see that a radical change in the policy of taxing cigars and the component materials thereof is absolutely necessary unless the industry is to become moribund.

What capitalist, free to use his money as he sees fit, would be optimistic enough to risk it in the cigar industry, in view of the official production figures for the past twenty years? These figures are here reproduced in the belief that their full significance is not appreciated, even by the trade itself, and that if Congress will study them carefully it will hasten to grant a measure of relief which is absolutely necessary to the future prosperity of the industry:

| Year | Cigars | Year | Cigars |
|---|---|---|---|
| 1901 | 6,914,639,012 | 1911 | 8,262,337,873 |
| 1902 | 6,907,830,553 | 1912 | 8,099,448,730 |
| 1903 | 7,398,424,150 | 1913 | 8,530,916,995 |
| 1904 | 7,367,669,742 | 1914 | 8,248,891,047 |
| 1905 | 7,551,510,893 | 1915 | 7,665,328,265 |
| 1906 | 8,137,299,563 | 1916 | 7,932,610,191 |
| 1907 | 8,376,113,787 | 1917 | 8,527,119,269 |
| 1908 | 7,561,419,809 | 1918 | 7,901,015,823 |
| 1909 | 7,710,798,474 | 1919 | 7,785,592,891 |
| 1910 | 7,928,324,051 | 1920 | 8,549,980,895 |

Official statistics for the calendar year just ended are not yet available but the latest data reported indicate a total for the twelve months of 1921 smaller than that recorded for any year since 1900.

While it will be contended that factors other than taxation are responsible in part for the stagnation reflected in the official production figures, it is an incontestable fact that the policy of Congress in imposing tax burdens on the cigar industry, over the strenuous protests of the most experienced men connected with the industry, is chiefly responsible for the stunting of this important trade.

It is highly significant that the adoption by Congress of the graduated system of Internal Revenue taxes for cigars was co-incident with the beginning of an era of unprecedented prosperity in other branches of the tobacco trade in which the cigar products undoubtedly would have participated but for the heavy handicap imposed upon them by this discriminatory method of taxation. A comparison of the official figures of cigarette production with those relating to cigars graphically illustrates this point.

In 1901 the total output of cigarettes was but 2,728,153,697. The total for 1921 approximates fifty-eight billions. The phenomenal growth of the cigarette industry covers the past seven years, during which the cigar industry has carried the extra burden of a graduated tax. The production of cigarettes in 1915 was 17,980,-164,482. Two years later, it almost exactly doubled, the output being 35,356,860,177; while four years later it nearly trebled, the total being 53,151,673,142.

Compare these figures, which reflect clearly the extraordinary general prosperity of the war period, with the statistics for cigars. The cigar production in 1915 rose, but slowly, until 1917, and then declined until in 1919 the output was almost exactly the same as four years before. The production figures for 1920 were somewhat more encouraging but those for 1921 effectually dashed the hopes of those who were looking for better things.

Under these conditions, Congress is proposing, in the Fordney bill, to raise the wrapper duty from $1.85 to $2.10 per pound; to increase the rate on fillers from 35 cents to 45 cents; and to advance the rate on scrap tobacco from 35 cents to 55 cents. The Finance Committee, which is now about to give consideration to this schedule, has been asked to increase the wrapper rate to $2.85 per pound, the evident hope of the advocates of this rate being that in the final adjustment in conference the $2.35 rate of the existing emergency tariff will be written into the permanent law.

Of course, if Congress increases the duties on cigar leaf tobacco, the cost of Sumatra wrappers and Cuban fillers and scrap will rise correspondingly and will very materially increase the cost of producing cigars. It requires no argument to demonstrate that it is impossible to raise the price of any grade of cigars at this time; indeed, the demand for lower prices is everywhere so insistent as to make it the outstanding factor in the economic position of the industry today. Yet, if the cost of material is to be substantially increased and the price of the finished product can not be advanced, a cigar manufacturer will have to choose between cutting the wages of his workmen or reducing the price he can pay for domestic binders and fillers.

As pointed out to the Senate Finance Committee by representatives of the National Cigar Leaf Tobacco Association at the recent hearing, an increase of 25 cents per pound on wrapper leaf tobacco will raise the cost of the two pounds of Sumatra wrappers required to cover one thousand cigars by 50 cents, an amount which can not be absorbed by manufacturer, jobber, or retailer under existing conditions. If, however, the 8-cent cigar, for example, is increased in price by the smallest fraction of a cent it immediately becomes subject to tax at the rate of $9 per thousand, an increase of $3; hence, the proposed increase of 25 cents per pound in the duty on wrapper leaf would raise the tax paid production cost of the popular-priced cigar, $3.50 per thousand.

The situation would be much more serious in the case of cigars in which Havana fillers are used exclusively. An increase of 10 cents per pound in the filler duty would raise the cost of production approximately $2 per thousand, making a net increase of not less than $5 per thousand in the case of the Havana-filled cigar, whether wrapped with Sumatra or Connecticut shade-grown, as the cost of the wrappers, whether imported or domestic, would undoubtedly be advanced by the amount of the duty.

What manufacturer, in the face of existing conditions, would undertake to advance the price of his product $5 per thousand? It goes without saying that any attempt on the part of the trade to absorb this increase would result disastrously. The sole remaining expedient would be a cut in wages or lower prices for domestic binders and fillers.

Is there an optimist in the trade who believes that the proposed increase in the cost of producing cigars can be met by a wage cut or a reduction in the price paid American farmers who grow binders and fillers? Is there a man in Congress who would seriously propose such a device? But how is the difficulty to be met if the increases provided by the Fordney bill—to say nothing of those now being urged before the Finance Committee—are finally adopted?

Here is the situation in a nutshell: Any increase in duties will unquestionably be reflected in a corresponding increase in the cost of raw material. The public will not pay more for cigars and the trade margin is now so small that no increase in cost can be absorbed. Will Congress seriously ask the cigar manufacturers of the country to try the experiment of cutting the wages paid the workers in the industry, or of asking the farmers of Massachusetts, Connecticut, Florida, Georgia, New York, Pennsylvania, Ohio and Wisconsin to accept lower prices for their cigar leaf tobacco?

## RUSSIA AND CUBA

"Despite fertility of the soil, people are on the verge of starvation in some parts of Cuba," says a business man with large interests there. He continued: "The United States with one hand appropriates $20,000,000 for starving Russians, and with the other places an increased tariff on Cuban sugar, adding to the disaster there. Cuba is in a sense a ward of the United States, while the Russians have no special claim to our charity."

The fact that some Cubans need food is attributable to the mistaken policy of their government in not encouraging a varied agriculture and possibly to the influence of climate upon character. It is easier to grow sugar cane, which is a perennial crop, than to hoe beans. As a result Cuba is practically a one crop country, a large part of her staple foods are imported, and when her sugar cannot be sold, she is in want, says the *Wall Street Journal*.

Cuba has one other important crop, tobacco. But while her 4,000,000 tons of sugar at 2½ cents a pound, or $56 a ton, is worth upwards of $200,000,000, her tobacco crop is worth less than 25 per cent of this. To make matters worse, the tobacco crop last year was poor in quality and yield, prices have slumped, and men in some tobacco factories are out on strike.

The United States is in a position to help Cuba help herself. Loans cannot be extended by the United States, unless there is some prospect of repayment. Cuban governmental expenditures have been halved from $120,000,000 or $130,000,000 to a contemplated budget for 1922-1923 of less than $60,000,000. But with revenues in sight of only about $40,000,000, Cuba must cut still more.

## THE AMSTERDAM TOBACCO MARKET

In December only one inscription was held, in which only some Java pipe tobacco was offered for sale and which brought very fair prices. As the importers of Vorstenlanden tobacco, which is mainly cigar tobacco, did not consider the general appearance of the market better than in November they refused to offer any goods.

The market for cigar tobacco is absolutely flat, although a few sales in low priced wrapper tobacco are reported to Germany, says a contributor in Holland and her colonies. Since the value of the Mark seems to have reached its lowest point and has increased about 60 per cent in comparison to the lowest November quotation, the German manufacturers have re-stated to pay their debts which has brightened the general outlook for Dutch tobacco dealers and which will certainly influence the result of tobacco inscriptions to be held.

## Patents Recently Granted

By U. S. Patent Office

No. 1,399,851. Pipe-Shield. John N. Dart, Richmond, Va. Filed Apr. 8, 1921. Serial No. 459,528. 8 Claims.

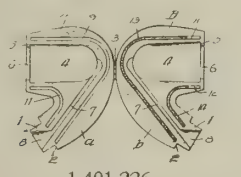
1,399,851

A pipe-shield adapted to cover substantially the entire bowl of the pipe, and including an inclined hood terminating at a draft opening spaced throughout from the edges of the shield and bowl.

A smoking pipe having a shield pivotally attached to the bowl of the pipe, and adapted to cover the mouth thereof, said shield consisting of a disk-like member having a transverse slit or incision, the material of the disk-like member in rear of the said slit or incision being upset to provide a raised hood terminating at a substantially vertical draft-opening facing in the direction of the stem of the pipe.

* * *

No. 1,401,226. Tobacco-Pipe. Roland T. Wright, St. Louis, Mo., assignor of one-half to John H. Buncher, St. Louis, Mo. Filed Mar. 8, 1920. Serial No. 364,329. 1 Claim.

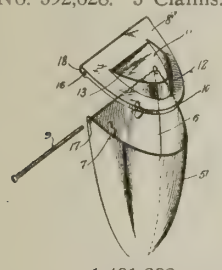


1,401,226

In combination with a removable pipe stem having a smoke passage and a socket formed at one end thereof, a pipe bowl comprising halves provided with cavities hingedly united at their base, a bowl stem section having a smoke passage communicating at one end with the bowl cavity, a reduced bowl stem section receivable in the socket of the removable pipe stem, a removable tobacco bowl receivable in the pipe bowl cavities, a shoulder formed at the upper end of the bowl halves to retain the removable tobacco bowl in position when the bowl halves are in their closed position, yieldable packing strips interposed between the pipe bowl halves and integral stem sections thereof, and a retaining ring removably mounted upon the upper end of the pipe bowl halves to assist the socket end of the pipe stem to retain the pipe bowl halves in their closed position.

* * *

No. 1,401,282. Ash-Receiver. Edmund Schroedter, Brooklyn, N. Y., assignor to the O. Maurer Company, Incorporated, Brooklyn, N. Y., a Corporation of New York. Filed June 29, 1920. Serial No. 392,628. 3 Claims.



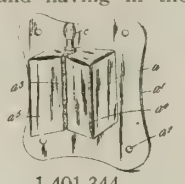
1,401,282

An ash receptacle having an ash passage and a downwardly inclined closure therefor pivotally supported at its upper end and lightly balanced to normally stand closed but sensitive to open upon contact of the ash end of a cigar or cigarette therewith.

* * *

No. 1,401,344. Petrol or Spirit Lighter for Cigars and Other Objects. Jakob Manz, London, England, assignor of one-half to William Ernest Deveson, London, England. Filed Aug. 20, 1919. Serial No. 318,703. 1 Claim. (Granted under the provisions of the act of Mar. 3, 1921, 41 Stat. L., 1913.)

In an igniting instrument of the kind described, a fuel reservoir adapted to be mounted on a stationary base and having a face composed of a right and left half converging symmetrically toward the center line and having in the apex of

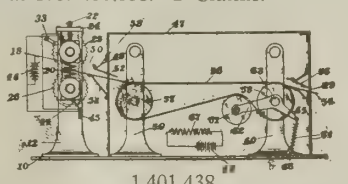


1,401,344

the angle thus formed a strip of frictional igniting material fixed in the said face, substantially as described.

* * *

No. 1,401,438. Tobacco-Leaf Crusher. Samuel Pells, Omaha, Nebr., assignor of one-half to J. L. Galbreth, Superior, Nebr. Filed Aug. 2, 1920. Serial No. 400,658. 2 Claims.

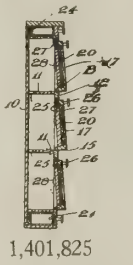


1,401,438

A device of the character described comprising leaf crushing means, a housing mounted adjacent said leaf crushing means, heating means in the housing, a conveyor also entirely within the housing, said housing having openings in its front and rear walls, the opening in the front wall being at a higher elevation and being disposed above the receiving end of the conveyor, the other opening being disposed below the delivery end of said conveyer, an inclined apron extending through the front opening in the housing having its higher end disposed to receive leaves from said crushing means and with its lower inner end arranged near the receiving end of the conveyer, an inclined lip above said apron having a greater inclination than the apron and extending through the front opening in the housing, a rear apron extending on an inclination through the lower portion of the rear opening in the housing and having its higher inner end disposed close to the delivery end of the conveyer, and a second lip supported within the housing and at a greater inclination than said last mentioned apron and having its higher inner end disposed above the inner end of said apron.

* * *

No. 1,401,825. Tobacco-Display Case. Frederick James Squire, Havelock, Ontario, Canada. Filed Feb. 12, 1921. Serial No. 444,398. 1 Claim.

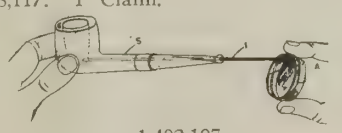


1,401,825

A plug tobacco display device, comprising a casing having a plurality of shelves, the front wall on the casing being formed with longitudinal openings, frame doors hinged to the front wall adjacent the openings and designed to close the same, intermediate members in the doors, transparent members engaging the rear face of the door frames and the intermediate members, a board removably disposed in the frame and designed to retain against the transparent members, cuts, colored illustrations or photographs of the tobacco located on the shelves, and a pin and socket locking means on the door frames.

* * *

No. 1,402,107. Pipe Cleaner. George E. Stevens, Laconia, N. H., assignor of one-half to Fred S. Roberts, Laconia, N. H. Filed May 1, 1920. Serial No. 378,117. 1 Claim.

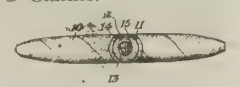


1,402,107

The combination with a casing comprising a cylindrical body having a closed bottom and an open top and a cover separable from the body and detachably applied thereto, of a flexible pipe-cleaning element having one end rigidly secured to the interior of said body at the corner between the bottom and side wall in such fashion that said element normally extends from the body at an angle of approximately 45 degrees to the bottom thereof, but can be coiled up within the body, whereby when the pipe-cleaning element is extended from the body, said elements can be manipulated for cleaning a pipe by grasping the circular sides of the body between the thumb and finger.

* * *

No. 1,402,513. Cigar Band. Otto Kampfe, Bellmore, N. Y., assignor of one-half to Henry C. Walker, New York, N. Y. Filed Sept. 11, 1920. Serial No. 409,599. 2 Claims.

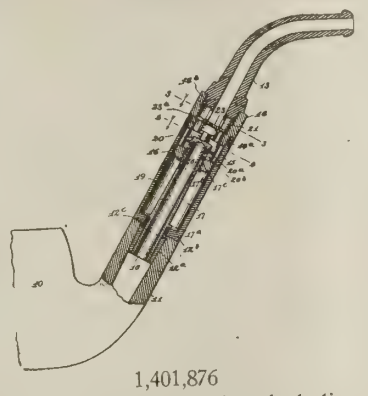


1,402,513

A cigar band having a slit therein running transversely of the band, and weakened lines extending from the ends of the slit and running at an angle to the central longitudinal line of the band to the edge thereof whereby the tear in separating the parts of the band is made circumferentially of the cigar.

* * *

No. 1,401,876. Smoking-Pipe. William Celeda, Newark, N. J. Filed Oct. 7, 1919. Serial No. 329,061. 3 Claims.

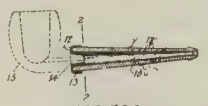


1,401,876

A stem for smoking pipes including a shell, a tube ranging longitudinally in said shell and spaced therefrom to form a chamber, a separate mouthpiece, means detachably connecting said mouthpiece with said shell, a valve slidably sleeved on the said tube at the rear end, and stop means to limit the rearward movement of said valve, said stop means including stop members on the front end of the mouthpiece.

* * *

No. 1,402,536. Attachment for Pipes and Cigar and Cigarette Holders. Nicholas B. Panoff, Brooklyn, N. Y. Filed July 15, 1919. Serial No. 311,010. 4 Claims.

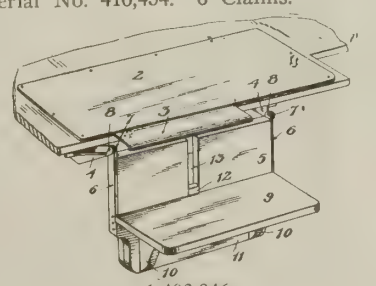


1,402,536

A device of the class described including a tubular lining adapted to be received in the stem of a pipe, or a cigar or a cigarette holder, and a retaining cap for said lining adapted to fit the front end of the stem, said cap having a tubular boss projecting rearwardly and fitting in the lining to removably secure the same while providing a passage for the smoke into the lining.

* * *

No. 1,403,046. Cigar-Packing Device. Francis X. Malocsay, New York, N. Y., assignor to International Banding Machine Co., New York, N. Y., a Corporation of New York. Filed Sept. 15, 1920. Serial No. 410,434. 6 Claims.

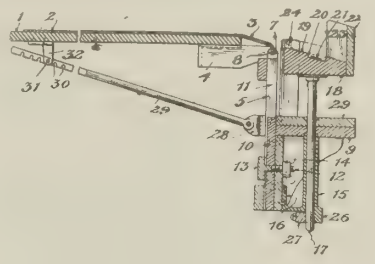


1,403,046

A device of the class described comprising a table, a shelf-supporting member pivoted thereto, said member having a slot, a shelf having a projecting strip slidable in said slot, means for holding said shelf at an angle to the table and means for regulating the position of the shelf with respect to the table.

* * *

No. 1,403,047. Cigar-Packing Device. Francis X. Malocsay, New York, N. Y., assignor to International Banding Machine Co., New York, N. Y., a Corporation of New York. Filed Sept. 15, 1920. Serial No. 410,435. 4 Claims.

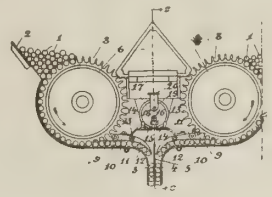


1,403,047

A device of the class described comcomprising halves provided with vavities a cigar receiving support having a downwardly extending rod, a guide in which said rod is movable and means for frictionally resisting movement of said support.

* * *

No. 1,403,098. Machine for Packing Cigarettes or Similar Articles. Gustaf Örström, Stockholm, Sweden, assignor to Aktiebolaget Gerh. Arehns Mekaniska Verkstad, Stockholm, Sweden. Filed Sept. 14, 1920. Serial No. 410,214. 1 Claim.

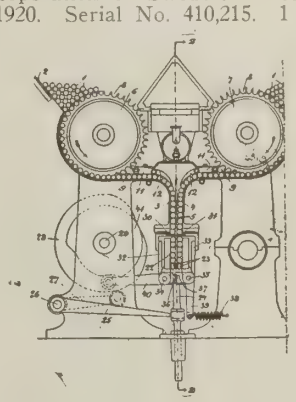


1,403,098

In a machine for packing cigarettes or similar articles in paper-bags, boxes or similar receptacles the combination with a conduit through which the cigarettes pass from a magazine or the like to a portioning device, of a movable member located in the path of the cigarettes passing from the magazine and shifted by the cigarettes if clogged and accumulated, and an electric switch actuated by the said member, when thus shifted, and adapted to stop the motor of the machine.

* * *

No. 1,403,099. Machine for Packing Cigarettes or Similar Articles. Gustaf Orström, Stockholm, Sweden, assignor to Aktiebolaget Gerh. Arehns Mekaniska Verkstad, Stockholm, Sweden, a Corporation of Sweden. Filed Sept. 14, 1920. Serial No. 410,215. 1 Claim.



1,403,099

In a machine for packing cigarettes or similar articles in paper-bags, boxes or the like, the combination with a passage, through which the cigarettes are fed into a portioning chamber, and a shiftable member separating the cigarettes in the portioning chamber from the cigarettes located in the said passage, of a loose bottom in the said portioning chamber and means for moving the bottom to and from the inlet end of the chamber, in order that the bottom may sustain the cigarettes while they are charged into the said chamber.

## Designs Filed
In U. S. Patent Office

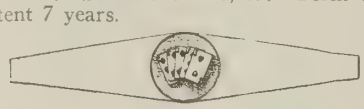
No. 60,089. Combination Cigar-Cutter and Box-Opener. William Fechteler, Kansas City, Mo. Filed Dec. 18, 1920. Serial No. 431,776. Term of patent 14 years.

60,089

The ornamental design for a combination cigar cutter and box opener, as shown.

* * *

No. 60,122. Cigar Band. James F. Baker, Hutchinson, Kans. Filed Jan. 26, 1921. Serial No. 440,239. Term of patent 7 years.

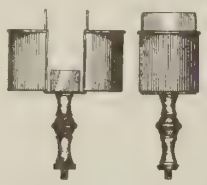


60,122

The ornamental design for a cigar band, as shown.

* * *

No. 60,199. Match and Cigarette Holder for Smokers' Sets. Gustave M. Minton, New York, N. Y. Filed Apr. 21, 1921. Serial No. 463,394. Term of patent 3½ years.

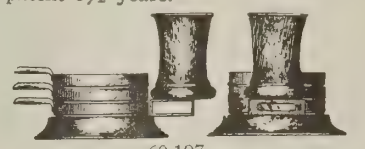


60,199

The ornamental design for a match and cigarette holder for a smokers' set, as shown.

* * *

No. 60,197. Smoker's Tray. Gustave M. Minton, New York, N. Y. Filed Apr. 21, 1921. Serial No. 463,392. Term of patent 3½ years.



60,197

The ornamental design for a smoker's tray, as shown.

* * *

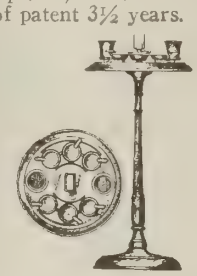
No. 60,200. Smoker's Tray. Gustave M. Minton, New York, N. Y. Filed Apr. 21, 1921. Serial No. 463,395. Term of patent 3½ years.

60,200

The ornamental design for a smoker's tray, as shown.

* * *

No. 60,194. Smoker's Stand. Gustave M. Minton, New York, N. Y. Filed Apr. 21, 1921. Serial No. 463,389. Term of patent 3½ years.



60,194

The ornamental design for a smoker's stand as shown.

* * *

No. 60,195. Smoker's Tray. Gustave M. Minton, New York, N. Y. Filed Apr. 21, 1921. Serial No. 463,390. Term of patent 3½ years.

60,195

The ornamental design for a smoker's tray as shown.

## Trade-Marks Filed
In U. S. Patent Office

Ser. No. 144,259. R. G. Sullivan Estate, Manchester, N. H. Filed Mar. 2, 1921.

144, 259

The words "In Every Case."

*The particular description of goods.*—Cigars. *Claims use* since June 19, 1920.

* * *

Ser. No. 149,500. John M. Berberian, Boston, Mass. Filed June 22, 1921.

149,500

No claim being made to the words "Cigarette" and "Tobacco" apart from the mark shown in the drawing.

*The particular description of goods.*—Cigarettes and cigarette-tobacco. *Claims use* since Mar. 30, 1918.

* * *

Ser. No. 150,634. Isidore M. Schiff, New York, N. Y. Filed July 19, 1921.

LITE-O-RITE

150,634

The lines in the drawing indicate shading only.

*The particular description of goods.*—Combination Pencil and Cigar-Lighter. *Claims use* since July 12, 1921.

* * *

Ser. No. 134.603. John Sinclair, Ltd., Newcastle-on-Tyne, England. Filed July 6, 1920.

American Cocktail

134,603

*The particular description of goods.*—Smoking Tobacco, Chewing Tobacco, Cigars and Cigarettes. *Claims use* since May 17, 1906.

* * *

Ser. No. 134,604. John Sinclair, Ltd., Newcastle-on-Tyne, England. Filed July 6, 1920.

PUNCHBOWLE

134,604

*The particular description of goods.*—Smoking Tobacco, Chewing Tobacco, Cigars, and Cigarettes. *Claims use* since Feb. 15, 1909.

* * *

Ser. No. 143,808. The Cottage Cigar Co., Columbus, Ohio. Filed Feb. 19, 1921.

COTTAGE

143,808

*The particular description of goods.*—Cigars and Stogies. *Claims use* since July 18, 1918.

* * *

Ser. No. 141,425. Max Knoch, New York, N. Y. Filed Dec. 22, 1920.

141,425

No claim is made to the words "Trade Mark" and "Pure Turkish Cigarettes"

MURIEL
CIGAR

The Recognized Standard of Cigar Quality and the Recognized Standard of Cigar Value.

Muriel's pre-eminent popularity is due solely to Muriel's incomparable and unchangeable Quality.

P. LORILLARD COMPANY
119 West 40th Street, New York City.

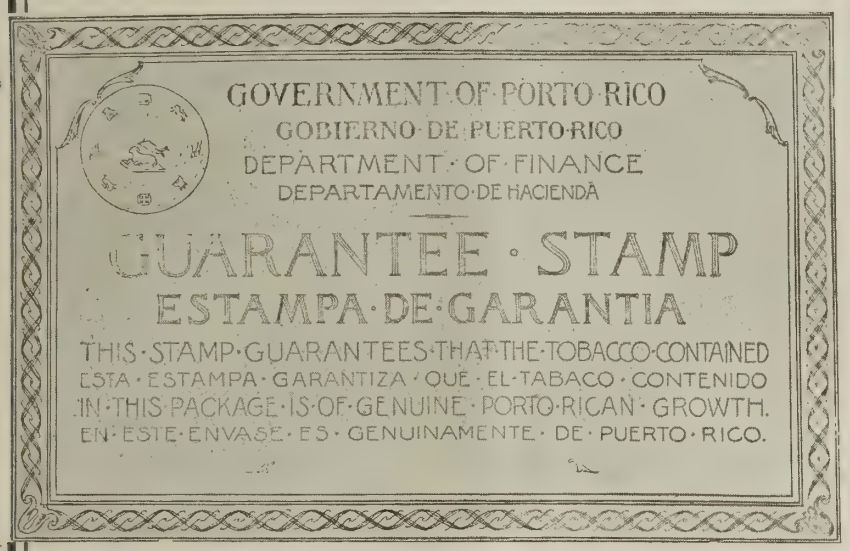
# BUY PORTO RICAN TOBACCO

ACCORDING TO CLASSIFICATION

## THE GOVERNMENT GUARANTEES ITS ORIGIN

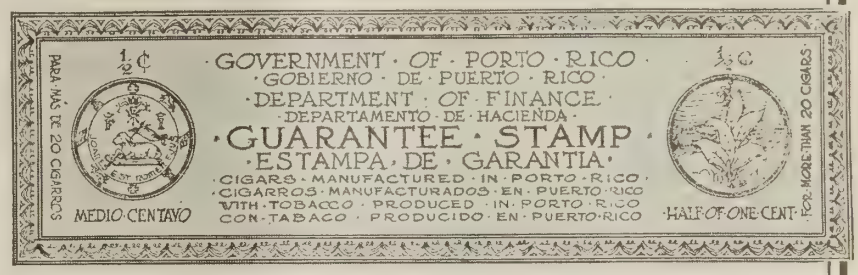
AND AFFIXES A STAMP FOR YOUR PROTECTION

## THIS WILL BENEFIT BOTH DEALER AND CONSUMER




### CIGARS

**WHITE—Mfd. in P. R. with Tobacco produced in P. R.**
**BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.**
**PINK—Mfd. in P. R. with Tobacco not a product of P. R.**




### TOBACCO

**WHITE—Genuine Porto Rican growth.**
**BLUE—Mixture of Tobacco grown in P. R. and other countries.**
**PINK—Tobacco of Foreign growth.**

INFORMATION ABOUT GUARANTEE STAMPS AND PORTO RICAN TOBACCO AT

## GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

*J. F. VAZQUEZ, Agent*

126 MAIDEN LANE — Telephone—JOHN 1379 — NEW YORK CITY


apart from the mark shown in the drawing.

*The particular description of goods.*—Cigarettes. *Claims use* since on or about October, 1918.

* * *

Ser. No. 147,564. Samuel M. Marcus, Chicago, Ill. Filed May 11, 1921.

NICHOLAS
NICO-LESS

147,564

*The particular description of goods.*—Cigarettes. *Claims use* since Dec. 20, 1919.

* * *

Ser. No. 136,481. Pan-American Cigar Manufacturing Co., Dover, Del., and Washington, D. C. Filed Aug. 25, 1920.

136,481

No claim being made to the words "The" and "Cigar" and to the pictorial representation of a cigar apart from the mark shown in the drawing.

*The particular description of goods.*—Cigars. *Claims use* since Aug. 10, 1920.

* * *

Ser. No. 143,225. San Telmo Cigar Manufacturing Company, Detroit, Mich. Filed Feb. 5, 1921.

JOAN OF ARC

143,225

*The particular description of goods.*—Cigars. *Claims use* since 1894.

Ser. No. 148,541. Lincoln and Ulmer, New York, N. Y. Filed June 2, 1921.

148,541

Exclusive right to use the word "Supermild" appearing in the trade-mark is disclaimed except as shown in connection with the accompanying features thereof. Exclusive right to the use of the words "No Nicotine" is disclaimed apart from the mark shown on the drawings.

*The particular description of goods.*—Cigars, Cigarettes, Smoking Tobacco and Chewing Tobacco. *Claims use* since May 28, 1921.

* * *

Ser. No. 147,687. Bernard Schwartz & Sons. Detroit, Mich. Filed May 13, 1921.

147,687

Referring to the drawing, the signature of R. G. Dun is a facsimile of the handwriting of R. G. Dun and the picture is a portrait of R. G. Dun, who is deceased. The drawing is lined for color, in that the vertical lines of the lettering "R. G. Dun" represent red and the horizontal lines of the background represent blue, the remaining lines being for shading purposes only.

*The particular description of goods.*—Cigars. *Claims use* since Mar. 7, 1911.

Ser. No. 148,327. General Cigar Co., Inc., New York, N. Y. Filed May 27, 1921.

DYCKETIS

148,327

*The particular description of goods.*—Cigars. *Claims use* since Mar. 15, 1921.

* * *

Ser. No. 149,219. The Fair, Chicago, Ill. Filed June 16, 1921.

149,219

The parallel lines extending across the body of the drawing being intended only to represent shading.

*The particular description of goods.*—Cigars. *Claims use* since on or about June 1, 1917.

* * *

Ser. No. 150,071. Kraus & Co., Inc., Baltimore, Md. Filed July 6, 1921.

150,071

*The particular description of goods.*—Cigars. *Claims use* since Mar. 6, 1907.

Ser. No. 152,200. Bayuk Bros., Incorporated, Baltimore, Md., and Philadelphia, Pa. Filed Aug. 26, 1921.

CHARLES THOMSON

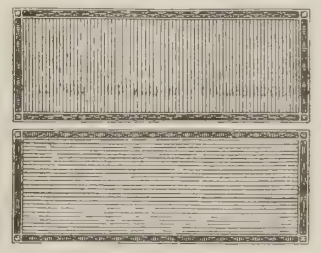
152,200

Comprises the name and a facsimile of the autograph signature of the secretary of the First Continental Congress.

*The particular description of goods.*—Cigars, Cigarettes, Chewing-Tobacco, and Smoking-Tobacco. *Claims use* since Sept. 14, 1901.

* * *

Ser. No. 153,080. Alfred Dunhill, London, England. Filed Sept. 19, 1921.



153,080

Consisting of the series of two labels, one having a maroon center with a border of blue diamonds with a yellow ground, and the other having a blue center with a border of maroon diamonds on a yellow ground.

*The particular description of goods.*—Tobacco, Manufactured or Unmanufactured; Cigars, and Cigarettes. *Claims use* since Sept., 1920.

## To Visit Partagas Factory

Robert E. Lane, of 107-9 William St., New York, United States and Canadian agent for the Partagas cigars, sails next Saturday for Havana.

# TAYLOR, BATES & CO.

*Members New York Stock Exchange*
*Members New York Cotton Exchange*

**100 Broadway, New York**

**Tel. Rector 1140**

Branch Office—Liggett Building

**41 East 42nd Street**

*Telephone Murray Hill 5631*

Inquiries solicited regarding the

## American Tobacco Company


## Tobacco Securities

**By Marketwise**

MONDAY NIGHT, Jan. 16.—The demand for investment issues temporarily halted by the wave of selling with the beginning of the new year has been in evidence all during the past week and stocks belonging in that category have shown marked advances. Figures reached and net changes for the more active of the listed tobacco are as follows:

| | | |
|---|---|---|
| American Sumatra | 35 | + ¾ |
| American Tobacco | 134½ | + 4½ |
| American Tobacco B | 130¼ | + 4 |
| Consolidated Cigar | 26 | — 2 |
| General Cigar | 73¼ | + 5¼ |
| Liggett & Myers | 161 | + 1 |
| P. Lorillard | 151 | + 3¾ |
| Tobacco Products | 64⅜ | + 1⅜ |
| United Retail Stores | 53¼ | + 1¼ |

The buying above mentioned applied with equal force to the unlisted where a degree of activity not witnessed in weeks was manifested. The leader of the group was easily Reynolds B which in the unlisted field has come to assume a rule of indicator much as American Tobacco amongst the listed stocks. At present quotations the stock is up some three points for the week and is selling near the high for 1921; the indications are however that this issue still has some snap left in it.

The meeting of the Helme Company being some two weeks off the question of the stock dividend is still a subject of much conjecture; some stock came into the market probably as the result of that instead of a stock dividend the company would issue rights to the stockholders to subscribe to the new stock. This procedure naturally would not be as bullish as a stock dividend. Sales were recorded above 190.

American Tobacco scrip followed the lead of the B stock on the Board but as usual the advance was not as sharp as in that stock.

There has been some trading in Universal Leaf common and preferred with the bulk of the activity in the last issue. The preferred stock is selling out with other preferred stocks of equal merit because the stock has never been vigorously advertised and as a result its merits are not generally appreciated. Both of the store stocks, Schulte and United, were rather quiet; sales for 1921, as compared for the preceding year as reported by both companies, show a gain by Schulte and a slight decrease by the United.

The meeting of United Profit Sharing called to change the par value of the stock from 25 cents to $1 has served to center interest on this stock on the curb. Trading was in great volume and the stock showed marked strength.

## Whelan Tobacco Issues

The Whelan tobacco stocks were strong with both United Retail Stores and Tobacco Products making new highs on the move Tuesday. Decision to abandon the proposed $5,000,000 preferred stock issue will in no wise interfere with the expansion plans of the United Cigar Stores Co. according to interests identified with the company. The United Retail's bank loans amount to but $1,500,000 compared with $5,000,000 at beginning of 1921, and its surplus after deduction of the $1.50 dividend payable in January approximates $4,000,000, or the equivalent of more than $5 a share. Management of the United Cigar Stores believe expansion program will cause steady increase in the company's sales and that recent price reductions by manufacturers coupled with reductions in overhead amounting to $1,250,000 will permit expansion in earning power. The Tobacco Products annual statement to be issued within next two months will probably show the $6 dividend on the common covered by a safe margin. Recent note issue of $4,000,000 has permitted liquidation of banking obligations and cleared up all indebtedness except current accounts. Proceeds of the sale of these notes will also be used for retirement of $1,600,000 outstanding scrip as rapidly as this can be purchased. Business since the first of the year has shown a substantial increase over 1921.


# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

**INVESTMENT SECURITIES**

**60 Broadway**
**New York**

**100 Grosvenor Bldg.**
**Providence, R. I.**

**53 State Street**
**Boston, Mass.**

**557 Pleasant Street**
**New Bedford, Mass.**


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 112 | 114 |
| American Snuff Pfd | 80 | 91 |
| American Sumatra | 33 | 33½ |
| American Sumatra Pfd | 70 | 73½ |
| American Tobacco | 134 | 135 |
| American Tobacco "B" | 130¼ | 131 |
| American Tobacco Pfd | 99½ | 100 |
| Consolidated Cigar | 28 | 29½ |
| Consolidated Cigar Pfd | 62 | 64 |
| General Cigar | 72½ | 73 |
| General Cigar Deb. | 95 | 98½ |
| General Cigar Pfd | 100 | 102¼ |
| Liggett & Myers | 160 | 164 |
| Liggett & Myers "B" | 157 | 164 |
| Liggett & Myers Pfd | 109 | 111 |
| Lorillard, P. | 150 | 151 |
| Lorillard, P. Pfd | 106 | 120 |
| Tobacco Products | 64 | 64⅜ |
| Tobacco Products Pfd | 93 | 96 |
| United Cigar Pfd | 106 | 108 |
| United Retail Stores | 53¾ | 54 |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com | 67 | 71 |
| American Cigar Pfd | 81 | 85 |
| American Mach. & Fdy | 125 | 150 |
| American Tobacco Scrip | 116 | 118 |
| Bayuk Bros. Pfd | 80 | 90 |
| British-Amer. Tob. Co | 13 | 40 |
| Conley Foil | 11 | 14 |
| Eisenlohr & Bros. Com | 60 | ... |
| Eisenlohr & Bros. Pfd | 87 | 93 |
| Geo. W. Helme Com | 180 | 195 |
| Geo. W. Helme Pfd | 102 | 106 |
| Hav. Tobacco Com | 1/16 | 3/16 |
| Hav. Tobacco Pfd | ¼ | 1 |
| Imperial Tobacco Co | 10 | 10¾ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com | 80 | 90 |
| J. S. Young Pfd | 87 | 95 |
| McAndrews & Forbes Co. | 103 | 107 |
| McAndrews & Forbes Pfd | 88 | 94 |
| Mengel Co. Com | 27 | 31 |
| Philip Morris | 5 | 8 |
| Porto Rican A. T. Co | 64 | 70 |
| Porto Rican A. T. Scrip | 75 | 85 |
| R. J. Reynolds "A" | 63 | 73 |
| R. J. Reynolds "B" | 37 | 39 |
| R. J. Reynolds Pfd | 106½ | 108½ |
| Schulte Retail Stores | 28 | 33 |
| Tobacco Prod. Export | 3 | 6 |
| Tobacco Prod. 8% Scrip | 99 | 101 |
| Tobacco Prod. 7% Scrip | 99 | 101 |
| United Cigar Stores | 130 | 145 |
| Universal Leaf Com | 125 | 135 |
| Universal Leaf Pfd | 97 | 102 |
| United Profit Sharing | 1¾ | 2¼ |
| Weyman-Bruton Com | 145 | 155 |
| Weyman-Bruton Pfd | 102 | 106 |

### Manus, Muller & Co., Inc.

Manus, Muller & Co., has been incorporated under the laws of New York to deal in tobacco. There are 10,000 shares of preferred stock, $100 each; 1,000 shares of common stock, no par value; active capital, $10,000. Attorneys, Levintritt, Riegelman, Carns & Goetz, 128 Broadway.

### Admitted to List

The Tobacco Products Corporation $4,000,000 temporary 10-year sinking fund 7 per cent gold notes, due Dec. 15, 1931, has been admitted to the list of the New York Stock Exchange.


## Tobacco Stocks

**American Cigar**
**Am. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAnd. & Forbes**
**Mengel Co.**
**Porto Ric. Am. Tob.**
**R. J. Reynolds**
**Schulte Ret. Stores**
**Tob. Prod. Scrip**
**United Cig. Stores**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*

**52 William Street, N. Y.**

Tel. Hanover 7733


## The Tobacco Products Corp. Makes Good Showing

The Tobacco Products Corp., in its report filed with the New York Stock Exchange for 11 months ended Nov. 30, 1921, shows net income after interest charges, etc., but before Federal taxes, of $2,075,615 equivalent after allowing for 11 months preferred dividends to $8.31 a share earned on the 188,000 shares of common stock. Federal taxes for the year 1921 are estimated at $175,000.

In the year 1920 the company reported net income after charges, but before Federal taxes, of $2,023,882 equal to $7.79 a share on the common stock, after providing for preferred dividends.

Sales for the year 1921 were $14,001,497 compared with $14,790,886 in 1920.

The consolidated income account for 11 months ended November 30, 1921, follows:

| | 11 Months |
|---|---|
| Gross sales | $13,169,519 |
| Costs and expenses | 10,900,667 |
| Balance | $2,268,852 |
| Other income | 107,434 |
| Total income | $2,376,286 |
| Interest, etc. | 300,671 |
| Net income | †$2,075,615 |
| Three quarterly pfd. dividends | 420,000 |
| Four quarterly common scrip dividends | 1,127,805 |
| Surplus | †527,810 |

†Before providing for 1921 federal taxes estimated at $175,000.

The consolidated balance sheet of the Tobacco Products Corp., as of November 30, 1921 (subject to adjustment at end of fiscal year), shown as follows:

Assets: Real estate, equipment, trade marks, etc., $4,731,238, tobacco inventories, etc., $6,925,154, investments in affiliated companies $3,923,470, cash $891,344, bills and accounts receivable $1,272,737, due from associated companies $1,532,234, employes' stock account $676,011, sundry debtors, prepaid insurance and expenses $72,862; total $20,025,050.

Liabilities: Preferred stock $8,000,000, common stock, represented by 188,000 shares, $2,600,000, bills payable $3,777,679, accounts payable $528,655, provision for discount and allowances $110,052, special reserves $290,403, dividends, scrip payable, common stock, $1,663,857, surplus, $3,054,403; total $20,025,050.

The company's listing application states that 9.000 additional shares will be sold to employes at $31 a share under a plan decided upon by the directors in February, 1920. The $279,000 realized from the sale of this stock will be used for working capital.

### General Cigar Co. Dividends

The General Cigar Co. has declared the regular quarterly dividend of 1½ per cent on the common stock, payable February 1 to stock of record January 24; regular quarterly of 1¾ per cent on the preferred stock, payable March 1 to stock of record February 21; and regular quarterly dividend of 1¾ per cent on the debenture preferred, payable April 1 to stock of record March 25.

## Strong New Tobacco Firm at Mayfield

MAYFIELD, Ky., Jan. 14.—An important change in the personnel of the tobacco industry of this section is that in the export firms of S. B. Smith & Co., and W. F. Wright & Co., both of which have had headquarters for several years past in Mayfield, which is in the heart of the Dark Tobacco District. In the reorganization of the firms, W. A. Usher retires and the concerns consolidate into an organization known as Wright, Smith & Co., the third member being John Byron.

This new firm is equipped for the handling of large volumes of tobacco, both financially and as to warehouse room. Too, its members have developed as tobacco men from the ground up, and they are considered experts in leaf tobacco technology.

The members of the new firm are comparatively young men, with both financial and moral prestige among the thousands of tobacco growers of this section. By their many years of square dealing with the dark tobacco trade in the Black Patch, as well as with a large number of foreign buyers, they have established themselves solidly, and their success in the new organization is assured. The firm of Wright, Smith & Co. is financially able to carry out all obligations they may make, and it is their pledge that they will conduct their business in such a manner that will not only further elevate the men in the eyes of the commercial world, but will tend to uphold the good name of Mayfield as a tobacco center.

## American Can Co.

Interests in close touch with the American Can Co. believe 1922 will show a substantial increase in earnings over 1921. One reason for this forecast is that consumers have only small stocks on hand. Another reason is that many companies that have been making their own cans are now buying from American Can Co. The American Can has a working capital of close to $30,000,000. In the six years ended December 31, 1920, its surplus available for the common stock was equal to $48 a share.

## United Cigar Stores

Decrease in sales of United Cigar Stores Co. of America to $77,852,491 in 1921 from $79,628,428 in 1920 is accounted for chiefly by the price decline in lines of merchandise known as "luxuries" or "by-products" which include candy and expensive imported cigars. It is estimated that in 1921 pounds of candy sold exceeded those in 1920 but reduction in price together with lower prices and lessened demand for imported cigars were sufficient to explain the 2 per cent shrinkage in total sales.

## Bloch Bros. Co.

WHEELING, W. Va., Jan. 11.—The report of the year was heard yesterday by the stockholders of Bloch Bros. Tobacco Company, which was very satisfactory. The following officers were elected and also constitute the board of directors: S. S. Bloch, president; J. A. Bloch, first vice-president and treasurer; H. S. Bloch, second vice-president; W. M. Tiernan, third vice-president; A. O. Maxwell, secretary, and W. R. Maser and Robert Lee Boyd, assistant secretaries.

### Increases Capital Stock

OWENSBORO, Ky.—The Kentucky & Virginia Leaf Tobacco Co., has increased its capital stock from $200,000 to $275,000.

### Many & Kainer Co., Inc.

CHICAGO.—Many & Kainer Co., 9 W. Illinois street, smokers' articles, has been incorporated; capital stock, $10,000; incorporators, Lewis M. Burke, Wm. E. Kainer and Sidney Many.

### In Bankruptcy

SPOKANE, Wash.—Louis Gerson, proprietor of the Gerson Cigar Co., has filed a voluntary petition in bankruptcy. Liabilities, $14,728, and assets, $6,000.

## South Carolina in Tri-State Marketing Association

FLORENCE, S. C., Jan. 14.—South Carolina has joined the Tri-State Tobacco Growers' Co-operative Marketing Association. More than 5,000 of her growers, many of whom signed for three to a dozen share-croppers, have contracted with the association to sell their tobacco through it. Their total contracts amount to slightly more than 30,000,000 pounds. New contracts are being added daily to the list, which will be open till February 2. On that date, the campaign committee will turn over the association to the official organization, as perfected by the members. Ultimately 75 per centum of the production of this state, based on the 1920 crop, of 66,000,000 pounds, will be contracted with the association, officials now expect.

### To Elect Delegates

The growers in South Carolina are engaged now in the process of organization of their section of the Tri-State Association. On January 30, they will convene by counties, at the county seats. Then they will elect delegates, on the basis of one delegate to each 1,000,000 pounds of tobacco, or majority fraction of a million, which their county signed up. On February 2, these delegates will convene in their respective district headquarters and elect one director from their district. Directors are elected on the basis of one for each 15,000,000 pounds. South Carolina is entitled to two directors from the growers. In addition, the governor of each of the three states will appoint a director, who will represent the public of his state.

### Divided Into Districts

For the purpose of facilitating the elections, the South Carolina belt has been divided into districts as follows:

No. 1—headquarters in Florence, embracing counties of Florence, Dillon, Georgetown, Marlboro, Marion and Horry.

No. 2—headquarters in Sumter, embracing counties of Darlington, Lee, Sumter, Clarendon, Williamsburg, Berkeley, Dorchester, and all others which grow tobacco—they being small and scattered producers.

Much interest centers in the question of who will be elected directors. Some of the most prominent growers and bankers of the belt are mentioned for these positions.

### Prospects for the 1922 Crop

Present prospects point to a material increase in acreage in the 1922 crop. Requests for seed, general talk of the farmers, and the reports from outlying sections, all indicate the crop will be much larger than last year. The association recognizes this situation and is taking steps to handle successfully all the tobacco which its members may tender it.

The Tri-State association embraces the States of Virginia, North Carolina and South Carolina. These three states produce the bulk of the bright leaf tobacco of the United States. Virginia has signed nearly 80 per cent of her crop with the Association and North Carolina has contracted nearly 60 per cent.

## Vantampa

The King-Ferree Co., Inc., recently starting in the cigar manufacturing business at Greensboro, N. C., has placed on the market what will be known as the Vantampa cigar, retailing at 10 cents, and the company's primary line. J. Garland Hood is president of the company; W. W. Fife is vice-president, and E. C. Hood is secretary and treasurer.

### La Nava Cigar Co.

The La Nava Cigar Co. has been incorporated at Greenville, S. C., by L. A. Nava, C. I. Nolt and W. W. Griffin.

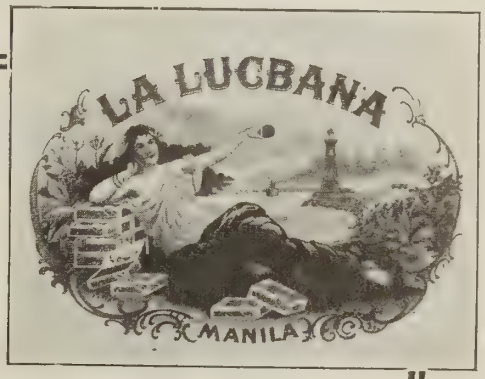
### Open New Store

MISSOULA, Mont., Jan. 8.—Charles Donovan and Thomas Hickey have opened a new cigar store and soft drink emporium at the corner of Higgins Ave. and Main St., in the new McCormick building.

# Manila Cigars of Reputation

Our Motto:

*"Not to Undersell but to Excel."*




We maintain a uniform, dependable quality and offer surprisingly good values to be retailed at

**3 for 10c** **6 for 25c** **5c straight**

*Strictly Hand Made* *Long Filler* *Mild and Aromatic*

Our most popular sizes are:

| | | |
|---|---|---|
| Coronas Chicas | Coronas Grandes | Conquerors |
| Coronas | Club House | Perfectos Grandes |

*Direct Import Only*

Every Cigar Guaranteed by

MANILA COMMERCIAL COMPANY

Cigar Factory A-4-331, Manila, P. I.

New York Office: 11 Water St., New York City

CIGAR LABELS

CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

CIGAR BANDS and LABELS

WM. STEINER SONS & CO.

257 West 17th Street New York

Herminio Madera

ALONSO RIERA & CO.

PACKERS OF

Porto Rico Leaf Tobacco

Importers and Exporters

*The Tobacco Palace*

SAN JUAN, PORTO RICO

Cable Address: GONZACLAN

El Risdal

Codes: A B C, 5th Ed. Improved, Lieber's

A new cigar, made in a new factory from Tobacco grown on our own plantations in Comerio, Aibonito and Gurabo

J. M. GONZALEZ & CO.

SAN JUAN, P. R.

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada

Western Representatives

PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

# San Francisco Salesmen Start Early to "Get 'Em"

## In Field Bright and Early Seeking Orders and Starting Publicity Campaigns—Sending Telegraphic Orders for Express Shipments—General Cigar Co.'s Portland Branch Transferred to Seattle—Roi Tan Had Good Coast Business.

SAN FRANCISCO, Jan. 3.—That 1922 is to be a go-get-'em year was indicated today when practically the entire corps of salesmen of the various wholesale firms were in the field bright and early, seeking orders and starting publicity campaigns. Members of the trade generally agree that those who prosper this year are going to be those who put forth every phase of modern merchandising and it was a most notable fact to see so many salesmen out on the first business day of the new year. As one jobber remarked, it seemed like old times before the war, when everybody had to hustle for orders.

A general survey of the business of 1921 shows that while no one enjoyed a phenomenal business, taken all in all the year was a most satisfactory one. One note of satisfaction to the wholesalers and jobbers today was that retailers have begun to place orders already for the new year, and it is being found necessary in several instances to telegraph for express shipments from the factories.

### Price Reductions

There is a feeling in the trade in San Francisco that there will be a number of price reductions early this year, and their predictions were partially borne out this morning when announcement was made that Camel cigarettes have been reduced from $8 to $7.50; Prince Albert tins, from $1.63 to $1.53, and all Reynolds smoking and chewing tobaccos sold by the pound declined 8 cents a pound. It is generally believed that these reductions are but a forerunner of a number of others to follow.

### To Sell Stock to Employees

Plans are under way by the directors of the General Cigar Co. to sell stock in the corporation to the employees. It is understood that the company has set aside funds to purchase the stock in the open market and then sell it to the employees on an easy-payment basis.

### Rearranged Territory

George Pierce, who has been handling the Bakersfield territory for the General Cigar Co., is to be assistant to Dave Burns, who recently took over the Denver branch. Mr. Pierce will be succeeded in Bakersfield by D. Linthicum. Henry Frey's territory is to be divided, Roy Mosher taking the northern California and southern Oregon division. Bert Solomon and Charles De Salvatore are now on the road, the former as sales superintendent and the latter taking the Sacramento River, Sierra and Nevada run.

### Shift Portland Business to Seattle

The General Cigar Co. is to abandon its distributing branch at Portland, Oregon, handling this section from the Seattle office. The company is planning a number of new cigar features, one of which will be the introduction of the Van Dyke Ambassador at 15 cents straight and another being the enlarging of the Van Dyke Bankers.

### Enjoyed Good Business

That the year 1921 was the best ever experienced on the Pacific Coast by the Roi-Tan cigar was the statement today of John W. Glenn, representative on this coast. Mr. Glenn reports that not only was the holiday business immense, but that throughout the entire year big gains were shown all along the line.

### Primed for Action

Caspar Riese, of Riese Bros., returned to his office this morning full of pep and ginger, the result of several days' visit in the snow of the Sierras. Caspar had one of the best times of his life, sledding and skiing to his heart's content, and, best of all, not having any sore places to nurse upon his return.

### Loves the Beautiful Snow

Izzy Mendelson, snowshoes and all, will hie himself away to Nevada, leaving next Sunday evening. Izzy says that the deeper the snow the better the business, and he's going after it with a vim. He will sell the entire line of Ehrman Bros., Horn & Co.

### Their Biggest Year

Frankel, Gerdts & Co. enjoyed one of the biggest years in their history in 1921, finding Christmas business particularly pleasing. The firm reports that 50,000 more in packings of fortieths could have been disposed of had they been available.

The tobacco wholesalers of San Francisco are in much better condition now than they were a year ago, says Dave Horn, of the Golden State Leaf House. Mr. Horn says that stocks have been well cleaned up by the factories and that the cigar makers are already in the market for a new year's supply. Prices are being reduced steadily and not by leaps and bounds, asserts Mr. Horn, and he looks for a most satisfactory 1922.

WM. B. SHAW

Importer and Exporter

Porto Rico and San Domingo Tobaccos

136 Front St., New York

Packing Plants: Porto Rico Santo Domingo

Cable Address: Shawleaf, N. Y.

A. M. LEÓN

257 West 116th St. New York

Porto Rican Leaf Tobacco

Representing Salvador Gallart, Cayey, P. R.

Madera, Vigil & Co.

*Importers and Exporters of*

Leaf Tobacco

San Juan, Porto Rico

RAMON MORAN & CO.

*Growers, Packers & Exporters*

MANATI, PORTO RICO

*Correspondence invited.*

PORTO RICAN LEAF TOBACCO

HERMANN J. ROSE

Packer of

PORTO RICAN CIGAR LEAF TOBACCO

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

*Quality, Not Price*

Santurce, Porto Rico

This morning business started off with a bang, big shipments being made.

### A Meeting of the Clans

Sam Israel didn't open his Jackson street jobbing headquarters to be a convention hall, but nevertheless they were turned into just that this morning, bright and early. Salesmen of every variety struck the Israel place of business about the same time, and Sam thought it was opening day for the opera. Everybody went away smiling, so it's a cinch that Sam placed orders to fill up the stocks that had been so depleted by the holiday trading.

### Moved Into Larger Quarters

The Lorillard Co. announced today that a box of St. Legers will be given free with every 200 Between-the-Acts. This company has moved its San Francisco branch from 37 Drumm street to 1174 Howard street, taking much larger quarters.

### Bachman Family Gathering

Members of the sales staff of the House of Bachman gathered last Thursday at a luncheon and conference arranged by their employers and held at the San Francisco Commercial Club. Arthur Bachman, president of the company, addressed those assembled, outlining the plans for the new year. The salesmen held a round-table discussion of various problems and offered suggestions that will be adopted by the firm in its campaign this year. It has been determined by S. Bachman & Co. to place particular stress on its Cinco window advertising and publicity, as well as to advance the Triumph size of Muriels, which will retail for 10 cents.

### To Feature Humboldt Cigars

Herman Hahn, of Salt Lake City, has purchased the cigar stand in the Alaska Commercial building, at Sansome and California streets, from C. T. Crooks. Mr. Hahn is to feature Alexander Hamilton cigars.

### The Oriental Situation

Cigarettes are the principal smoke in the Orient, according to H. L. Judell, of H. L. Judell & Co., who has just returned from a three months' tour of that section of the world. Mr. Judell says that American cigarettes are sold only in small quantities, and that in a number of instances there are prohibitive tariffs against the importation of American-made cigars and cigarettes. Mr. Judell says that the United States has not laid the proper foundation for foreign trade, one of the greatest necessities being more American banks in the Orient. He found the Chinese people most friendly and desirous of doing business with the United States, but even they are held back by lack of American facilities. Conditions in Honolulu are not the brightest at the present time, Mr. Judell says, this being due to the decline in sugar.

### Cigars from Kona Tobacco

I. Goldberg, head of the South Kona Tobacco Co., Ltd., which makes the Iolani cigar of tobacco grown on its Kona plantation, came to the United States on the *Empire State* and is now en route to New York. H. L. Judell declares that Antone Michalitschke, of Michalitschke Bros. & Co., San Francisco, was the first to plant tobacco in Hawaii, some thirty-two years ago, and the present Kona tobacco originated with the first plantings.

Emil Judell, of H. L. Judell & Co., left this morning for New York, accompanied by Charles "Norwood" McCormick.

### President of Federation

Morgan A. Gunst, of the General Cigar Co., has been elected president of the Federation of Jewish Charities of San Francisco.

### Agitated Over Cigarette Prices

There is much comment among the individual retailers of San Francisco as to the new prices announced by the chain stores on Lucky Strike, Chesterfield and Camel cigarettes, 18 cents, or two for 35 cents. The claim is made that the new price permits of such a small margin to the retailers that they must sacrifice practically all their profit. Many of the retailers declare that if the profits on cigarettes continue to decline that it will eventually mean that they will be carried only as a side line and by those stores which wish to sell them for accomodation only. The matter has worked up considerable of a stir in San Francisco, much more so than any other element in a number of months. The complaint was heard on all sides by the writer, each merchant adding some new thought to his discussion of the matter. Fatimas, Omars and Imperials are now being sold by the chain stores at 23 cents instead of 25 cents.

### Year Starts Off at Modern Gait

The first days of January have brought very satisfactory trade to the cigar, cigarette and tobacco trade of San Francisco and both wholesalers and retailers are much encouraged by the prospects. As the new period of buying has started with but little stimulus behind it, members of the trade believe that it will be lasting and will continue through the year. This is inventory time with most of the wholesalers and jobbers, but they have found time to inaugurate a number of campaigns of advertising and window display that are already beginning to be felt.

Horace Gladstone, who has represented Seidenberg and Co.'s Osmundo cigar, has tendered his resignation, to take place immediately. He has not yet announced his plans for the future. Mr. Gladstone has made his headquarters while in San Francisco with Ehrman Bros., Horn & Co.

As the result of the abandonment of the distributing branch of the General Cigar Co. at Portland, Oregon, O. C. Steen has come to the San Francisco office and will be in charge of the city retail desk and H. H. Hipperson is also a member of the local staff. Two other Portland men have been sent to the Seattle office.

A. Czarnecki, representative of Frankel, Gerdts & Co., is now touring Humboldt county, reporting business as very satisfactory. Jake Marcuse, San Francisco salesman, is able to call on the trade again following his recovery from a broken ankle. Frankel, Gerdts & Co. report that the new El Camino cans of fifty are finding extended favor, as are the new two for a quarter La Natividads.

C. R. Provine has opened a cigar factory at Redwood City and was in San Francisco this week buying his opening stock. A. Buckley has opened a factory at Corvallis, Oregon, purchasing his initial stock from a San Francisco house.

Wedding bells rang last Saturday for Miss Leone Crapucettus, bookkeeper for the Golden State Leaf House. The former Miss Crapucettus had been associated with the firm for two and a half years.

Jake Gleichman, who operates a cigar factory at Hayward, was a visitor in San Francisco this week.

It's a far cry from the law to cigar-making, or vice versa, but that's the distinction of Judge J. B. Lovell of San Rafael, who was in San Francisco this week purchasing stock for his cigar factory in the Marion county city. Judge Lovell not only operates a cigar factory, but dispenses justice as a district magistrate.

S. Label, cigar-factory owner of San Rafael, and Sam Hoffman, who operates a factory at Martinez, visited in San Francisco this week.

Mack Horn of the Golden State Leaf House visited in Portland, Oregon, this week, en route to his northwest territory, where he will roam until about the middle of February. E. Horn went to the Sacramento valley territory this week.

H. Berger has been selected as Pacific Coast representative for Tareyton cigarettes, making his headquarters with the San Francisco branch of the P. Lorillard Co.

### New Currency Reduced

S. Bachman & Co. announces that New Currency cigars in packings of one hundred have been reduced from $37.50 to $36. There will be no change in the retail price.

### New Gato Advertising Campaign

The House of Bachman reports that an advertising campaign for Gato cigars is now being conducted in the newspapers of Sacramento, Fresno, Bakersfield, Stockton and Reno, Nev. The firm is also conducting a window-display campaign for Cinco cigars, the famous bathing-girl posters being well distributed throughout the stores of San Francisco and Oakland. A newspaper advertising campaign will also be conducted for the Cinco.

W. E. Peters of S. Bachman & Co., left this week for Bakersfield and the San Joaquin Valley country, where he will go over the ground in company with the firms' representatives, Mr. Girard.

Arnold Pollak, who recently returned from the East, announces that he obtained a number of new accounts for coast representation.

## Greek Tobacco Situation

WASHINGTON, D. C., Jan. 10.—The Department of Commerce has received the following report regarding the tobacco situation in Greece:

"The short tobacco crop in the region between Cavalla and Serres and its exceptionally high quality have led buyers for the first time in the history of the trade to make offers on the standing crop. As a consequence, there has been considerable speculation, and as competing firms entered the market prices have advanced from 25 to 26 drachmas per oke to as high as 50 and 52 drachmas per oke. The results of this disastrous buying policy have been an increased daily wage of about 2 drachmas to manipulators, while by buying the tobacco on the ground the purchaser must assume the insurance risk, the premium of which is very high. In addition, the buyer must accept an approximate weight of tobacco from any given field, as it is, of course, impossible to tell before the gathering just what the quantity will be. A dishonest cultivator might easily withhold part of his best tobacco and sell it elsewhere at a higher rate."

H. DUYS & CO., Inc.
Headquarters for
Sumatra and Java
TOBACCO
142 WATER ST., NEW YORK

MANUS, MULLER & CO., Inc.
Importers of
Sumatra and Java
Tobacco
152 Water Street, cor. Maiden Lane, New York

SONEDA
Mild Havana—Tampa, Fla.
New York Office
120 Maiden Lane
STORM-FISHER & Co
LORD TEMPLE
Sumatra Wrapped
Get a line on our Merchandise and Prices

Telephone 3956 John
Cable Address—MARQUESE, New York
JULIUS MARQUSEE & SON, Inc.
Leaf Tobacco
141 WATER STREET NEW YORK
Warehouses: New Milford, Conn., Lancaster, Pa., Dayton, O., Viroqua, Wis.

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF
SUMATRA AND HAVANA
TOBACCO
PACKER OF
DOMESTIC

AROMATIC PALATABLE MILD STAPLE

If You Haven't - You Should
TRY
HENRY the FOURTH
A wonderfully good cigar
from TAMPA, FLA.

ALVAREZ, MENDEZ & CO., Makers, Tampa, Fla. Preferred Havana Tob. Co., Owners, 257 4th Ave., New York

CONSOLIDATED CIGAR CORPORATION

*Head Office.* 81*st Street and East River* *New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S **DUTCH MASTERS**

E. M. SCHWARZ & CO'S **MOZART**

T. J. DUNN & CO'S **NEW BACHELOR**

44 CIGAR CO'S **ADLON**

44 CIGAR CO'S **44**

JOSE LOVERA CO'S **LOVERA**

S. I. DAVIS & CO'S **El Sidelo**

S. I. DAVIS & CO'S **HARVESTER**

LILIES CIGAR CO'S **La Azora**

METROPOLITAN TOBACCO CO.
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Main Depot.....22 Fourth Avenue, New York City
Harlem Branch.....179-185 East 116th St., N. Y. C.
Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch.....Hudson & Clinton Sts., Yonkers, N. Y.
Staten Island Branch.....1180 Castleton Avenue, West New Brighton, N. Y.
Jamaica Branch.....22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch.....114-116 Ocean Avenue, Patchogue, N. Y.
Bronx Branch.....4581 Park Avenue, New York City
Newburgh Branch.....Cor. First & Chambers Sts., Newburgh, N. Y.

# NEW YORK
## Doings and Sayings Goings and Comings

### From Alabama

W. C. Bonham, vice-president of the C. C. Snider Cigar & Tobacco Co., of Birmingham, Ala., visited the big city this week.

### Viewing Gotham

I. A. Mitchell, of T. H. Hart & Co., ran over here from Philadelphia recently.

### A Chicago Visitor

Albert Pines, of J. Pines & Son, Chicago, was in town the other day.

### From Old Virginy

W. W. Moss, of the Moss Cigar Co., Richmond, Va., visited New York last week.

### Visited Little Old New York

Thos. Slader, wholesale dealer in cigars, cigarettes and tobacco, came on from the Windy City recently.

### From the Keystone State

W. W. Anspach, of the Reid Tobacco Co., Milton, Pa., recently found it desirable to call on the Gotham trade.

### From the Lone Star State

Jerome Moskowitz, of Houston, Tex., was in the metropolis this week.

### Did Honor to Father Knickerbocker

Miss Elizabeth G. Hirons, of Enoch Lewis & Co., Central Falls, R. I., honored New York with her presence this week.

### Exchanging Business Greetings

E. G. Ahern, of J. & B. Moos, Inc., of Chicago, was a recent arrival.

### On Business in the Big Burg

Sam Taub, of J. N. Taub & Sons, Houston, Tex., is in town.

### Getting a Line on Conditions

Emil Harms, of the Peter Hauptman Tobacco Co., St. Louis, has been in town looking things over.

### Conferring with Business Friends

Chas. Eden, of F. H. Crygier Tobacco Co., deserted Hartford for a trip to the big town.

### From New Britain

W. E. Marton, of New Britain, Conn., has been in New York on a business trip.

### Future Looks Good

Schaeffer & Polakoff, 253 Church St., manufacturers of the Croix de Guerre and Juan Ovarez cigars, find prospects for 1922 good. A. Schaeffer starts this week on a trip through New Jersey.

Pendas & Alvarez, leaf merchants, of 4 White St., have been doing a good business and believe that the current year will prove to be a most successful one.

### From the Crescent City

James M. Fox, of M. Koen & Co., New Orleans, was a visitor to New York this week.

F. & E. Soter Corporation, cigarette manufacturers of 309 Canal St., report that business shows some improvement.

### Moving to Fifth Avenue

Julius Klorfein, manufacturer of the well known Garcia Grande cigar, will move from 476 Broome street to new quarters, at 141 Fifth Avenue, about February 1.

### From the Golden Gate

Arthur Bachman, jobber, of San Francisco, is in New York this week.

### Getting Into New Quarters

The E. H. Gato Cigar Co. moves this week from 203 West Broadway to 16-22 Hudson St., where the company will have very much larger and far more desirable quarters. The new 'phone number is Canal 3684-5.

E. P. Oakes, western representative of E. H. Gato Cigar Co., has just returned to his Chicago office from a visit to the firm's factory at Key West. He will have as an associate to assist him in covering his extensive territory, M. E. Hammer.

G. W. Stocking, of Marcelino Perez & Co., 4 White St., who has been ill for some weeks, is now on the mend.

### Flew in the Face of "Fate"

Manuel L. Perez, of Marcelino Perez & Co., 4 and 6 White St., left for Tampa Tuesday. This in spite of the Spanish proverb: "Never get married or begin a journey on Tuesday or Saturday."

All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

H. FENDRICH (Incorporated)
Evansville, Ind. Established 1850

## The Georgia Tobacco Tax

ATLANTA, Ga., Jan. 14.—There appears to be some misunderstanding among tobacco dealers of Georgia as to the effect of the recent injunction granted the tobacconists adjoining the state from collecting the new cigar tax of $75 per year. It is pointed out that the injunction was obtained in Fulton county, in which is located Atlanta, and that it affects only dealers operating in that county, having no effect on the dealers in other parts of the state. The petition was filed by Atlanta dealers with the support of the dealers in the rest of the state.

However, dealers at Macon and Savannah have already held meetings and in these two cities at least efforts will also be made to defeat the measure. As in the Fulton county case injunction proceedings will be brought to enjoin officials from collecting the tax until the matter can be permanently settled as to its constitutionality by the courts. Retailers generally regard the new tax as discriminatory and unfair, especially to the smaller dealer.

Due to the fact that some of the other new tax measures which became effective January 1, are also being bitterly opposed and recourse is being had in the courts, there is a strong possibility that the Georgia Legislature may be called into special session. Some action may have to be taken as dealers are so strongly attacking the constitutionality of the new general tax act that it may result in the tying up of all tax collections. Tobacco dealers of the state, at any rate, have signified their intention of opposing the new cigar tax to the limit.

## New Store at Columbus, Ga.

A new cigar and tobacco retail store recently started at Columbus, Ga., under the name of A. B. Emrich & Co. Arthur Emrich is the principal owner of the business.

## Helping the Retailer

Geo. J. Solomon, in charge of the little cigars department of P. Lorillard Co. at the main office, 119 W. 40th Street, says that the company is co-operating with the small retailer in effective efforts to push the sales of the popular little cigars put out by the Lorillard Co.

The retailers are getting real help. The Lorillard window specialists are dressing windows for retailers, providing display cards, and in addition to the cards the company furnishes boxes of the cigars so advertised that the real article will be shown along with the advertising matter, and all without cost to the retailers. The tasteful windows made up of these package goods are very attractive, and are bound to draw trade.

The company is also providing retailers with regular life size cigars, furnishing the dealers with an open box of regular cigars for display purposes, and at no cost to the retailers.

## UNITED STATES TOBACCO IMPORTS FOR NOVEMBER

Figures compiled by the Department of Commerce. Values stated in dollars.

| ARTICLES, AND COUNTRIES FROM WHICH IMPORTED. | NOVEMBER— 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. | ELEVEN MONTHS ENDING NOVEMBER— 1919 Quantity. | 1919 Value. | 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. |
|---|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | | |
| Leaf, product of the Philippine Islands.....lbs..free.. | 135,793 | 38,733 | 155,214 | 13,659 | 612,858 | 137,389 | 1,466,425 | 321,358 | 787,313 | 191,649 |
| Leaf, suitable for cigar wrappers .....lbs..dut.. | 1,040,349 | 1,833,901 | 616,297 | 1,202,480 | 7,027,367 | 9,851,988 | 9,380,096 | 16,952,055 | 4,927,259 | 9,909,916 |
| *Imported from—* | | | | | | | | | | |
| Netherlands..... | 749,026 | 1,360,279 | 609,618 | 1,190,442 | 41,841 | 64,502 | 7,308,801 | 13,899,023 | 4,217,184 | 8,541,281 |
| Canada..... | | | | | 375,454 | 435,434 | 17,230 | 33,591 | 4,862 | 16,807 |
| Cuba..... | 4,037 | 13,451 | 6,679 | 12,038 | 32,825 | 94,345 | 33,523 | 119,309 | 102,998 | 224,739 |
| Dutch East Indies..... | 285,807 | 457,509 | | | 6,466,225 | 9,059,898 | 1,971,086 | 2,840,347 | 601,492 | 1,125,668 |
| Other countries..... | 1,479 | 2,662 | | | 111,022 | 197,809 | 49,456 | 59,785 | 723 | 1,421 |
| All other leaf.....lbs..dut.. | 4,291,647 | 3,869,193 | 5,154,731 | 3,837,707 | 66,450,815 | 58,191,689 | 68,001,092 | 60,919,014 | 42,264,157 | 40,446,388 |
| *Imported from—* | | | | | | | | | | |
| Greece..... | 14,581 | 13,980 | 287,422 | 185,267 | 20,044,963 | 21,781,673 | 8,758,540 | 8,575,965 | 11,767,490 | 12,279,204 |
| Turkey in Europe..... | 218,498 | 154,944 | 404,150 | 465,286 | 2,907,384 | 4,319,083 | 2,958,015 | 2,438,315 | 1,753,531 | 1,866,704 |
| United Kingdom..... | 162 | 244 | 20,327 | 28,738 | 128,508 | 136,578 | 688,898 | 572,584 | 492,104 | 514,540 |
| Mexico..... | | | | | 10,563 | 9,567 | 2,826 | 3,516 | 2,963 | 3,066 |
| Cuba..... | 1,873,000 | 2,261,113 | 1,750,481 | 1,850,885 | 19,414,939 | 18,660,534 | 22,223,624 | 24,933,995 | 16,295,167 | 18,538,386 |
| Dominican Republic..... | 36,688 | 16,259 | | | 6,202,999 | 1,090,273 | 3,982,649 | 733,771 | 398,612 | 50,014 |
| Turkey in Asia..... | 1,999,375 | 1,363,900 | | | 9,493,623 | 9,421,695 | 18,344,434 | 16,748,671 | 5,016,794 | 3,603,045 |
| Other countries..... | 149,343 | 58,753 | 2,692,351 | 1,307,531 | 8,247,836 | 2,772,286 | 11,042,106 | 6,912,197 | 6,537,496 | 3,591,429 |
| Total leaf.....lbs.. | 5,467,739 | 5,741,827 | 5,926,242 | 5,053,846 | 74,091,040 | 68,181,066 | 78,847,613 | 78,192,427 | 47,978,729 | 50,547,953 |
| Manufactures of— | | | | | | | | | | |
| Cigars, cheroots, and cigarettes— | | | | | | | | | | |
| Product of the Philippine Islands— | | | | | | | | | | |
| Cigars and cheroots..lbs..free.. | 618,603 | 1,329,364 | 158,912 | 262,183 | 3,549,703 | 6,130,540 | 4,977,720 | 9,984,200 | 1,487,680 | 2,830,530 |
| Cigarettes.....lbs..free.. | 700 | 1,138 | | | 6,009 | 7,893 | 10,045 | 14,134 | 2,674 | 4,237 |
| All other— | | | | | | | | | | |
| Cigars and cheroots..lbs..dut.. | 86,374 | 752,321 | 44,951 | 417,668 | 455,737 | 3,625,916 | 647,945 | 5,351,255 | 264,946 | 2,337,188 |
| Cigarettes.....lbs..dut.. | 2,008 | 6,298 | 450 | 2,385 | 50,079 | 65,560 | 14,214 | 71,224 | 6,908 | 28,803 |
| Total cigars, etc.....lbs.. | 707,685 | 2,089,121 | 204,313 | 682,236 | 4,061,528 | 9,829,909 | 5,649,924 | 15,420,813 | 1,762,208 | 5,200,758 |
| All other.....lbs..dut.. | 31,327 | 17,587 | 23,014 | 24,198 | 181,145 | 120,352 | 249,322 | 201,091 | 239,954 | 170,964 |
| Total manufactures of..... | | 2,106,708 | | 706,434 | | 9,950,261 | | 15,621,904 | | 5,371,722 |

## UNITED STATES TOBACCO EXPORTS FOR NOVEMBER

| ARTICLES, AND COUNTRIES TO WHICH EXPORTED. | NOVEMBER— 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. | ELEVEN MONTHS ENDING NOVEMBER— 1919 Quantity. | 1919 Value. | 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. |
|---|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | | |
| Unmanufactured— | | | | | | | | | | |
| Leaf.....lbs.. | 26,627,137 | 12,545,582 | 29,235,611 | 8,961,976 | 706,995,030 | 235,467,062 | 422,271,617 | 223,674,217 | 476,580,692 | 191,059,644 |
| *Exported to—* | | | | | | | | | | |
| Belgium..... | 2,307,122 | 414,244 | 2,326,920 | 331,742 | 43,257,854 | 10,504,145 | 24,996,932 | 6,375,659 | 23,194,078 | 3,349,254 |
| Denmark..... | 751,038 | 232,030 | 239,658 | 49,295 | 18,241,723 | 4,634,579 | 6,656,737 | 2,458,174 | 3,232,053 | 686,606 |
| France..... | 5,441,710 | 2,050,176 | 2,836,830 | 341,710 | 79,454,805 | 13,227,780 | 59,049,798 | 18,068,988 | 49,661,001 | 7,835,349 |
| Germany [1]..... | | | 3,560,921 | 625,350 | | | | | 26,903,119 | 5,259,663 |
| Italy..... | 1,163,372 | 360,211 | 36,980 | 13,949 | 39,232,887 | 7,513,645 | 35,540,430 | 10,448,397 | 45,264,795 | 10,575,128 |
| Netherlands..... | 1,390,015 | 243,302 | 1,770,200 | 232,187 | 49,827,058 | 11,709,832 | 22,726,601 | 6,501,921 | 22,233,103 | 4,754,622 |
| Norway..... | 202,656 | 78,569 | 30,800 | 12,860 | 8,699,622 | 2,756,207 | 4,548,413 | 1,667,267 | 3,286,738 | 1,102,768 |
| Portugal..... | 2,640 | 1,065 | 462,982 | 74,076 | 6,900,562 | 1,571,673 | 1,746,625 | 523,630 | 3,997,154 | 862,297 |
| Spain..... | | | 1,935,810 | 119,564 | 24,265,820 | 4,107,853 | 2,441,495 | 382,610 | 12,838,437 | 1,582,667 |
| Sweden..... | 677,503 | 156,436 | | | 12,536,992 | 4,709,523 | 10,173,348 | 3,392,541 | 3,646,063 | 948,946 |
| Switzerland..... | 183,301 | 67,391 | 125,295 | 18,147 | 13,743,134 | 3,181,668 | 3,442,033 | 1,148,256 | 2,765,147 | 792,689 |
| United Kingdom..... | 7,592,360 | 6,031,932 | 10,295,024 | 5,153,916 | 316,343,141 | 134,697,679 | 145,925,594 | 116,295,751 | 201,063,807 | 124,035,285 |
| Canada..... | 499,048 | 295,582 | 1,793,189 | 536,066 | 17,615,173 | 7,823,358 | 15,131,076 | 9,014,576 | 15,665,504 | 5,730,061 |
| Mexico..... | 286,996 | 60,698 | 72,172 | 20,491 | 1,918,153 | 456,671 | 1,715,111 | 384,324 | 1,471,351 | 342,233 |
| Argentina..... | 209,475 | 74,554 | 10,256 | 3,179 | 4,360,548 | 1,317,487 | 2,649,117 | 910,684 | 3,218,136 | 950,595 |
| China..... | 573,529 | 398,421 | 1,029,007 | 432,316 | 14,473,620 | 6,281,215 | 17,611,378 | 12,633,344 | 17,570,688 | 7,675,424 |
| Hongkong..... | 306,641 | 201,038 | | | 5,063,085 | 1,942,670 | 2,314,126 | 1,153,965 | 1,006,939 | 308,469 |
| Japan..... | 42 | 20 | | | 3,885,547 | 2,180,662 | 6,463,478 | 4,372,484 | 1,460,481 | 652,770 |
| Australia..... | 1,070,207 | 430,213 | 1,112,739 | 539,958 | 12,335,823 | 6,326,864 | 17,427,598 | 12,813,356 | 21,716,849 | 8,450,498 |
| British West Africa..... | 273,345 | 90,493 | 743,494 | 241,528 | 13,109,461 | 4,221,148 | 11,234,699 | 4,257,590 | 3,931,399 | 1,362,503 |
| French Africa..... | 221,780 | 72,033 | 350,533 | 70,631 | 8,315,174 | 2,279,501 | 3,785,589 | 1,189,097 | 2,095,579 | 448,485 |
| Other countries..... | 3,474,359 | 1,287,144 | 502,801 | 145,011 | 13,414,848 | 4,022,902 | 26,691,439 | 9,681,603 | 10,358,271 | 3,353,332 |
| Stems and trimmings.....lbs.. | 349,907 | 19,115 | 810,603 | 99,510 | 8,430,750 | 394,971 | 10,585,984 | 560,589 | 6,557,480 | 359,741 |
| Manufactures of— | | | | | | | | | | |
| Cigarettes.....M.. | 898,951 | 1,971,891 | 834,670 | 1,688,752 | 14,329,200 | 33,186,013 | 14,455,700 | 33,125,193 | 7,724,924 | 14,989,570 |
| *Exported to—* | | | | | | | | | | |
| Belgium..... | 4,800 | 38,400 | | | 2,668,510 | 7,931,603 | 946,946 | 3,175,380 | 6,492 | 23,622 |
| Denmark [2]..... | | | 50 | 60 | | | 62,117 | 210,334 | 2,434 | 10,481 |
| France..... | 2 | 9 | 10 | 168 | 617,892 | 1,943,525 | 41,301 | 134,345 | 6,088 | 50,325 |
| Italy..... | 50,525 | 133,891 | 410 | 3,940 | 828,733 | 2,089,961 | 2,095,353 | 5,541,033 | 13,744 | 26,240 |
| Netherlands..... | 5,700 | 21,200 | 22,689 | 23,064 | 596,003 | 1,808,136 | 220,545 | 671,704 | 73,881 | 143,450 |
| United Kingdom..... | 18,585 | 40,425 | 57 | 459 | 1,874,470 | 5,529,990 | 223,875 | 658,811 | 14,597 | 57,128 |
| Panama..... | 6,348 | 26,401 | 11,529 | 49,458 | 96,368 | 321,116 | 129,485 | 440,393 | 141,865 | 590,396 |
| China..... | 723,276 | 1,501,269 | 669,330 | 1,293,637 | 5,887,676 | 9,589,995 | 7,365,131 | 13,796,808 | 5,860,579 | 10,410,123 |
| British India..... | 5,217 | 15,632 | 2,410 | 8,050 | 179,630 | 580,774 | 1,172,192 | 3,211,380 | 234,803 | 690,331 |
| Straits Settlements..... | 37,150 | 43,294 | 57,700 | 78,675 | 716,018 | 947,136 | 970,039 | 1,641,952 | 684,350 | 928,245 |
| Siam..... | 15,000 | 18,900 | 15,000 | 18,900 | 213,306 | 281,070 | 252,750 | 325,073 | 110,500 | 139,200 |
| Philippine Islands..... | 11,366 | 44,112 | 3,100 | 17,363 | 66,178 | 292,506 | 235,337 | 975,818 | 143,393 | 625,203 |
| Other countries..... | 20,982 | 88,358 | 52,385 | 194,978 | 586,416 | 1,870,201 | 740,629 | 2,342,162 | 432,198 | 1,294,826 |
| Cigars and cheroots.....M.. | 1,657 | $36,464 | 45 | $1,580 | 44,844 | $973,611 | 49,309 | $1,080,994 | 4,080 | $121,817 |
| Plug.....lbs.. | 457,982 | 282,554 | 194,833 | 102,735 | 5,326,495 | 2,580,509 | 4,895,390 | 2,718,871 | 2,347,996 | 1,277,199 |
| Smoking.....lbs.. | 501,661 | 222,734 | 200,733 | 58,619 | 6,000,410 | 3,105,874 | 3,917,978 | 1,918,413 | 7,463,006 | 1,988,019 |
| All other..... | | 50,637 | | 31,386 | | 1,639,058 | | 936,617 | | 543,041 |
| Total manufactures of..... | | 2,564,280 | | 1,883,072 | | 41,485,065 | | 39,780,088 | | 18,920,646 |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*Because—*

**1—Choice Havana Filler**

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**3—Cuban Hand Work**

**4—Nine Popular Sizes**

**Sizes and Prices**

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Waldorf . . . . . 15c Straight
Club House . . . . . 15c Straight
Perfecto . . . . . 15c Straight
Concha Especial . . . . . 2 for 25c
Epicure . . . . . 2 for 25c
Panetella . . . . . 2 for 25c
Bouquet . . . . . 10c Straight
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# Chicago Leaf Tobacco Trade Now Growing Better

### Gradually Picking Up and Showing Signs of 1922 Being a Good Year—Dealers Look for Easier Movement of the "Weed" That Cheers—Cigars to Be in the Vanguard—Everybody is Smoking—Salesmen Make Good Reports.

CHICAGO, Jan. 14.—Along "Leaf Tobacco Row" in Chicago during the past week, members of the trade said that business was gradually picking up and that the signs now were to the effect that this year would come somewhere near to the expectations of the leaf members of the trade.

While business has not been "booming" since the first of the year, according to the full sense of the word, it has been showing a tendency of strength, which just prior to the holidays it did not show. Merchants here are confident that 1922 is going to be the beginning of a new era of prosperity, and though they do not hold out hopes of anything startling during the first few months of the year, they do believe that there will be an easier movement of leaf, preceded by a similar movement of cigars.

"Take a walk along the loop streets," one leaf tobacco man said. "Almost every man you see is smoking a cigar. Probably there is something to what some of the fellows say about a man smoking a cigar in public because it both makes him look and feel prosperous; but what's the difference why they do it, if they buy the cigars."

As the more cigars that are sold bring about a demand for more leaf tobacco the leaf merchants of this city are naturally interested in the cigar demand.

Recent reports from men who have been on the road since the first of the year indicate that the manufacturers through the middle west are in a much better condition to start into "a year of better business" than they were at this time last year.

These salesmen's reports show that manufacturers "look forward to a good year" of business. They have "Liquidated most of their surplus leaf stocks, and many of them, while they will buy conservatively, are planning to work full forces, full time, and some of them over time."

"Business has not started heavy," A. W. Kercher said this week. "We have been shipping out some orders which were placed before the Holidays for shipment this month and that has helped to start the month off. Our men on the road report that there is a feeling of optimism among the manufacturers which augurs well for the future, and we look for a growing betterment in the leaf tobacco trade as well as among the manufacturing interests."

An announcement which has been made here by the National Association of Corrugated and Fibre Box manufacturers is of interest to the members of the trade. This announcement told of the reduction on cigar shipments through the south from three times first class to first class where solid fibre boxes are used. The announcement reads:

"Effective February 10th, 1922:

"Cigars:

"The rating on cigars shipped in corrugated or solid fibre boxes in Southern Classification Territory will be reduced from *Three Times First Class to First Class*, which will put the Southern Classification rating on a parity with the rating in Official (Eastern) and Western Territories. This will also put the fibre box on a parity with the wood box in all three territories. It is assumed that all are familiar with the sealing restrictions which necessitate the gluing of all flaps throughout the entire area of contact and the sealing of all seams with paper sealing strips.

"This change should afford a stimulus for the use of Corrugated and Solid Fibre boxes for cigar shipments."

It is said here that while many of the cigar and tobacco shippers in the Southern Classification Territory felt that the Fibre or Corrugated box was best fitted for their requirements, they refrained from using them because the rate on this class of shipping container was three times first class, whereas the rate on wood boxes was simply first class.

## Further Reduction in Manila Cigar Prices Not Likely

The Manila Commercial Co., of 11 Water street, New York, has issued a statement regarding Manila cigar prices, in which it says:

**Price List, 1922**

"There is no doubt that many Importers and Jobbers have been holding back with orders for the reason that a further decline of prices is expected. We have been in communication of late, by letter and cable, with our factory, regarding present and future cost of manufacture, and we can assure you (and through you, the entire trade), that our prices have positively reached the bottom. As previously advised, we have written down our entire stock of

**Leaf Tobacco**

"The present very low quotations for Manila leaf are only applicable to fresh and unseasoned crops, while we have also brought down the figures of our very extensive holdings of old and matured tobacco of previous years, including the excellent crops of 1914, 1915, and 1916, to the same low figures. As you know, our factory, as a matter of principle, does not use any tobacco in the manufacture of our cigars, unless it is at least two years old, and properly cured and seasoned. This, in addition to the extraordinary careful supervision and general cleanliness and modern arrangements in our factory, is the reason why our cigars have been entirely free from mould and must, and the worm trouble reduced to a very low percentage.

"Other materials, such as labels, bands, boxes, ribbons, etc., have also been reduced to the present low figures at which they may be replaced.

"Wages have been decreased of late, and a further cut cannot be expected.

"A reduction of Internal Revenue is not very likely.

**Freight**

Regarding ocean, as well as railroad freight, when we issued our prices, we were actually figuring on a lower rate than at present in force. Thus, if there should be a decline in this item, it has been fully anticipated by us.

"It is not our intention to undersell other factories, and any product sold from the price point of view only, regardless of quality, will never lead to satisfactory business. We can be guided only by our own calculations, based on materials used in *our* factory, and we feel satisfied that our present prices are the very minimum. There is hardly any profit left for the factory, and a further reduction is an absolute impossibility. The very best to be expected for the future is that we can maintain these figures.

"Regardless of what other Manila factories plan to do, we have resolved to build up a stable and permanent business on our cigars, and concentrate on as few sizes and labels as possible, as well as to co-operate to the greatest extent with such distributors who take a real active interest in our cigars.

"The prospects for a *good* Manila cigar, to be retailed at 6 for 25c and at 5c straight, are excellent, and we have all reasons to presume that the year 1922 will only be the beginning of a stabilized, permanent business. In fact, we venture to predict that the demand for *good* Manila cigars will break all previous records."

### Changes Ownership

PRAIRIE DU CHIEN, Wis.—W. M. Dodge has sold his cigar and pool hall to Harry Kotch.

# During the Civil War—

both the Blue and the Grey fought for and smoked "That granulated tobacco made at Durham's Station."

Today as Genuine "BULL" DURHAM this "granulated tobacco" retains all of the fine smoking quality that made it famous before it had trade-mark or name.

## 50 *good* cigarettes 10c

**We want you to have the best paper for "BULL." So now you can receive with each package a book of 24 leaves of RIZLA+: the very finest cigarette paper in the world.**

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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## Cobb-Gwynn Tobacco Company, Inc.

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Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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## LEAF TOBACCOS

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## WILSON TOBACCO COMPANY

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WILSON, N. C., U. S. A.

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KINSTON, N. C., U. S. A.


## Weather Interfered With Richmond Receipts

RICHMOND, Va., Jan. 14.—The cold, harsh weather prevents farmers from marketing balance of the tobacco not in the pool. Sales continue small, but prices are good on what is offered, and a good "season," to bring about larger sales on warehouse floors, would put more life in the market. Total sales, since the re-opening of the market after the Holidays, were 80,665 pounds; sold at an average of $16.21 per hundred.—R. C. MORTON & Co.

## Light Receipts at Lynchburg

LYNCHBURG, Va., Jan. 14.—John D. Oglesby of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week..... | 143,900 |
| Sold to Jan. 13, 1922..... | 5,724,200 |
| Sold to Jan. 14, 1921 ..... | 2,624,900 |
| Increase for 1922 ..... | 3,099,300 |

As there has been no season for handling tobacco receipts were small for time of year but with a warm rain to bring tobacco in order sales will be much larger.

Prices were just about as they were before the holidays with the exception of fancy wrappers which are not quite as high, due to the demand for them being not so strong.

All desirable grades of leaf were actively sought after and brought prices highly satisfactory to the seller.

The average price for the week was $21.25 and when taking into consideration the quality of the offerings, compares favorably with any time of the present season.

It is estimated that not much more than one fourth of the crop remains to be sold.

## Sharp Upturn at Danville

DANVILLE, Va., Jan. 16.—A stronger demand for leaf tobacco on the local market brought the sinking averages up sharply here last week, according to figures on sales supplied by the Board of Trade. Sales for the week totalled 812,943 pounds at an average of $17.67. The amount paid out was $143,647.40. The average during the previous week was $12.23.

The character of the deliveries was common to medium grades there being little good leaf in evidence. The sales were light owing to harsh weather.—TETLEY.

## Oxford Average, $23.21

OXFORD, N. C., Jan. 14.—Total sales for the week, 268,764 pounds; average price per 100 pounds, $23.21. Sold to date of 1921 crop, 6,832,448 pounds; average price per 100 pounds, $24.79. Sold to same time last year, 10,331,555 pounds; average price per 100 pounds, $23.61.

## Winston Average, $21.65

WINSTON-SALEM, N. C., Jan. 14.—Total sales for the week, 1,397,142 pounds; average price per 100 pounds, $21.65. Sold to date of 1921 crop, 24,565,028 pounds; average price per 100 pounds, $26.37.—WINSTON LEAF TOBACCO & STORAGE Co.

## Durham Average, $21.91

DURHAM, N. C., Jan 16.—Total sales for the week, 266,691 pounds; average price per 100 pounds, $21.16; sold to date of 1921 crop, 6,697,697 pounds; average price per 100 pounds, $27.63; sold to same time last year, 10,761,995 pounds; average price per 100 pounds, $25.69.—W. P. HENRY Co.

## Light Sales at Durham

DURHAM, N. C., Jan. 9.—Total sales for the week, 46,920 pounds; average price per 100 pounds, $18.41. Sold to date of 1921 crop, 6,466,750 pounds; average price per 100 pounds, $22.72. Sold to same time last year, 10,054,842 pounds; average price per 100 pounds, $25.66. Sales were light on account of cold and dry weather.—W. P. HENRY Co.

## Henderson Market to Close February 24

HENDERSON, N. C., Jan. 14.—With but little more than half a million pounds of tobacco remaining to be sold of the 1921 crop, the Henderson tobacco market will close for the 1921-1922 season on February 24, according to a decision of the Henderson Tobacco Board of Trade, which held a meeting the past week for that purpose. The Board of Trade also voted to join with the tobacco boards of trade in a number of markets in eastern north Carolina in running their market during the season of 1922-1923, and fixed September 19, 1922, as the date for the opening of their market here.

This decision is in keeping with predictions as to the course the Henderson tobacco market would take, irrespective of the success that is met by the growers' co-operative organization.

During the week that closed yesterday, the Henderson market sold exactly 231,000 pounds, which brought the total of $60,791.53, making an average of $26.31 per hundred pounds. This is a considerable increase in price over the levels that have held since the resumption of sales after the Christmas holidays. Sales for the last week, the first after the holidays amounted to only 28,650 pounds, selling for $5,287.41, and an average of $18.45 per hundred, which is the lowest average of the entire season for any one week, with possibly one exception at the opening of the season. It was a very common grade of weed, however, which accounted for the decline in price, which really was not so much a decline as it was the offering of much poorer quality of tobacco.

Sales for the week ending yesterday brought the season's total here to 7,574,233 pounds. This sold for $1,976,654.11, for an average of $26.09 for the year. It has been estimated through the entire year that the local market would sell approximately 8,000,000 pounds, and this figure would seem to indicate not less


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*IMPORT AND EXPORT*

135 Grand St., New York

than that, with chances good for going a wee bit above that figure.

Decision of the Tobacco Board of Trade to end the season here on February 24 means that six weeks more of selling will be had, and sales will probably go around 100,000 per week during that time. Fixing of this date is understood to be in accord with other markets in this section of the State, and in fact, probably all of the markets in the old belt, as they usually work together in this respect.

The decision to run the local market next year comes in the face of the successful conclusion of the co-operative marketing sign-up campaign in this county, which has been waged for practically the entire year of 1921. Only last week one of the warehouses of this city tendered its entire equipment and plant to the association, with the query to the state managers to the effect that it mattered not so much as to how the tobacco companies would secure the tobacco, but the "burning question" was as to what would be done for the tenant farmer, who they said had been slaving throughout the years and selling his crop for less than what it was worth. The State organization made much of this proffer of its plant by this warehouse, but did not make the statement along with the announcement that the warehouse plant was controlled and largely owned by men who are farmers, most of whom have been leaders in the co-operative marketing drive in this country, which would have explained the divergent course taken by this concern as compared with that of the other warehouses. It is now certain, however, that there will be probably one-fourth of the crop of 1922 to be sold outside the co-operative association, and it is not impossible there will be more than that. At any rate, the Henderson market will be open to the outsiders, and there will be ample opportunity here, as elsewhere in the State for the marketing of the weed that is not tied up in the big tobacco pool.

## Success With Southern Leaf Tobacco

Determann & Co., of 175 Front Street, report business as quiet in the southern leaf types, such as the products of the Carolinas, Virginia, Tennessee and Kentucky. The same types are largely handled by the European branch of this house which Mr. Determann established some time ago at Pickhuben 5, Hamburg, Germany. This branch is conducted under the firm style of Adolph Determann.

## Dodson Holdings Sold

The C. R. Dodson Tobacco Co., of Kingston, N. C., with holdings of an estimated worth of approximately $200,000, has been purchased by the J. P. Taylor Co., now operating plants in Virginia and North Carolina. The purchase price was not announced. The late Charles R. Dodson established the Dodson company some years ago as an independent concern operating in several tobacco growing belts of the state. He was at one time president of the Kinston Tobacco Board of Trade.

## Richmond, Ky., Average, $29

RICHMOND, Ky., Jan. 13.—One hundred thousand pounds of tobacco was sold at the Home House here today, winding up the sales of the week, that average $29 ped 100 pounds.

## Making Progress

NATCHEZ, Miss., Jan. 14.—Tillman's Cigar Co., which entered the wholesale cigar and tobacco business here a few months ago, is making considerable headway. The company is featuring quite successfully Optimos, Louis Martinez, and have just added Men-de-Lion and Imporico to the line, and still have room for more. The house is particularly desirous of securing control of some high grade Manila brands.

## Burley Association Now a Going Corporation

LEXINGTON, Ky., Jan. 16.—The board of directors of the Burley Tobacco Growers' Co-operative Association, holding its first session today since the enactment of the new Bingham co-operative marketing act for Kentucky, took steps to comply with the terms of that law as a Kentucky corporation. The by-laws which will govern the organization are being mailed out to the members of the association as fast as a force of clerks can get them in the mails, and today the organization is a going concern under the new law.

Graders met today at Fayette No. 1 warehouse and were assigned to their territory. All Lexington warehouse managers and bookkeepers also met today in the offices of Director of Warehouses Ralph M. Barker, and were instructed as to their duties. Managers and bookkeepers of the Central and Eastern districts will meet Tuesday morning and maangers and bookeepers of the other districts Wednesday morning.

The board of directors was late in assembling and was still in session tonight. No information was available as to what had been done, other than that it was said that only business of a routine nature was transacted and every step would be taken, so far as required, to comply with the provisions of the new Kentucky law.

Col. Aaron Sapiro, of California, general counsel for the association, returned from New York Sunday night and was in attendance on the meeting of the directors. Colonel Sapiro addressed the New York Agricultural Society at Rochester Friday on the subject of co-operative marketing, and Rochester newspapers report that the Californian made an inspiring address as he showed the benefits realized by the people of the west and south from co-operative marketing.

## Cincinnati Market

CINCINNATI, Jan. 14.—The closing sale of the week in the Cincinnati burley leaf tobacco market yesterday brought out an offering of 62 hhds. of which 11 hhds were new 1921-crop tobacco. Average prices were considerably lower than at any time within the past two weeks due to the preponderance of low-grade tobacco. This was true of both old and new crop stock, the former reaching its highest peak yesterday at $25 per 100 lbs., with the best of the new leaf offered selling at $26 per 100 lbs.

Transactions for the past week aggregated 233 hhds. offered, of which 53 hhds. of new-crop tobacco sold at an average of $22.32 per 100 lbs. and 180 hhds. of old-crop tobacco averaged $14.59 per 100 lbs.

## Covington Prices Lower

COVINGTON, Ky., Jan. 14.—Offerings in the Covington loose-leaf burley tobacco market yesterday totaled 82,925 lbs. of new-crop tobacco, rejections amounting to 2,545 lbs., leaving an actual sale of 80,380 lbs. Bidding was spirited throughout the sale and quotations generally seemed more satisfactory to shippers. Although the lowest daily average of the season thus far prevailed, it was due to the preponderance of low grades rather than to any slackening in the demand. Representatives of leading manufacturers are exhibiting a keen interest in all tobacco showing quality and for desirable grades excellent prices are offered. The market as a whole closed strong. The cash value of the tobacco sold yesterday was $14,248.43, representing $17.72 per 100 lbs. The market topped at $50 per 100 lbs. for colory leaf.

The following is a summary of the transactions for the past week and the season to date:

| | Week | Season |
|---|---|---|
| Offerings, lbs... | 433,485 | 1,654,300 |
| Rejections, lbs... | 5,180 | 5,260 |
| Actual sales, lbs. | 428,385 | 1,649,120 |
| Cash value ..... | $88,534.77 | $403.563.74 |
| Aver. per 100 lbs.. | 20.66 | 24.47 |
| High quotation... | 50.00 | 62.00 |
| Low quotation.... | 2.00 | 1.00 |


Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.

Samples sent on request.

DANVILLE VIRGINIA

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**E. B. FICKLEN TOBACCO CO., Inc.**

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

Cable Address: "Lowbell" Established 1865

**W. O. SMITH & CO.**

Freight Brokers and Forwarding Agents

For over *50 years* we have handled the shipping of the *largest tobacco accounts* in the world.

Warehousing Inspecting Coopering Sampling

Main Office: 47 Washington St., New York City

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ANDREW JAMISON, President — Established 1885; Incorporated 1910

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—BUYERS AND EXPORTERS OF—

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LEAF, STRIPS, SCRAPS AND STEMS

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**T. D. TYACK TOBACCO CO.**

LEAF DEALERS

Virginia, North and South Carolina and Kentucky Tobacco

Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

**TOBACCO SEED**

**Slate Seed Company**

The Largest Tobacco Seed Growers in the World

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**THE STANDARDS OF AMERICA**

Lorillard's Snuff, : Est. 1760

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MANUFACTURED BY

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**LEAF TOBACCO AND STEMS**

*Main Office and Sample Rooms*

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,
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Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.

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BUYERS, REHANDLERS AND REDRYERS OF

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For Home and Export Trade. Samples Submitted.

*Contracts Solicited*

Represented on All Hogsheads and Loose Markets. Latest Improved Machinery. LEXINGTON, KY.

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

**R. M. Barker Tobacco Co.**

INC.

CARROLLTON, KENTUCKY, U. S. A.

**Buyers and Dealers in Burley Leaf Tobacco**

We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

LOUISVILLE, Ky., Jan. 14.—Tobacco sales for the week as reported by Louisville Tobacco Board of Trade:

### Tobacco Sales for the Week and Year to January 13

| Warehouses | Week: Auction Sales | Week: Private Sales | Week: Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 350 | .... | 350 | 557 |
| Kentucky | 634 | 4 | 638 | 1,099 |
| Main Street | 433 | .... | 433 | 814 |
| Planters-Farmers | 735 | 5 | 740 | 1,468 |
| New Tenth Street | 521 | 10 | 531 | 923 |
| Louisville | 414 | 4 | 418 | 820 |
| | 3,087 | 23 | 3,110 | 5,681 |
| Year 1921 | | | 2,941 | 3,508 |
| Year 1920 | | | 3,034 | 5,695 |
| Year 1919 | | | 2,673 | 6,053 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,273 | 1,762 | 3,035 |
| Dark | 33 | 42 | 75 |
| | 1,306 | 1,804 | 3,110 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 2,154 | 3,349 | 5,503 |
| Dark | 126 | 52 | 178 |
| | 2,280 | 3,401 | 5,681 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 3,156 | 5,575 | 5,735 |
| Dark | 352 | 120 | 318 |
| | 3,508 | 5,695 | 6,053 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| SALES | | | |
| Total sales of new crop to date | 6,807 | 3,863 | 6,770 |
| Sales of new crop to date. Original inspection | 6,153 | 3,545 | 6,143 |
| REJECTIONS | | | |
| Rejections this week: | | | |
| Burley | 630 | ... | ... |
| Dark | 26 | ... | ... |
| Total | 656 | 438 | 681 |
| Percentage of rejections to auction sales: | | | |
| Burley | 20 | ... | ... |
| Dark | 25 | ... | ... |
| Total | 21 | 18 | 24 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 1,097 | ... | ... |
| Dark | 72 | ... | ... |
| Total | 1,169 | 611 | 1,505 |
| RECEIPTS | | | |
| Receipts this week | 2,008 | 1,425 | 2,220 |
| Receipts, Jan. 1 to date | 3,447 | 3,056 | 4,363 |

### Official Quotations at Louisville, January 13, 1922

| | Burley, Old. Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | — to 7 | 7 to 8 | — to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common Lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good Lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Com. Leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common Leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium Leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and Selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop. Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix.) | 6 to 8 | 6 to 8 | 8 to 10 |
| Trash (sound) | 10 to 12 | 10 to 12 | 12 to 14 |
| Common Lugs | 10 to 14 | 12 to 16 | 16 to 20 |
| Medium Lugs | 14 to 16 | 16 to 20 | 20 to 25 |
| Good Lugs | 18 to 20 | 20 to 22 | 25 to 30 |
| Com. Leaf (short) | 15 to 18 | 15 to 18 | 20 to 25 |
| Common Leaf | 18 to 20 | 18 to 20 | 25 to 28 |
| Medium Leaf | 20 to 25 | 20 to 25 | 28 to 35 |
| Good Leaf | 25 to 30 | 25 to 30 | 28 to 35 |
| Fine and Selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Largest Volume at Paducah

PADUCAH, Ky., Jan. 13.—The offerings of loose tobacco on the wagon market have been larger the past week than any previous week during the season, but loose floor sales have not increased as have the wagon sales. However, the volume of business has been the largest of any since the market opened, and prices have been well maintained. At times the market has been irregular and some lower on the low and common grades of leaf. At other times it has been irregularly higher.

Very little good leaf has made its appearance in the markets, but there has been a sprinkle throughout the loose floor and wagon sales, which sold at 22 to 30 cents. Prices for the better grades are no lower, but buyers are not eager for the top grades as they have been heretofore. The bulk of the sales for the week have been common to medium leaf selling at 15 to 20 cents. Low grade leaf is selling at 8 to 14 cents, which is almost as high as we ever saw it. Lugs have also advanced until prices are double what they were before the Holidays. Common lugs selling at 3 to 4 cents and medium at 4 to 6 cents. Very few good lugs offering but they class along with low leaf where they are cleaned and bring about as much.

The very favorable weather conditions during the winter has enabled farmers to get their tobacco ready for market, and as prices are good and satisfactory generally to sellers we expect a rush of deliveries until the crop has been sold. If weather conditions are favorable no doubt we will see the bulk of the crop out of farmer's hands earlier than usual. The crop is a short one and farmers can work their crops up and deliver in very much less time than usual.

We have a peculiar condition in tobacco. Prices for old stocks of both leaf and lugs have been very low and dragging for the last 18 months. Now prices for the new are high and demands seem greater than the supply, yet the market for the old low grades is quiet with very little trading.

The Association and private interests made sales of several hundred hogsheads of leaf and lugs during the past week. The leaf was low and what we term "culls" of the 1919 stocks. Prices ranged from 8½ to 16 cents. Lugs sold at 4 to 6 cents.

Stocks of the Planter's Association have been greatly reduced and their holdings are mainly lugs and low to common light leaf. Their better grades have all been sold. There are in Dealer's hands several hundred hogsheads of old leaf of medium and common quality that no doubt will soon be disposed of. There are also numerous lots of old lugs held by Dealers over the district that are for sale.—W B. KENNEDY.

**FRIEDBERG BROS., Inc.** LEAF TOBACCO

Dealers in All Kinds of

BRANCHES
N. Y. Office, 185 Canal St.
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We operate in all principal markets of
Virginia, Carolina, Kentucky,
Maryland, Tennessee and Ohio

**The Transcontinental Tobacco Co.**
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**ALL KINDS OF LEAF TOBACCO**
Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.

## Capacity Sales at Owensboro

OWENSBORO, Ky., Jan. 14.—The Kentucky & Virginia Leaf Tobacco Co. reports for the week as follows:

**Sales of Pryor Tobacco**

| | Pounds | Average |
|---|---|---|
| This week ..... | 2,730,065 | $13.67 |
| Previously reported.. | 14,970,685 | 17.11 |
| Total to date..... | 17,700,750 | 16.58 |
| Total sales burley to date ..... | 142,460 | 14.78 |

**Quotations**

| | Leaf | Lugs | Trash |
|---|---|---|---|
| GREEN RIVER | | | |
| Dark ..... | 7 to 15 | 5 to 18 | 2 to 6 |
| Brown .... | 9 to 35 | 7 to 20 | 3 to 10 |
| Red ..... | 15 to 55 | 8 to 25 | 3 to 12 |
| ONE SUCKER | | | |
| Dark ..... | 6 to 18 | 5 to 10 | 2 to 4 |
| Brown .... | 8 to 30 | 6 to 20 | 4 to 7 |
| Red ..... | 9 to 35 | 7 to 25 | 5 to 10 |
| BURLEY | | | |
| Dark to green ... | 6 to 15 | 4 to 12 | 2 to 6 |
| Dark red.. | 8 to 20 | 6 to 15 | 4 to 8 |
| Clear red.. | 15 to 35 | 10 to 25 | 6 to 15 |
| Bright .... | 20 to 50 | 15 to 40 | 10 to 35 |

Capacity offerings with stiffening prices on medium to good Green River trashes and common to medium Green River lugs is history of market this week. Good Green River leaf continued to bring some lower prices than before the holidays, though the large per cent of common offerings is mainly responsible for lower floor average this week.

A fair quantity of burley was sold this week and quotations for this type are listed above.

## Lexington Tobacco Sales

LEXINGTON, Ky., Jan. 16.—Sales of tobacco the past week in Lexington totaled 1,998,915 pounds, which brought $446,448.24, an average of $22.33 a hundred pounds.

The total sales of unpoooled tobacco for the season so far are reported at 5,273,295 pounds at an average of $22.12 a hundred. At this time last year the average in the burley district was around $11 a hundred pounds.

At the Peoples warehouse the season's sales amounted to 1,841,660 pounds and brought the sum of $426,165.67, an average of $23.14, while the sales for the past week amounted to 652,915 pounds and brought an average of $23.16, a total of $151,277.55.

The Jewell house reports the sale of 2,681,830 ponuds of tobacco for the season, which brought $578,470.73, an average of $21.57. The sales for the past week amounted to $132,987.87 for 596,195 pounds, an average of $22.30.

The Geary house has been open only one week and reports the sale of 749,805 pounds, for $162,182.82, an average of $21.63.

## Hopkinsville Average, $14.36

HOPKINSVILLE, Ky., Jan. 13.—Total sales for the week, 845,295 pounds; average price per 100 pounds, $14.36. Sold to date of 1921 crop, 4,310,340 pounds; average price per 100 pounds, $15.29. Sold to same time last year, 742,465 pounds; average price per 100 pounds, $9.01.—J. W. HANCOCK, Chairman Sales Committee.

## Drop at Henderson

HENDERSON, Ky., Jan. 13.—Prices of good leaf tobacco dropped $5 on the hundred pounds today, but lugs and trashes were strong and held up the average to $15.22 per hundred pounds. Best prices paid for leaf was 31 c per pound. Lugs sold from 8c to 26c and trash from 2c to 7c. A total of 89,580 pounds were sold today. The season's total is 6,820,005 pounds, which brought $1,122,851.82.

## Greeneville Average, $29.10

GREENEVILLE, Tenn., Jan. 14.—Total sales for the week, 647,466 pounds; average price per 100 pounds, $29.10. Sold to date of 1921 crop, 2,393,667 pounds; average price per 100 pounds, $32.39.—THE AUSTIN CO.

### New Establishment

MASON, Wis.—W. M. Vaughan has opened a cigar and pool business here.

## Kentucky Tobacco Sales During December

**Figures Compiled by the State Commissioner of Agriculture**

FRANKFORT, Ky., Jan. 14.—W. C. Hanna, State Commissioner of Agriculture, makes report of sales of tobacco in all warehouses in Kentucky during the month of December, 1921, as follows:

| | This month's sals of 1920, or previous year's crop | | | 1921 Crop | | |
|---|---|---|---|---|---|---|
| | Pounds | Total dollars and cents | Average price per 100 lbs. | Pounds | Total dollars and cents | Average price per 100 lbs. |
| Burley tobacco sold for growers. | 2,007,320 | 406,437.68 | 20.24 | 5,177,714 | 1,137,209.74 | 21.96 |
| Burley tobacco sold for dealers. | 2,084,275 | 249,907.90 | 11.99 | 1,800,685 | 495,876.81 | 27.53 |
| Burley tobacco resale..... | 2,399,617 | 314,352.47 | 13.10 | 477,800 | 100,729.68 | 21.08 |
| Total burley and average... | 6,491,212 | 970,698.05 | 14.95 | 7,456,199 | 1,733,816.23 | 23.25 |
| One-sucker tobacco sold for growers ..... | 70,415 | 3,174.04 | 4.50 | 5,122,842 | 687,566.68 | 13.42 |
| One-sucker tobacco sold for dealers ..... | 41,120 | 4,701.11 | 11.43 | 117,050 | 19,165.14 | 16.36 |
| One-sucker tobacco resale..... | 5,990 | 342.15 | 5.71 | ..... | ..... | .... |
| Total one-sucker and average | 117,525 | 8,217.30 | 6.99 | 5,239,892 | 706,731.82 | 13.48 |
| Unfired dark tobacco sold for growers ..... | 329,135 | 82,860.84 | 15.66 | 4,482,100 | 743,082.56 | 16.57 |
| Unfired dark tobacco sold for dealers ..... | ..... | ..... | .... | 60,735 | 9,431.79 | 15.52 |
| Total unfired dark and average ..... | 529,135 | 82,860.84 | 15.66 | 4,542,835 | 752,514.35 | 16.56 |
| Fired dark tobacco sold for growers ..... | 2,650 | 276.03 | 10.42 | 4,537,035 | 696,855.08 | 15.36 |
| Fired dark tobacco sold for dealers ..... | 58,950 | 4,548.71 | 7.72 | 409,470 | 66,554.89 | 16.25 |
| Fired dark tobacco resale..... | ..... | ..... | .... | 3,040 | 192.88 | 6.34 |
| Total fired dark and average | 61,600 | 4,824.74 | 7.83 | 4,949,545 | 763,602.85 | 15.63 |
| Green river tobacco sold for growers ..... | 527,200 | 88,013.44 | 16.69 | 5,548,865 | 921,596.42 | 16.78 |
| Green river tobacco sold for dealers ..... | 7,200 | 1,182.01 | 16.41 | 164,790 | 31,156.34 | 18.89 |
| Green river tobacco resale..... | ..... | ..... | .... | 279,230 | 52,955.86 | 18.96 |
| Total green river and average ..... | 534,400 | 89,195,145 | 16.69 | 5,992,885 | 1,005,708.62 | 16.78 |
| Grand total and average..... | 7,733,872 | 1,155,796.38 | 14.94 | 28,181,356 | 4,962,373.87 | 17.57 |

**Old Hill Side Smoking Tobacco**
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
**CLOWN CIGARETTES**
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
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If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

**To Manufacturers of Scrap and Fine Cut Tobacco**
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
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LEAF TOBACCO
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*Latest Proctor System*

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TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
Proprietors of Red River and Ryman Warehouses
FORWARDING FOR EXPORT
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REASONABLE RATES

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*Leaf Tobacco Broker*
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam-Drying Plant
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**TOBACCO**
*You need every week*

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Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

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2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT

ABOVE ALL

EL VERSO
HAVANA CIGARS

Seven Sizes
to Please the Most Discriminating

The Deisel-Wemmer Co.
*Makers*
LIMA, OHIO

Read Tobacco and Keep Up to Date

# Chiacgo Gets Earful of "Preachments on Purity"

## Dr. E. H. Pratt Gives "Conference" New Code of Conduct—Says Quit Diagnosing and Cure Vice—Cigarettes Are Center Target of Crusaders—Park & Tilford Take Management of Important Cigar Department—Trade Doings.

CHICAGO, Jan. 14.—"Don't try to legislate away cigarettes. Cure the nerve forces that create a demand for cigarettes in the individual. Don't try to drive out the movies. Convert them into a power for good. Quit diagnosing and start to cure."

While reformers in attendance at the International Purity Conference, held here a few days ago were discussing the ills of the world and legislative steps to remove such moral menaces as cigarettes and jazz music, Dr. E. H. Pratt, Chicago physician, threw a bombshell into their meeting with the foregoing precepts.

"For twenty-five years you have been diagnosing the moral ills of the world," he said. "For a quarter of a century you have been sleuths. Now is the time to do constructive work and to quit talking about the evils. A doctor never cures his patient by telling him how sick he is. He gets his sickness out of his mind. It takes health to cure disease, truth to cure error and virtue to cure vice. Let parents train their children to physical and mental health. Let them see that their life impulses are not distorted." Jazz, cigarettes, the "movie menace," were discussed by various speakers at all the sessions of the conference and resolutions condemning them will be offered by the conference.

### A Five-Cent Matinee

Kavina, made in Tampa by Fernandez & Fernandez, for Franklin McVeagh & Co., are now shown in the 5 cent matinee size. They are packed in boxes of 100 and are seen in many show cases.

### Under P. & T. Management

The retail cigar department in the National Drug Co. Store, located in the Morrison Hotel is now under the management of Park & Tilford, New York, who control the cigar privileges in many of the National Drug Co.'s stores.

Martinez & Co., of New York, have their Luis Martinez 10 cent cigar in cans showing on many counters. Dealers report good sales on this size.

### Working Overtime

"Have a White Owl," is the way the General Cigar Co., Inc., head their newspaper ads on this big selling 3 for 25 cent seller. The General Cigar Co.'s Chicago distributing branch are working overtime trying to fill the orders that came in for White Owl cigars.

### Returns from Long Trip

William Fisler, of the Eureka Blotter Bath Co., and who is the sales manager of this moistener manufacturing firm, has returned to their Chicago office after a long road tour that took him over half of the United States.

### Going Remarkably Well

Beech-Nut cigarettes have been put to the front by the P. Lorillard Co. sales force and are selling remarkably well.

### A Pouch with Climax

A neat leather pouch is being given by several dealers with each cut of the new 15 cent plug of Climax chewing tobacco.

Shrine, a clear Havana cigar, is well distributed. Many Blanc & Co., 9 and 11 West Illinois St., are the jobbers.

### Merriam Move Not Surprising

The news that John W. Merriam had consolidated with M. Bustillo & Co., of Tampa, did not come as a surprise to the trade here, as Merriam on his last visit to Chicago hinted at a change in the near future. The Merriam firm has many retailers here handling their brands, while M. Bustillo & Co.'s line is placed with the jobbing house of Wm. A. Vorhauer & Co.

### The Condax Office

The Chicago office of E. A. Condax Co., cigarette manufacturers, is at 222 North State Street.

### Increasing Space

The Fromherz Cigar Co., having found that their business out-grew their plant at 12 South Clinton St., have been forced to rent two more floors in the same building.

The El Acepto, clear Havana cigars, sold in the loop stores, is made by the Krost Cigar Co., 2315 West Taylor St.

The new Kenwood size of Mi Lola cigars, that sells for 15 cents, is making much headway on the Chicago market. The Mi Lola Kenwood cigar "fits the eye, and satisfies the taste of the most exacting."

### Making Great Headway

E. C. C. mixture of the American Tobacco Co., is being worked very effectively here at present, the 3 oz. size for $1.00 is now on sale in a great many stores.

The Page & Shaw line of Boston candies are handled by the better class of cigar stores.

The Chicago office of Perfecto Garcia & Bro. report a large shipment of Perfecto Garcia cigars en route to their new Minneapolis distributors, Stone-Ordean-Wells Co.

### Going Strong

Garcia Grande cigars are receiving much attention by the sales force of Wm. A. Vorhauer & Co. They are displayed in many windows throughout the city and the sale is increasing rapidly. The 10 cent size has made a big hit.

### Carries Large Line

The East End Smoke Shop, 1202 East 47th St., carries all the popular cigar sellers. Their windows are always neatly decorated with cigarette displays.

### Has Excellent Assortment

John A. Lorimer, 319 East 55th St. features a large line of well known brands. His son Howard, a clever young chap, manages this busy south side store.

The January issue of *El-Dallo Smoke-Up* has arrived. It shows Ike, Lennie and Milton extending a happy new year to the trade. Their El Dallo is a big seller in the Windy City.

### On Maiden Trip

Jacob Brill, the new member on the sales force of the La Kurba Cigar Co. has left on his maiden trip. Jake is sure to open many fine accounts for their Andrew Jackson and Chicago Motor Club cigars as he is ace high with some of the largest jobbers in the Middle West.

### Getting in Good Work

P. J. Cassiday, who is with the Haynie System, is here putting in some good work on the Haynie Hand Made 5 cent cigar.—H. L. H.

### Off to West

Jess R. Batt, of Simon Batt & Co., makers of La Verdad and El Palo cigars, Knickerbocker building, 42nd Street and Broadway, started out Sunday with a full line of samples for a selling tour of the west.

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

List of jobbers, importers and manufacturers on application.

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**15 William Street** **New York**

The Bayuk organization works unceasingly to produce cigars that will win and hold the patronage of smokers and build good will for your store.

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Originators of the
BAYUK INIMITABLE BLEND and BAYUK INCOMPARABLE BRANDS
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**Bridgeport (near Philadelphia)** **Penna.**

# Philadelphia Factories Busy With Live Orders

## National Advertising and Meritorious Products Keep Up Steady Demand—Sales Forces and Distributors Increasing the Production Burdens—Leaf Business Showing Improvement —Stocks Must Be Replenished—Some Leaf Shortages.

PHILADELPHIA, Jan. 16.—With the second week of the New Year's activities of the cigar manufactories there has come absolute confirmation of the prophecy of the first week—that demand still exists to the limit of capacity, and even beyond, for those goods which national advertising and their own merits have attained a wide reputation and distribution. The big manufacturers are still hustling out orders in an effort to meet the over sold market needs of their distributors, and to speedily fill the incoming demands of the sales forces, The G. H. P., Congress, Bayuk Brothers, 44 Cigar Corporation, Eisenlohrs, Cressmans, Roig & Langsdorf, Bolds and other leaders in the cigar industry, are speeding up the shipments for their various brands.

### Clearing 'Em Out

Stocks on hand in the retail stores are fast being depleted of holiday holdovers, and there is looked for early brisk demands from this source.

The leaf trade, too, is showing signs of a return to the buying side of the market after a year's slack, and an effort on the part of the manufacturers to rid themselves of the heavy accumulation of high priced, and in many cases, inferior grades of leaf stock purchased during the war inflation.

With inventorying nearing completion manufacturers are finding that they have disposed of much of their stock at better averages than anticipated. Some had to take losses, but the majority were on the profitable side, and some of the leaders did a greater business than ever in their history. But all have found leaf stock on the wane. In summing up the leaf market, there is the report of Louis Bythiner, of Louis Bythiner & Co., 210 N. 2nd St., broker and well informed leaf dealer. He says, "There are expectations of a brighter future for the leaf dealer. Stocks among the manufacturers are low. They have been cleaning house, as it were, during the past year and getting rid of stocks on hand. Large stocks have been cut up and turned into cigars that were dumped on the market, some at lower prices, where grades were inferior. Now that stocks are diminished they must come into the market as buyers to replenish their stores. There will be no buying in volume, and caution, discrimination and scrutiny of all leaf will be the main features of the market. While there is not the voluminous buying, there are more numerous orders coming into the market from the principal concerns. Leaf stock that has been subject to a shortage in crops and consequent scarcity of stocks on hand, in the warehouses of the dealers, show a steadiness in prices and a tendency to stiffening. This is true of Havana seed seconds which has been advanced from 60 to 75 cents. Scarcity of these binders still prevails and has for the past year, —is not enough to go around.

"Porto Rico is moving steadily with an average, for the stripped to top grades, of 75 cents. These, too, show a tendency to advancing prices.

"Among some of the manufacturers there has been accumulated stocks that are not now being used owing to a change in combinations of the cigars at present placed on the market. These are swapped for useless leaf in the hands of other manufacturers which can be made useful in combinations of their competitors, and so prevent through mutual agreement a complete loss, for the friendly competitors. This also applies to binders and wrappers."

### New Cinco Prices

Otto Eisenlohr & Bros. have issued a new price list on their famous Cinco Cigars, effective at once, as follows:

Cinco Londres, tenths, in wood, $58 per thousand; 20ths and 40ths, in tin, $58; 20ths in wood, $59. Panetelas and Conchas, 20ths in wood, $58 each per thousand.

### Accept Fifty Per Cent Settlement

David Myers, proprietor of the Federal Cigar Co., 831 South St., has effected a settlement with creditors on a basis of fifty cents on the dollar. There are twenty-five of the creditors whose claims aggregate $9,200.

### Retail Association to Meet Today

The annual meeting of the Philadelphia Retail Cigar Dealers' Association will be held in the Board of Trade Rooms in the Bourse on Thursday evening, Jan. 19, when there is to be an election of officers to serve during the year.

Leo P. Weiss leaves for the South shortly in the interest of Roig & Langsdorf's leader, the Girard. Owing to closing out the Traders size of Girards, a price reduction has been made from $75 to $65.

The Stratford Cigar Co. has taken over the second floor at 2nd & Arch Sts. The firm will vacate old quarters on February 1. Leo D. Loughran, who is in charge of the Philadelphia branch, motored to Washington, D. C., to attend the annual meeting of the Loughran Co. Charles R. Cox will leave for New Haven, where he is going to do missionary work in the interest of Strafford cigars in connection with the sales campaign which Miner, Read & Tullock, distributors, are now holding.

August Gustaub, of the Congress Cigar Co., who has been acting as manager, has been made purchasing agent. He made a special trip to New York during the past week accompanied by Mrs. Gustaub, a combination of business and pleasure and was much pleased with the reception given him by the firms from which the manufacturers of La Palina are buyers. Representative Henry of the American Label Co., was especially interested in making a New York trip a pleasurable one for the visitors.

Visitors from the leaf houses during the week were Moritz Neuberger, of New York, with Florida wrappers. Ray S. Clark of William Quanjer, Inc., of New York, Sumatra leaf, and A. Hesse.

George Mason, representing Josephson Bros., 65 West Houston St., New York, was in town in interest of the firm's special brand, Jose Hermano.

Morris D. Neuman of the Morris D. Neuman Co., 323 No. 9th St., leaves for the middle west to look after the trade wants of El Moriso and El Tello, which he is featuring. A new ten-cent size, Majestic in the El Moriso was put on the market the first of the year. Charles H. Heath will travel through Pennsylvania and Ohio.

E. A. Calves, 131 No. 2nd St., has returned from a buying trip to Cuba where he remained for two months.

The L. & D. Co., 2333 No. 8th St., are going to put out a small scrap cigar to retail for 5 cents.

The Henry Sheip Cigar Box Mfg. Co. announces a reduction of one cent on each and all of its cigar boxes.

### To Encourage Tobacco Culture

To stimulate interest among the growers of South Georgia in tobacco production this year in the hope that the state may produce in 1922 a record crop for all time to date, the entire force of the Agricultural Extension Department of the A. B. & A. Railroad Co., headed by W. R. Tucker, chief of the department, is conducting a farm to farm canvas in the southern part of the state to encourage the farmers to grow more tobacco. It has been demonstrated that tobacco is one of the best money crops Georgia farmers can grow, last year's production bringing an average of $141 per acre, and as this section of the state is amply equipped with warehouses and markets, the railroad company is emphasizing the fact that tobacco offers the Georgia farmer his best opportunity. Business men of this section are also giving every encouragement to the efforts of the railroad company.

# Active Tobacco Buying Starts in Pennsylvania

## Eastern Section of Lancaster County Scene of Especial Interest —Prevailing Prices Range About 15 and 4—Some Complain About Burning Quality of 1921 Crop—Growers and Others Express Views at Annual Meeting.

LANCASTER, Pa., Jan. 15.—Buying of the 1921 crop of Lancaster county tobacco has started in earnest, and the past week has seen a number of buyers in the field. They were especially active in the eastern section of the county early in the week, and a number of sales have been made at good prices. The prevailing price was 15 and 4.

### Ten Sales Noted

One buyer, representing C. B. Richmond of Terre Hill, was responsible for 10 sales and intimated he would make more purchases in the near future. Mr. Richmond declared a few days ago, after a tour of the county, that the kind of tobacco he is looking for is a bit scarce, but what he does find is good. "Some of the tobacco I find a bit heavy and slow burning."

The following sales were reported by Mr. Richmond: David Spence White Horse, 15½ and 4, 2 acres. Jas. Gibbons, Honey-Brook, 15½, 4 and 3. William Gibbons, Honey-Brook, 15½, 4 and 3. John Ziegler, Honey-Brook, 16 and 3. Samuel Martin, East Earl, 12 and 3. William Cain, Chester County, 15 and 2. Martin Sensenig, East Earl, 16 and 4; 7 acres. John Kurtz, East Earl Township, Kurtz's Mill, 15½ and 3½. Harry Martin, East Earl, 15 and 3. John Souder, East Earl, 12½ and 3; 2 acres. Another buyer took 9 acres at 15 and 2.

### Conspicuous by Absence

The large buyers, however, are not in the field as yet, and in an interview the writer had with a local representative of the largest packers here, he said: "We are in no hurry to start out; we want tobacco and will be able to buy all we need, so what's the use of rushing; let the farmers get their tobacco stripped and in the bundle, and we will be in the field and look them over in a few weeks."

### Bought 300 Cases

Mr. Ross, accompanied by Jos. Froelick, of Mountville, Pa., who buys and packs for the Fendrich Cigar Co., of Evansville, Ind., are in the field and have bought so far about 300 acres at prices ranging from 11 to 15 cents for wrapper goods and 3 cents for filler tobacco.

Other buyers who are out in the field are Jake Bowman of the Lancaster County Tobacco Growers' Association; Charles Hess of the Seed Leaf Tobacco Co.; S. N. Root, of Landisville; Long & Taylor, of Landisville, and a few other small packers.

The truth of the matter is, the large interests are not in the field as yet because the 1921 tobacco does not come up to their standard in burning quality and they want to see the season further advanced before making extensive purchases.

Besides this fact they also are waiting to see if business conditions are favorable before stocking up heavily.

### Old Tobacco Active

In old tobacco there has been quite a little movement this past week. M. Michaelis & Son of this city sold 500 cases stripping to a New York concern. Jake Rosenberg sold his entire packing, put up and stored at Lititz, this county, consisting of 130 cases, to a New York party. Horowitz Bros., of Pittsburgh, who have a packing house here on West Grant St., sold 70 cases 1919 wrapper B's, and J. C. Winters & Co., of Red Lion, Pa., purchased 140 cases running sizes; also a lot of fillers from county packers.

Harry E. Winters, of Millersville, had the misfortune to have his barn burn down and his entire crop of tobacco was destroyed, besides other contents of barn, entailing a loss of about $12,000, partially insured.

### Active in York County

The American Sumatra Tobacco Co. of New York City has been very active in York County this week and has disposed of over 200 bales 1920 Florida of the better grades.

Jack Minhoff of Minkoff Tobacco Co., local jobbers, is in New York buying tobacco for his ever increasing trade.

A. L. Schreiner of this city, one of the oldest and shrewdest tobacco buyers in the county, told the writer that he has driven for two weeks through the county and was unable to buy a single crop of tobacco. Mr. Schreiner said the tobacco looks healthy and of good body but the burn of the tobacco doesn't suit him well enough for him to put his money in a packing. He says later on when the tobacco is more matured he may buy, providing the curing improves the burn.

E. S. Brill of Wm. S. Brill & Son, of 173 Water St., New York, was here last week looking over the 1921 tobacco in farmers' hands with an idea of future purchases.

The county was visited by a severe snow storm and wind storm on Wednesday last. It was a small blizzard and temporarily paralyzed traffic over the entire county.

### Prize Winners

John L. Charles and Martin H. Good carried off first prizes at the tobacco exhibit held in connection with the annual meeting of the Lancaster County Tobacco Growers' Association held at the Stevens' House last week. There were twenty-eight exhibitors and twice that many exhibits. The judges were Milton H. Ronck, L. H. Nolt and Jacob Bowman. Mr. Charles won the first prize in the seed leaf filler class, the Willow Farms taking second, and H. S. Hershey, East Pittsburgh, third. There were a number of other exhibitors. The tobacco growers went on record as opposing the transfer of the Bureau of Markets from the Department of Agriculture to the Department of the Interior. A letter warning the farmers of a possibility of such a change was read by H. C. Reinhold, from Gifford Pinchot, former chief of the Forest Service under the administration of Theodore Roosevelt.

Secretary Olson was directed to voice protest to Congressman W. W. Griest and the newly appointed Senator Geo. Wharton Pepper of Philadelphia.

"Lancaster County tobacco growers will have to fight for their right to grow and sell tobacco," said Representative Joseph T. Evans, to the members of the Lancaster County Tobacco Growers' Association at their annual banquet at the Stevens House Monday evening. "The time is near when the growers will have to provide committees to combat the influence of the anti-tobacco committees in legislative halls in order to preserve the life of the industry that lies nearest the heart of the 'garden spot.'"

### Anti-Legislation

"Already," Representative Evans told the growers, "legislation has been started against the use of tobacco, and that means an indirect opposition to tobacco growing." Every grower who attended the meeting was optimistic enough to say the 1921 crop was the best raised in years.

All crops are said to be curing nicely, stripping is in progress all over the county, and reports are that tobacco is selling as high as 17 cents per pound. The prevailing price is 15 cents and the bottom price 11 cents per pound. Sixteen cents was the average price paid by dealers around Lampeter, and at Landisville a crop was sold at 17 cents.

Dealers around Oregon are paying about 15½ cents per pound.

### Factories Busy

The cigar manufacturers are opening up the year nicely. York County reports business brisk and all factories are working to their capacity. Idle cigar-makers are a thing of the past in that section and everything looks bright, business seems to be getting in a healthier condition and the writer looks for a banner year in the cigar and tobacco business in this section.—DICKIE.


LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

*Write Us* if you need
PENNSYLVANIA
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MAJAGUA
REMEDIOS

# Cleveland Cleaning Up Left-Over Odds and Ends

## "Prior-to-Inventory" and "After Inventory" Sales Are All the Rage—Big Holiday Business Made "Hangers-On" Extremely Limited in Number—Dealers Have Practically No Reserve Stocks On Hand—Must Replenish Shortly.

CLEVELAND, Ohio, Jan. 10.—Now that the year's business is over and one of the biggest holiday sessions ever is packed safely away, inventory time is here, "prior-to-inventory" sales and "after-inventory" sales are all the rage with Cleveland dealers. In these sales, all odd lots and discontinued sizes are being shown, besides the regular stock. All "leftovers" in holiday packings (which are very, very few) are also being offered. This means that dealers will be rid of all "hangers-on" and will have a very light stock to "tackle" in their inventory.

It also means something more; it means business, with a capital "B." Cleveland dealers could not anticipate such a wonderful holiday business; they bought in small amounts, in quantities just large enough for immediate needs. They find themselves with very small stocks, with almost no reserve stock. They must buy and they will. After inventory things must open up and many a salesman will wear out his pencil taking orders from Cleveland dealers.

### A. D. Goodman to Distribute T. R. Cigars

The A. D. Goodman Co., local jobbers, have taken on the distribution of T. R. cigars for Cleveland and vicinity. The T. R. is made in Detroit by the Great Lakes Cigar Mfg. Co. and has been a popular seller in this market for some time. The 10-cent size, a Sumatra-wrapped Havana blend, is to be strongly featured. Al F. Kessler, Ohio representative of the T. R. factory, will work with A. D. Goodman's live "bunch" of order getters and a large business for 1922 is assured. Mr. Goodman is one of the pioneers in the cigar game in Cleveland and is sure to put the T. R. cigar over big.

### Pyle & Allen Specials

The Pyle & Allen Co. is this week offering to cigar lovers two specials in the shape of Charles Boniface and Centrosa, two for a quarter size, at five for thirty cents, or $3 per box of fifty.

### To Open New Store

Krohngold, Barsky & Weiss are to open a cigar business in the New Woodland and Fifty-fifth Street Market. Morris Gordon will also open a cigar stand in this same market. This new market is without a doubt one of the best locations in the city.

### Mazeltoff

Mr. Webb, he of the "fiery" hair, with the Walding, Kinnan & Marvin Co., of Akron, recently joined the ranks of the benedicts. Yes, "Red" is married. Sincerest congratulations and best wishes from the trade, "Red." In other language, Mazeltoff.

### A Visitor

Included in the small list of visitors for this week is our old friend, Herman Werth. Herman is with the Rauch Cigar Co. of Indianapolis, who make the Lincoln Highway cigar. Herman is pushing things hard here in Cleveland and is sure that in a very short time the Lincoln Highway will take its place among the "best sellers."

### A Boost

Regarding TOBACCO's Porto Rican number, many tobacco men were kind enough to say that it was the best of its kind they had ever seen. It surely was "great stuff." "Every little particular was perfect, the accounts interesting and the information accurate and timely," said one dealer about the issue. It sort of "hit the spot," as another dealer put it. It seems that most everybody in buying, selling and smoking cigars has forgotten everything about the country in which the material of these cigars is grown. Hence, when this information is put forward in a clear, interesting way in an issue of superlative attractiveness, it is bound to "hit the spot."

### A Challenge

Boy, page Jack Dempsey and hand him this:

"I can whip any man my age in the United States," emphatically declares "Colonel" H. C. Pyles, seventy-seven, a farmer residing near Poplar Bluff, Mo. "The reason is because I have chewed tobacco since I was knee high to a duck. I've never lost but one tooth, and you can tell the world that tobacco is the cause. The stronger the weed the better."

### Elks' Club Disbanded

The Elks' Club of Cleveland is to be no longer; in other words it is to be disbanded. Included in the membership of the Elks are many tobacco men throughout the city.

### An Expected Visitor

Stephen Hertz, vice-president and sales manager of the Reynaldo Cigar Co. of Reading, Pa., is expected in town any day now. Mr. Hertz will confer with Van B. Winters, local representative, and the Baer-Wolf Co. local distributors on plans for this year. 1921 was a big year for Reynaldo's, 1922 is to be a still bigger one is the opinion of all three.

### Ed Weinberger Resigns

Ed Weinberger has resigned his position with the Weideman-Fries Co., local jobbers. Ed has been with this company for such a long time that one and the other have become almost synonymous. Ed has given us no information, as yet, as to his plans for the future.

### New Packings

Two new packings of San Felice, de-

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE:
222 PEARL ST., NEW YORK
WAREHOUSE
HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

signed for the holidays, are to be carried through the year. These are the pocket pack, ten in a package, wholesaling at $60 with retail at 75 cents, and the Little San Felice, a new one, which comes at $28 and sells ten for 35 cents in a package. The Weideman Co. jobs these cigars in this territory.

### New El Roi-Tan Man

Ralph S. Williams is the new man on the job here for Seidenberg & Co. on El Roi-Tan cigars. Mr. Williams is a hustler; Roi-Tans always please, and the G. B. Scrambling Co. are the distributors. These three all go to make up that always looked for "success."

### Proudest Cigar Man

Bert Bishop, with the Moos Co., is without a doubt one of—no, he is *the* proudest cigar man in the United States. The reason? No, for once, it is not a baby. When Bert is at home and also when Warren G. Harding is at home, down at Marion, Ohio, they live next door to each other. Their homes, at least, are adjoined. Bert still keeps Warren supplied with cigars and the White House humidor is never devoid of Chancellor cigars.

### Doing Finely

The J. Rigby Co. of Mansfield, Ohio, is one of those places that always seem to do a wonderful, and always have done, a wonderful business. Rigby's 5c Value and the Rigby's Rough Havanas, which are put up in tins at two for 15 cents, are two brands which are to be found on every counter.

### Around Town

Val Keough of the Preferred Havana Tobacco Co. if off on a short trip to Buffalo. Val had a big year on Henry the Fourths, but expects a still bigger one this year.

Gus Newall is reported in town this week. Gus and his cigars are always welcome visitors.

### Marshall's Headliner

The Marshall Drug Co.'s big headliner this week is that popular eight-cent cigar, the Decision. Decisions seem destined for another big year. The Marshall Drug Co., through its many stores, is an extremely large cigar distributor, and being featured by them is no small distinction. The Decision is made here by the Mendelsohn Co., who makes, also, the Paramount cigar, both being distributed by the Baer-Wolf Co.

### An Attractive Display

One of the most attractive displays of the week was at Fred Gollmar's store in the Arcade. Five-cent goods predominated the list, the following brands being included: Luis Martinez, Planco, The Same, El Modelo and Garcia Smokers.

### Its Place in the Sun

Harry Burrows, that hustling vendor of Herbert Tareytons and Serene, is to be congratulated on putting these brands to the fore among the best sellers in cigarettes and smoking tobacco.

### Another Pair

Mr. Greenwald, that hustler for G. B. Scrambling Co., has bought another pair of gloves. His other pair is all worn out. The reason? Taking them off to write orders for La Palinas and Roi-Tans.

### Buys Pyle & Allen Store

Billy Wohl, for twenty years district manager here for the United Cigar Stores, has bought the Pyle & Allen store at East Ninth and Vincent avenue. This is a good location, the owner is well known throughout the city for his business-like methods, and there is no reason why this new venture should not be a complete success.

### A Dreamer

Mr. Grossman, of the Wallace & Schwarz Co., has joined the ranks of those who believe in dreams. A dream he had the other night was the cause of his belief. In this dream there was a parade of all the brands of cigars. Leading them all was Robert Burns, mounted on a White Owl. Be it as it may, Robert Burns and Owls are surely two of Cleveland's favorites.—HERB.

## Settled Down to Steady Pace

CLEVELAND, Ohio, Jan. 14.—Cleveland has already settled into its stride for the year. It has already thrown off that holiday yoke and with that spirit of 1921 depression long since discarded, has hit its pace for 1922. The past week was a regular "business" week. It saw more salesmen in town, more buying by the dealers and by the consumers than did many a previous week. It was a highly successful week—one of the fifty-two that make up this year. Yes—we chirp once more—this year 1922 sure looks like a winner. And if all these tobacconists get together and show some "pep" and teamwork, it cannot help but be a winner—it's got to be, that's all.

### "There'll Be a Hot Time"

Cleveland dealers are waiting anxiously for the opening of the year's Auto Show. This event, a yearly one, has long been a banner period for Cleveland dealers. They remember well, that extraordinary business they did at this time last year and believe that this year will be no exception, to say the least. Besides the glamour of business, the boys are anxious to see "just who" will break out with new gas buggies. Every year quite a number of the more fortunate fellows trot around in new "hacks" after the exhibition.

### A Big Campaign

The Mendelsohn Co., Inc., is surely putting across a wonderful advertising campaign on their popular Paramount cigar. This campaign is nation-wide in its scope and embraces almost every known form of advertising. A most novel plan was carried through last week. To clinch matters aroused through advertisements in the Minneapolis and St. Paul dailies, a mammoth float was entered in a parade which was a feature of "Paramount Week." While "Paramount Week" pertained to the movies, Paramount cigars were decided-


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
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ly one of the popular features of the affair and were, indeed, among those present in a decidedly popular setting.

### Ed's New Job

Ed. Weinberger, for many years with the Weideman-Fries Co., of this city, is now with the George B. Scrambling Co., local jobbers. La Palina and El Roi Tan will be Ed's chief fortes now, and what wonders a real salesman like Ed can do with two brands like this, can only be imagined by the most imaginative of us all.

### A Stranger

Lots of the "old guard" are keeping an eye out for Manny Freeman of the S. & J. Freeman Co. It's been many a moon since the rotund Manny stuck his form into the doorway and yelled, "Hello." And the boys do miss him.

### Mr. Mitchell Leavse for New York

A. J. Mitchell, Cleveland's Garcia Grande exponent, has left for New York to confer with his house on business plans for this district. The Garcia Grande enjoys a most wonderful distribution here, through the Wallace Schwarz Co.

### The Charles Denby Cigar

The Charles Denby is one cigar that will hold its own, in regards to being advertised around town, with anyone of them all. Hardly a billboard can be passed without noticing the attractive Denby cigar ad. It surely is the "billboarded" cigar—but it pays—so says the Vincent Cigar Co. It pays in actual sales, in other words—"it pays to advertise."

### Expected in Town

Graham Davis, general manager of the General Cigar Co., of New York, is expected in town shortly. Mr. Davis is on a long business tour of the midwest section of our country and will stop at Cleveland for a few days to "talk things over" with the Wallace & Schwarz Co., the General's local distributors for Robert Burns and Owls.

### An Attractive Display

One of the most attractive displays ever spotted along Euclid Avenue, could be noted last week in the window of the Pand R. Pharmacy on East 102nd St. The featured brand was the Flor de Manuel, made by Allen R. Cressman's Sons, of Philadelphia.

### Ben Block in St. Louis

Ben Block, that hustler for Park & Tilford, is spending the week in St. Louis. The Tilford cigar, Ben's newest pet, is going just great, writes Ben, who also writes of some real honest-to-goodness snow storms. We hope to goodness Ben doesn't get snowbound.

### Revamped Price List

The Deisel-Wemmer Co., of Lima, Ohio, manufacturers of El Verso and San Felice brands, have announced their new, completely revised price lists. The San Felice, formerly sixty dollars is now fifty-eight. The San Felice five cent size is thirty-five where it used to be thirty-seven fifty. The San Felice little cigars are now twenty-four. El Verso Ambassadors are $125, the Preferred Extra Epicure size is $105. El Verso pocket package, packed 100 to the carton, is also $105. The Adjutant—Puritano Finos—size is now $90. The Weideman Co. is the local distributor for these Lima-made brands.

### A Pipe Display

A most enticing display of pipes was viewed this week at O. W. Schroeder's smoke shoppe. Dunhill pipes of all varieties were the main features. To keep pace with the high quality of these pipes, Personal smoking tobacco, Folk Tobacco Co.'s aristocratic package, was also featured.

### Another Change

Got a letter from O. R. Thompson, the other day. "Tommy" says that from now on he's with the Morgan Cigar Co., and their Juan de Fuca cigar. "Tommy" was formerly with J. Shafer, of Dayton, Ohio, who makes the Lee Costa brand. Thompson's many friends here all wish him the utmost success in his new associations.

### One of Sandusky's Best

One of the best cigar stores in Sandusky—that's the title of H. H. Ritter & Sons' store. All standard brands are featured in all sizes. The big headliner this week was the popular Admiration cigar which the Ritters featured in their windows.

### Going Big

A boost is due and here it is, F. Garcia & Bros.' brands are going "great guns." They're sure repeaters for they have the goods. All leading stores, stands, and clubs are ready to back F. Garcia & Bros. to the end.

### Big Time Jobbers

Ledale & Shafer—those Elyria boys—are showing the natives some real work and speed in the last few weeks. The result—increased business and a happier outlook on life. The El Dallo cigar was the big purpose behind it all, this week.

### In New York

Val Keough of the Preferred Havana Tobacco Co., is still on his business sojourn in New York. Val writes back to tell us that 1922 will be a most joyous one for him and Henry the Fourth, if things keep on humming as they have started.

### An Expected Visitor

Herb Mesick, that genial Cuesta Rey hustler, is expected in town any day now. Herb is always welcome—as welcome as the fellow who comes to pay back that borrowed five spot. Look us up when you get in, Herb.

### Some Mendelsohn Doings

Grover Mendelsohn is preparing for a trip farther west. The trip, which will last for several weeks, will include St. Louis as a principal stopover. Max Mendelsohn is expected back from New York about the time son Grover leaves.

### Another Expected Visitor

Walter Arnheim, president of the Rinaldo Cigar Co., is expected in town toward the latter part of the week. Mr. Arnheim will "talk things over" with the Baer-Wolf Co., his local distributors.

### Slash Cigarette Prices

Reduction of 20-cent brands of cigarettes to 18c is spreading rapidly through Cleveland. Fred. B. Wittes, Ed. C. Keyes and W. P. Southworth have long since cut their prices and these places were joined by all Marshall drug stores, Clark restaurants, some department stores and suburban stores.—HERB.

## Batavia Sales

BATAVIA, O., Jan. 14.—The Batavia Burley Tobacco Market held three good sales this week, and all were very satisfactory to the sellers. Practically all of the offerings went to the four big companies. Nondescripts sold at $2.50 to $4.90 per hundred. Common smokers at $6.75 to $10 per hundred. Tips at 10 to 16 cents. Trashes, 14 to 26 cents. Short reds, 14 to 23 cents. Lugs, 23½ to 28½ cents. Red leaf, 30 to 43 cents, while bright leaf went at 35 to 53 cents.

Figures for the three sales were as follows:

**Monday**

| | Pounds. |
|---|---|
| Total offerings | 48,600 |
| Rejections | 3,555 |
| Sold | 45,045 |
| Average | $20.41 |

**Wednesday**

| | |
|---|---|
| Total offerings | 87,590 |
| Rejections | 3,095 |
| Sold | 84,495 |
| Average | $24.44 |

**Friday**

| | |
|---|---|
| Total offerings | 68,290 |
| Rejections | 5,205 |
| Sold | 63,085 |
| Average | $25.61 |

CHAS. A. DAVIS.

### Destroyed by Fire

ST. PAUL, Minn.—The Egloff Tobacco Shop has been burned out.

### To Open New Store in Appleton

APPLETON, Wis.—Henry Wolters is to open a cigar store on Oneida street.

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Tobacco from Cuba**

*S. S. Yucatan* .....—Jan. 15

Bales

Julio Mailhos, Buenos Aires..... 574
F. Lederer ..... 50
W. K. Gresh & Sons (Norristown, Pa.) .....10 barrels
N. Y. & Cuba Mail S. S. Co.....1 case

**Cigars from Porto Rico**

*S. S. Cananova* .....—Jan. 15

Cases

United Cigar Stores Co..... 35
Porto Rican-American Tob. Co... 92
Rosenstadt & Waller..... 3
American Express Co..... 2

*S. S. Maracaibo* —Jan. 16
Infanzon & Rodriguez.....31 Cases

**Tobacco from Porto Rico**

*S. S. Cananova* .....—Jan. 15

Bales

J. Cohn & Co., Inc..... 31
American Cigar Co..... 48
I. Lewis Cigar Mfg. Co..... 75
Universal Leaf Tobacco Co..... 30
Nitrate Agencies Co..... 1
Rosenstadt & Waller..... 44

Barrels

Selgas & Co..... 175
J. Cohn & Co., Inc..... 38
Universal Leaf Tobacco Co..... 100
American Sumatra Tobacco Co... 510
Nitrate Agencies Co..... 8
Pedro Costa ..... 62

**Tobacco from Cavalla**

*S. S. River Araxes* .....—Jan. 9

Bales

Universal Leaf Tobacco Co.....5,000
Liggett & Meyers .....4,768
Irving National Bank .....1,166
American Tobacco Co..... 356
Pepastrato Bros. ..... 900
M. Athanasion ..... 776
Equitable Trust Co.....1178
A. Sastun & Co..... 125
P. Lorillard Co..... 189
Standard Commercial Co..... 263

**Tobacco from Dedeagatch**

*S. S. River Araxes* .....—Jan. 9
British-American Tob. Co. ....3,659 bales

**Tobacco from Smyrna**

*S. S. Beckenham* .....—Jan. 11

Bales

Tobacco Trading Finance Corp.. 267
National City Bank..... 750
American Tobacco Co. .....1,425

**Tobacco from Malta**

*S. S. Bacchus* .....—Jan. 11
Pitt & Scott.....2 cases

**Tobacco from Bremerhaven**

*S. S. George Washington*....—Jan. 14
Henzel, Bruckmann & Lorbacher, 1 case

**Tobacco from Hamburg**

*S. S. Orduna* .....—Jan. 13
Balfour, Williamson & Co...333 bales

**Tobacco from Alexandria**

*S. S. Urbino* .....—Jan. 13
Yussef-Maalouf .....25 bales

**Tobacco from Rotterdam**

*S. S. Noordam* .....—Jan. 16

Bales

H. Duys & Co., Inc..... 222
John De Vries..... 12
E. Rosenwald & Bro..... 9
John De Vries.....1 case

**Cigarettes from Port Said**

*S. S. Lorenzo* —Jan. 15
John Wagner Sons (Philadelphia, Pa.) .....1 Case

**Cigarette Paper from Marseilles**

*S. S. Roma* —Jan. 9
P. J. Schweitzer.....13 cases

*S. S. Fenchurch* —Jan. 7
P. J. Schweitzer.....50 cases

**Cigarette Paper from Havre**

*S. S. La Touraine* —Jan. 7
American Tobacco Co.....54 cases

*S. S. Paris* .....—Jan. 15

Cases

Surbrug Co. ..... 35
American Tobacco Co..... 118

*S. S. Rochambeau* .....—Jan. 14
American Tobacco Co.....54 cases

**Cigarette Paper from Danzig**

*S. S. Estonia* —Jan. 7
C. B. Richard & Co.....9 cases

**Cigarette Paper from Bordeaux**

*S. S. Ohio* .....—Jan. 15
American Tobacco Co.....400 cases

*S. S. Pipestone County* .....—Jan. 16
R. J. Reynolds Tobacco Co. (Winston-Salem, N. C.).....240 cases

**Cigarette Paper from Dunkirk**

*S. S. McKeesport* .....—Jan. 15
Liggett & Myers Tob. Co....198 cases

**Cigarette Paper from Genoa**

*S. S. Taormina* .....—Jan. 14
R. F. Downing & Co.....50 cases

**Cigarette Paper from Barcelona**

*S. S. Manuel Caloo* —Jan. 14

Boxes

J. Victori & Co..... 4
Hard & Ritter ..... 5

**Cigarette Paper from Hamburg**

*S. S. Watsness* —Jan. 15

Cases

Atlantic Forwarding Co..... 4
Knauth, Nachod & Kuhne..... 4

**Cornhusk Cigarette Wrappers from Rotterdam**

*S. S. Noordam* .....—Jan. 16
Heidelbach, Ickelheimer & Co. (in transit) .....17 cases

**Licorice from Bordeaux**

*S. S. Ohio* .....—Jan. 15
F. B. Vandegrift & Co.....7 cases

**Licorice from Havre**

*S. S. Paris* .....—Jan. 15
Clement Rueff .....17 cases

**Pipes from Havre**

*S. S. Paris* .....—Jan. 15
F. S. Lederer.....3 cases

### Buys City Smoke Shop

BUCYRUS, O., Jan.—H. A. Biebighause, deputy county auditor, has purchased the stock and fixtures of the City Smoke Shop.

### To Open Cigar Store

PEEKSKILL, N. Y.—Joseph E. Braverman is to open a cigar store on South street, in the Peekskill Theatre building.


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Clear Havana
Cigar Factory

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de
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and

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Distributors for
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# Connecticut Tobacco Still in "Backward Class"

## Buyers a Bit Bashful, Too—American Sumatra Co. May Soon Become the Leader of an Animated Buying Campaign—Shade Acreage Increased—Growers to Exhibit Samples of Product—Percival R. Lowe and Wm. R. Israel to Pass Judgment.

HARTFORD, Jan. 14.—Very little activity has been noticed in the tobacco market the past week. Buyers seem to be still holding off from going into the field with any great rush, and are only picking up the new crops just to keep their warehouses going with small "gangs" where they have them open. It is very unusual to see so little activity in warehouses as there is at the present time, and with so many still closed down in this vicinity.

### Assorting in Broadleaf Section

Many growers who usually sell in the bundle have started assorting in the broadleaf section. In the Havana section more lots have been sold, yet there is considerable laying back in the growers' hands unsold.

Growers are at a loss to understand why the buying movement in the broadleaf section is still being delayed. It appears as if there is a determined effort on the part of the buyers to get the crop at a very low figure, and if it be sold at the prices that the buyers are willing to pay, it certainly means a heavy loss to the growers, as the 1921 crop was not produced at low cost.

### Growers Not Over Sanguine

The growers seem not to expect to make a big profit on the crop, and realize that the markets of the world are much lower, but they believe that they are at least entitled to get back the cost of production, and unless they can do this, they will either be forced to quit the business, or else grow their crops so that they can sell them at the "market prices."

The next few weeks will determine what they will do, as they have to arrange their details for supplies right away, and cannot wait until next June before making a start.

### May Shortly Start Something

It is said that the American Sumatra Tobacco Co., which it was thought earlier in the season, would not buy 1921, will be in the market and that their buying operations will start shortly.

It is expected that the general buying movement will get under way quickly, as up to the present time, the buyers of Broadleaf have said that the American Sumatra Co. was not going to buy Broadleaf this year; each seemed to be watching the other's movements.

There is some call for 1920 Brokes at a "price," and some deals are expected to be closed the coming week.

There is also a demand for green fillers, and peddlers are picking them up at the growers' doors paying a "nickel" per pound.

### Shade Statistics

Recent figures compiled show that the increase of shade in 1921 was considerably more than was grown in 1920.

The growers and acreage were as follows:

| | 1920 Acreage | 1921 Acreage |
|---|---|---|
| American Sumatra Tobacco Co. | 2,350 | 2,383 |
| Steane, Hartmen & Co. | 475 | 575 |
| Hatheway & Steane | 425 | 438 |
| E. Bach & Son | 350 | 400 |
| C. H. Spitzner & Son | 270 | 390 |
| Conn. Sumatra Tobacco Co. | 340 | 360 |
| Meyer & Mendelsohn | 300 | 345 |
| W. S. Pinney & Co. | 175 | 325 |
| L. B. Haas & Co. | 200 | 325 |
| Allied Tobacco Co. | 240 | 300 |
| Fassler & Silberman | 230 | 298 |
| American Cigar Co. | 130 | 200 |
| Hinsdale, Smith & Co. | 50 | 200 |
| A. N. Shepard & Son | .... | 100 |
| P. Lorillard Co. | 40 | 100 |
| Manning & Kahn | 50 | 100 |
| G. Falk & Bro. | .... | 100 |
| H. Oppenheimer & Co. | 70 | 96 |
| L. Wetstone | 160 | 115 |
| A. Mitchelson | 35 | 40 |
| L. Gershel | .... | 45 |

### Connecticut Tobacco Exhibit

The Connecticut Leaf Tobacco Association of Hartford, together with the New England Tobacco Growers' Association will exhibit samples of all varieties of Connecticut tobacco at the State Armory, Hartford, for four days, beginning January 25, 1922. This exhibit will run in conjunction with the annual State Agricultural Exhibit.

In the announcement issued by Everett P. Brewer, display manager, Mr. Brewer says:

"It has been decided to have this tobacco exhibit one of the finest ever given in this section, and the tobacco growers and packers are invited to display sample hands of their tobacco, for which first, second and third prizes are offered in the following classes:

Class 1. 1921 Conn. Shade Grown Tobacco.

Class 2 1921 Conn. Primed Havana Seed Tobacco.

Class 3. 1921 Conn. Havana Seed Stalk Cured Tobacco.

Class 4. 1921 Conn. Broadleaf Tobacco.

Class 5. 1921 Conn. Round Tip Tobacco.

"To qualify for competition, exhibits must conform to the following regulations:

Class 1. Shade Grown Tobacco, 2 Hands, 2nd Priming 16-inch L Grade.

Class 2. Primed Havana Seed Tobacco, 2 Hands, 2nd Priming 20-inch L Grade.

Class 3. Havana Seed Stalk Cured Tobacco, 4 Hands, 22-inch L. W. Grade.

Class 4. Broad Leaf Tobacco, 4 Hands, L. W. Grade.

Class 5. Conn. Round Tip Tobacco, 2 Hands, 18-inch L Grade.

"First, second and third prizes in each class will consist respectively of embossed certificate with ribbon.

"All farmers who take pride in growing good tobacco are requested to enter samples of their product and it has been suggested that these sample hands may be selected at the tobacco warehouses where the tobacco is to be delivered, thus insuring a uniform selection as to the size of the hands to be exhibited.

"The judging of this tobacco will be done by Percival Lowe of New York and William R. Israel of Hartford.

"The above gentlemen are well known tobacco experts."

## Grading Burley Tobacco

LEXINGTON, Ky., Jan. 14.—President Richard M. Bean, of the Louisville National Bank, and a delegation of Louisville tobacco men composed of John Englehard, Casselberry Dunkerson and Frank O'Bryan, today went over the official grades of the Burley Tobacco Growers' Co-operative Association with President James C. Stone and Director of Warehouses Ralph M. Barker and in conference with these officials of the burley association arrived at the values the Louisville banks will place upon each of the grades of the tobacco held by the association as the basis for loans to be made to the association to be used to advance to the growers on the delivery of their crops. The values by grades, as agreed upon for loaning purposes were not made public.

President Bean represented the banks of Louisville, which already have agreed to advance to the association for its use in advancing money to the growers on delivery of their crops their limit under the banking laws, which will be about $1,500,000. The tobacco men are all experts on tobacco values and among the best judges of tobacco in the burley district.

Both President Stone and Director Barker said the values agreed upon, in their opinion, were fair and reasonable and that the growers would be satisfied with the decision reached.

# Tobacco Exports from New York

**Custom House Figures for November, 1921**

### Leaf Tobacco

| | Dollars | Pounds |
|---|---|---|
| Austria | 4,445 | 29,634 |
| Belgium | 97,899 | 479,480 |
| Denmark | 21,570 | 113,778 |
| Finland | 1,000 | 2,760 |
| Germany | 92,448 | 248,014 |
| Italy | 9,050 | 15,980 |
| Malta | 15,472 | 60,347 |
| Netherlands | 9,647 | 29,279 |
| Norway | 12,860 | 30,800 |
| Portugal | 11,698 | 76,862 |
| Spain | 119,564 | 1,935,810 |
| Switzerland | 2,689 | 7,955 |
| England | 23,762 | 107,951 |
| Ireland | 998 | 6,550 |
| Panama | 484 | 944 |
| Newfoundland | ... | 890 |
| Barbados | ... | 1,993 |
| Trinidad | 7,634 | 20,992 |
| Other Br. W. Indies | ... | 19,381 |
| Danish West Indies | 1,818 | 7,970 |
| French West Indies | 3,225 | 22,724 |
| Haiti | 25,176 | 110,738 |
| Argentine | 3,179 | 10,256 |
| Brazil | 2,256 | 3,364 |
| Colombia | 3,951 | 7,158 |
| British Guiana | 5,596 | 24,932 |
| Dutch Guiana | 850 | 4,016 |
| French Guiana | 375 | 1,385 |
| British India | 25,776 | 33,146 |
| Australia | 448 | 560 |
| New Zealand | 855 | 2,234 |
| British West Africa | 218,360 | 675,940 |
| British South Africa | 8,354 | 6,506 |
| British East Africa | 970 | 3,889 |
| Canary Islands | 10,541 | 54,117 |
| French Africa | 70,631 | 350,533 |
| Liberia | 5,708 | 21,065 |
| Portuguese Africa | 1,534 | 5,115 |
| Spanish Africa | 1,952 | 6,808 |
| Egypt | 646 | 4,039 |
| Far East Rep. | 140 | 500 |
| | 829,234 | 4,545,430 |

### Tobacco Stems and Trimmings

| | Dollars | Pounds |
|---|---|---|
| Netherlands | 490 | 17,806 |
| Total | 490 | 17,806 |

### Cigarettes

| | Dollars | M |
|---|---|---|
| Denmark | 60 | 50 |
| France | 168 | 10 |
| Germany | 14,764 | 3,328 |
| Italy | 3,940 | 410 |
| Sweden | 606 | 135 |
| England | 459 | 57 |
| Bermuda | 917 | 147 |
| Canada | 150 | 50 |
| Costa Rica | 1,310 | 313 |
| Nicaragua | 1,195 | 260 |
| Panama | 49,066 | 11,449 |
| Mexico | 2,026 | 242 |
| Miquelon | 150 | 50 |
| Canary Islands | 823 | 180 |
| Trinidad | 80 | 16 |
| Other Br. W. Indies | 1,083 | 463 |
| Cuba | 2,065 | 400 |
| Danish West Indies | 1,854 | 451 |
| Dutch West Indies | 385 | 98 |
| Haiti | 6,110 | 1,396 |
| Santo Domingo | 5,154 | 1,170 |
| Argentine | 1,960 | 400 |
| Colombia | 3,948 | 832 |
| Dutch Guiana | 736 | 175 |
| Uruguay | 168 | 40 |
| Venezuela | 33 | 8 |
| China | 3,067 | 330 |
| Esthonia | 3,252 | 3,126 |
| British India | 8,050 | 2,410 |
| Japan | 1,200 | 100 |
| Philippine Islands | 263 | ... |
| British W. Africa | 130 | ... |
| British E. Africa | 737 | 750 |
| Portuguese Africa | 145 | 50 |
| Egypt | 170 | 40 |
| Poland | 190 | 84 |
| Palestine | 100 | 50 |
| | 116,514 | 29,164 |

### Cigars

| | Dollars | M |
|---|---|---|
| Greece | 67 | 1 |
| England | 150 | 1 |
| Uruguay | 450 | 10 |
| | 667 | 12 |

### Plug Tobacco

| | Dollars | Pounds |
|---|---|---|
| Denmark | 1,189 | 2,642 |
| Germany | 11,303 | 24,465 |
| Sweden | 11,407 | 14,676 |
| England | 4,235 | 4,200 |
| Scotland | 390 | 390 |
| Bermuda | 27 | 25 |
| Nicaragua | 6 | 12 |
| Panama | 1,768 | 3,969 |
| Mexico | 44 | 67 |
| Newfoundland | 864 | 2,400 |
| Barbados | 1,258 | 2,796 |
| Jamaica | 200 | 528 |
| Other Br. W. Indies | 2,118 | 4,875 |
| Cuba | 7,085 | 22,160 |
| Danish West Indies | 6 | 12 |
| Dutch West Indies | 1,149 | 2,550 |
| Haiti | 158 | 288 |
| Santo Dominngo | 201 | 349 |
| British India | 139 | 240 |
| Australia | 559 | 860 |
| British E. Africa | 147 | 352 |
| Canary Islands | 510 | 1,120 |
| | 44,763 | 88,973 |

### Smoking Tobacco

| | Dollars | Pounds |
|---|---|---|
| Belgium | 500 | 2,387 |
| France | 19 | 11 |
| Germany | 2,257 | 3,441 |
| Gibraltar | 9,727 | 95,575 |
| Norway | 430 | 500 |
| Sweden | 1,569 | 1,996 |
| England | 90 | 50 |
| Bermuda | 196 | 349 |
| Costa Rica | 65 | 100 |
| Panama | 4,868 | 6,471 |
| Mexico | 198 | 190 |
| Newfoundland | 4,117 | 4,551 |
| Jamaica | 275 | 266 |
| Other Br. W. Indies | 215 | 445 |
| Cuba | 3,196 | 3,433 |
| Danish West Indies | 182 | 204 |
| Dutch West Indies | 15 | 50 |
| French West Indies | 15 | 10 |
| Haiti | 668 | 769 |
| Santo Domingo | 1,681 | 1,913 |
| Argentine | 627 | 925 |
| Chile | 2,330 | 50,368 |
| Colombia | 92 | 90 |
| Venezuela | 44 | 48 |
| China | 160 | 100 |
| British India | 67 | 150 |
| Japan | 315 | 500 |
| British Oceania | 80 | 31 |
| Philippine Islands | 61 | 54 |
| | 34,009 | 174,977 |

### Other Manufactured Tobacco

| | Dollars |
|---|---|
| Belgium | 7,984 |
| Germany | 7 |
| Gibraltar | 3,745 |
| Netherlands | 3,350 |
| Costa Rica | 86 |
| Panama | 1,728 |
| Mexico | 984 |
| Newfoundland | 19 |
| Other British West Indies | 187 |
| Cuba | 1,348 |
| Santo Domingo | 20 |
| British West Africa | 460 |
| | 19,868 |

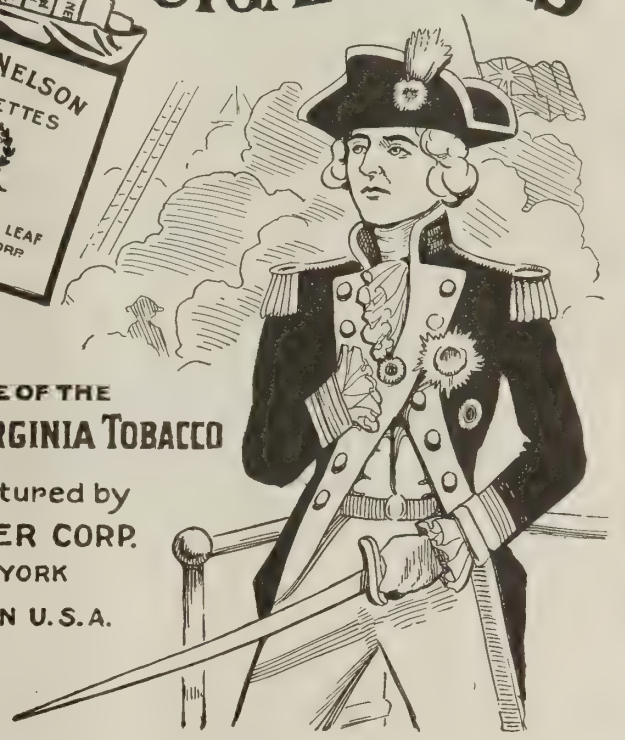
## Gum News

The well-known cigar gum firm of F. E. Richardson & Co., with offices at 114 John street, New York, has announced a reduction in the prices of Gum Tragacanth. While most of their customers prefer the widely used brand of powdered gum, "The Perfect Cigar Gum," a certain percentage of the cigar manufacturers are partial to Gum Tragacanth. The Richardson company has recently added to the staff of representatives G. F. Schafer, a cigar gum specialist. Mr. Schafer covers the States of New York, Pennsylvania, and Ohio, and, notwithstanding the seasonable depression, he continues to send in many good orders for the Richardson gums.


SMOKE

LORD NELSON

CIGARETTES



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THROUGH ANY
REGULAR
JOBBER

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CLARENDON ROAD & EAST 37TH STREET
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HIGH GRADE
CIGAR LABELS
AND
BANDS
170 WEST RANDOLPH ST., CHICAGO, ILL
723 BRYANT STREET, SAN FRANCISCO, CAL.


# Up-State Starts Year in Saunter, May Soon Canter!

**Everyone at Tape, Ready for Fast Furlong or So—Still Much Weight to Carry—Crossed Fingers O'Red and Black for Mac—What Can You Do With Fifty Cents?—Ye Lord Mayor—Jawn's Monogram—Page P. T. Barnum, Please!**

NEW YORK STATE CAPITOL DISTRICT
Thrift-Week, 1922.

"Gimminy cripes, Sam, what's wrong now?" Jim Stubb inquired rather anxiously, as Sam Ash banged the cash register shut with such a severe slam that the very foundations o' Stubb & Ash, Inc., rattled. "Did someone tell you that this thrift-week was to be continued over into next week, too?"

"Whadyemean thrift-week?" yelled Sam Ash, peevishly throwing the firm's only cigar-box opener down behind the counter where Jim couldn't reach it, "Ain't we had it these here thrift-weeks ever since last Fourth o' July? Mebbe yuh should show me, y'unnerstan, where business is anney better now than it was last summer, hey?"

"No, no, Sam, you got me wrong," corrected Jim Stubb, driving a tack in the last remaining seat o' the ancient and honourable Hot Chair Club. "What I meant to tell you was that this is Ben Franklin's birthday week, and that every smoker has been asked to set aside his tobacco jack for bootleg-boozana or somethin.'"

**Mac Writes with Two Pencils to Onct!**

"And yet trade is pretty fair with us," admitted A. J. McAvoy, credit manager for the Dearstyne Brothers Tobacco Co., as he came in time to hear the end o' the argument. "Not so good, of course, as it ought to be to declare a large stock dividend, but still surprisingly good for this time o' year.

"Cash collections are not so nice, however. That is why we aim to keep right after some delinquent customers who still believe that three or four months is about right for a wholesale tobacconist's terms.

"So, to eliminate this impression, and at the same time properly check each order for discounts and allowances, I always work with two pencils. One is black, the other red. See these callouses between my two first fingers on the right hand? Well, there's where I keep 'em crossed, just about all day long, to check off revisions.

"This method, I find, gives me instantaneous use of either pencil for rapid work. Down on the desk, or behind the ear, won't do. For when you want 'em most they are temporarily mislaid under a stack o' papers, perhaps. Will Dearstyne thinks I'm a nut to rush along that way, but unless I do, the six o'clock mail would be out sometime around midnight, I imagine."

**Fifty Cents Is Circus Money, Anyway!**

"Thru the mail this week I received great news," smiled P. V. Doyle, G. H. Q. boss o' the cigarette section, Liggett & Myers' Capitol District crew. "Fifty cents reduction was made on Fatimas, Chesterfields and Piedmonts. Jobbers were immediately notified.

"This week, after the road boys came back from the holiday vacation, we started out on a local campaign with Chesterfield tens. Next week, Ennis, Groom, Puff and Stevens take up their regular territories. Business will be better as the year swings along. It's too early for a clear forecast just now."

**Ye Lord Mayor Arrives in Towne!**

"Yes, you can't tell anything about the 1922 trade today," spoke up J. W. Stevens, the State street dealer and former mayor of Albany. "In fact, we have just completed our inventory. Retail trade is dull, but improving slowly, Manager Shaxby tells me.

"My home, you know, has been near New York for several years, but I have seriously considered returning to Albany to live if I can find suitable apartments. That's a harder job than selling cigars, I'm informed."

**Licenses Issued, for to Wed or to Bark!**

"Yeh, an' I see that Johnny Donovan now should have it a hard yob, also-as-well," added Sam Ash, selling a real customer a jar of sacrifice Christmas tobacco, red ribbon and all. "Yuh know Johnny don't spend all his time makin' them there Monogram cigars of his'n, not much.

"Fact is, Johnny made cigars and sold 'em, y'unnerstan. Likewise he should also be at one time or another President of the Board of Aldermen. That was when them democrats was in the City Hall, unnerstan me, about the time Dewey banged up Manila Bay, an' so made these here eight-cent Filipino seegars possible to sell for a nickel at a Class C profit.

"An' Johnny never forgot that. I mean his bein' president. Anyways, when these here democrats got a crack at the Eagle street palace the other day, after a absence of 22 years, the very first thing they should do, unnerstan, was to make Johnny Donovan the new City Clerk!

"So now Johnny, besides bein' a exalted Elk, an' all that stuff, y'unnerstan, is also the Utmost Potentate o' the Albany Bureau of Marriage & Dog Permits, Ltd."

**Barnum & Bailey Next, Perhaps!**

"Yep, Jawn is a popular feller in this town, you bet you!" praised Jim Stubb, counting and sorting over the belated New Year cards just now indicating a happy and prosperous season as the wish of the many traveling friends o' Stubb & Ash, Inc. "But no more so now than Cecil Jordan.

"Because Cecil went around the other day tellin' jobbers an' retailers that the R. J. Reynolds Tobacco Co. has reduced Camels to $7.50 an' Prince Albert in small tins to $1.53. This lets Jordan an' his house in on that coal tax reduction of ten cents the ton, now current with the peace dollar.

"And let me tell you, Sam, those peace dollars are the bunk! Even P. T. Barnum wouldn't ha' had the puss to put over a sterling sliver josh like them on the jewelry trade! Why those previous an' somewhat current bland sliver dollars, Sam, have 'em ragged when it comes to stackin' 'em up in a session o' crap!"

**Friday, the 13th, 1922**

"Then this would be a lucky day, Sam!" grinned Jim Stubb, looking all over the establishment of Stubb & Ash, Inc., for his favorite cigar butt number seven. "Here it is Friday, the 13th, and business ought to be smashing good after all the fast-and-famine days of the past month, eh?"

"Lucky? Say, Jim, yuh should be a opal-optimist, y'unnerstan!" glowered Sam Ash, still minus his third customer for the A. M. session of the Hot Chair Club. "Such times! Never did I ever hope to live an' see these terrible days! Why, even with the Legislature now all in town, unnerstan' me, what are they spendin', hey?"

"How can they spend anything, Sam, after what Governor Miller told 'em?" asked Jim Stubb, finally locating butt seven, and throwing it in the waste basket for a fresh apollo. "He said, y'know, that the boys on Capitol Hill really had to take the con outa economy this year!"

"Huh! Who should ever hear of such a stingy bunch?" howled Sam Ash, at last serving the third customer of the day to a two-cent stamp, and now awaiting the pleasure of the probable Number Four. "I ain't yet seen even a Canadian quarter, unnerstan', from either a Senator, let alone one of them there Assemblymen!"

**Taking That Bone Out of Bonus!**

"Oh well, they're not all close as one sardine to another!" corrected Jim Stubb, changing the Hot Chair Club seats about a bit, so the ensemble looked more like the Court O'Appeals. "Take Art Brundage, for instance. He isn't tight. Not at all. He comes down there from Newburgh, y'know, and he's one of those

## Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-presi ient.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind. New York, secretary.

Orange County Republicans who's progressive and sane.

"Re-elected after several terms in the Assembly, Art Brundage knows the Capital ropes almost so well as he knows the goods in his Newburgh jobbing house. Tobacco business and State business are run in about the same way, after all, says Art.

"So, this year, with the expensive experience of the past as a guide, Art Brundage and his fellow service men in the Assembly have merged in an association, politics-be-blowed, to promote legislation desired by all war veterans, no matter what their party.

"First of all, Sam, they elected Art Brundage the Secretary of this new amalgamation. Then a steering committee was organized to outline the dope. This has now resulted in a bill to be introduced by Assemblyman Brundage next week to be known as the Veterans' Relief Act.

"Thirty millions of dollars are to be raised by direct taxation in a period of three years to cover the cost of this outlay. Ten million is made available each year for distribution. And the remarkable part of the whole thing is, Sam, that Art has found a way to word the bill so that objectionable word 'bonus' is eliminated entirely from the Act!"

### Can't Bill Sleep Any More, Hey?

"Yes, and there's a clause in the new bonus bill which automatically exempts the State from paying a cent to us boys who pay a normal income State tax!" sighed Earl Goodrich, coming into the Hot Chair Club with a silhouette shadow right behind him. "But let me introduce you to one who cares not for a bonus, or even a bed—the Honorable William Lakin, of Waitt & Bond, Inc., who make that Blackstone cigar for the Dearstyne Bros. Tobacco Co., also incorporated.

"And what I have to say about Bill here and his bed, I can tell the world. For either Bill can't live in bed, else he really likes to work! Because no matter how early I chug-chug over to Bill's house in the sun-rising hours, there's Bill waitin' on the steps, greatcoat on his back, d'artagans on his feet, ready for the day's crunch!

"So, one morning last week, just to try him out, I asked Bill to call for me in his gas-bus. And you can bet I broke outa bed kinda early! About five-thirty, it was army-hours:

'Up in the mornin' at half-past five,
'Feelin' a darn sight more dead than alive!'

"But, after a shave, a cup o'tea, some chores around the bungalow, it was just 7:55 A. M. when I heard honk-honk in the street, and there was Bill, ready again for a grind down around the delicatessen district! I asked him how-come, if his fever was risin', or anything, and dear ole Bill merely grunted, 'Better get going, Earl, it's gettin' on, gettin' on!'"

### Where Is Rapplyea's School?

"Just some such feller, I bet yer, as Rapplyea, of the A. T. Co.," hinted Sam Ash, again finding another customer to sell, this one the fourth for the day and date. "For Rap he's a great bustler, too, y'unnerstan.

"So much so, that his crew, workin' outa here for the Schenectady boss of the American, are all gittin' to be bosses themselves, unnerstan me. First it was Cronin, o'Troy, who was promoted to a Division from Rapplyea's staff. An' now Cooley, another Troy man from Rapplyea's school, has just been assigned to the Syracuse district, unnerstan."

### Dan's Back from the Coal Mines

"Well, I just came in town from the Scranton district," announced Dan Mahoney, all the way from Park & Tilford, N'Yawk, via the Penn coal yards. "There I found business much better than I anticipated, really I did.

"Many dealers down there were entirely out of my Favorita, Telegrafo, and Rey Edouardo brands, after the holiday rush. They report the mining crews working only three days a week, but the cigar trade is very fair, nevertheless."—THE SMOKER.

## Percy Lytton Baker Takes Over Liverpool Firm

LIVERPOOL, Eng., Jan. 3.—Charles F. Edwards, for himself; the bank of Liverpool & Martins, Ltd., and William Horton, trustees of the will of F. A. Goodwin, deceased, have issued the following self-explanatory announcement, under date of Dec. 31:

"Referring to Edwards, Goodwin & Co.'s circular letter of 22nd August last advising the death of their senior partner, Frank Ambrose Goodwin, we now beg to inform you that the surviving partner, the undersigned, Charles Frederick Edwards, has decided to retire from the firm and that arrangements have been made to transfer the goodwill of the business from this date to Percy Lytton Baker, leaf tobacco importer of Rutland street, Leicester, 89 Victoria street, Liverpool, and 10 Loyds avenue, London.

"The business will in future be carried on by Mr. Baker, as sole proprietor, under the old style of Edwards, Goodwin & Co.

"Henry Stewart, who for over 40 years has been connected with the business, has been retained as manager and with him will be associated Wm. Landless, Mr. Baker's present Liverpool manager, who has also had a life long experience in the trade. Mr. Baker himself possesses an intimate knowledge of the trade, the result of many years experience, and we venture to solicit on his behalf the continuance of the friendly relationship which has so long existed between the firm and its shippers and customers.

All sums due to or payable by the old firm will be received or paid by Finney, Son, & Sadler, chartered accountants, 31 North John street, Liverpool.

"Percy Lytton Baker will sign Edwards, Goodwin & Co."

## Baltimore Market

### Sales More Than Double Receipts

BALTIMORE, Md., Jan. 12.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland—Net receipts for the first week of January, and which includes the period from Jan. 3 to 11, totaled 154 hogsheads, while 111 hogsheads additional were reinspected.

Sales footed up to 346 hogsheads, which indicates a fairly good demand prevailed, even though very few good and fine hogsheads were found among the offerings.

Ohio—We note receipts of 31 hogsheads with no sales for the first week of 1922.

### Association Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Jan. 11:

**Receipts**

| | This week | Previously | Total | 1922 | 1921 |
|---|---|---|---|---|---|
| Maryland | 265 | ... | 265 | 154 | 435 |
| Ohio | 31 | ... | 31 | 31 | ... |
| Total | 296 | ... | 296 | 185 | 435 |

Reinspections this week: Maryland, 111; to date, Maryland 111.

**Deliveries**

| | Maryland | | | Ohio | Total |
|---|---|---|---|---|---|
| | Coastwise and domestic | For. | Total | | |
| Previously | .. | .... | ... | ... | ... |
| This week | 8 | 657 | 665 | 24 | 689 |
| | 8 | 657 | 665 | 24 | 689 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 16,690 | 3,947 | 20,637 |
| Receipts since | 154 | 31 | 185 |
| | 16,844 | 3,978 | 20,822 |
| Delivered since | 665 | 24 | 689 |
| Stocks today | 16,179 | 3,954 | 20,133 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 346 | ... | 346 |
| Previously | ... | ... | ... |
| | 346 | ... | 346 |

Ground leaves to date, 557 hogsheads.


**Clark "CUTAWAY"**
**Tobacco Baling Presses**
**The Chicopee Line**
**Tobacco Hoeing Machines**
**Bateman and Companies, Inc.**
**Grenloch, N. J.**


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THE BIGGAR PELTON CO.,
Leamington, Ontario, Canada.

**FOR SALE**

| | Lb. |
|---|---|
| GENUINE HAVANA SCRAP | 45c |
| CONN. CIGAR SCRAP | 15c |
| PICADURA SCRAP | 12c |

SAMPLES SENT ON REQUEST
J. J. Friedman, 285 Metropolitan avenue, Brooklyn, N. Y.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

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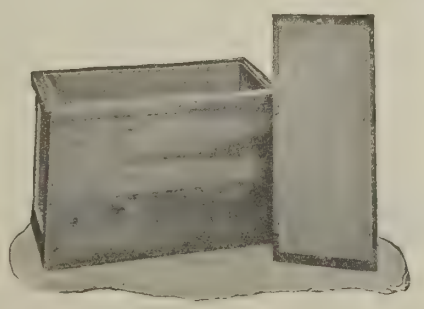

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**Will Make Splendid Humidors for Tobacco Storage**

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DIMENSIONS:—
INSIDE—Width, 14 in. HEIGHT, 27 in. LENGTH, 36 in.
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26 to 100...$4.10 each 101 up...$4.00 each

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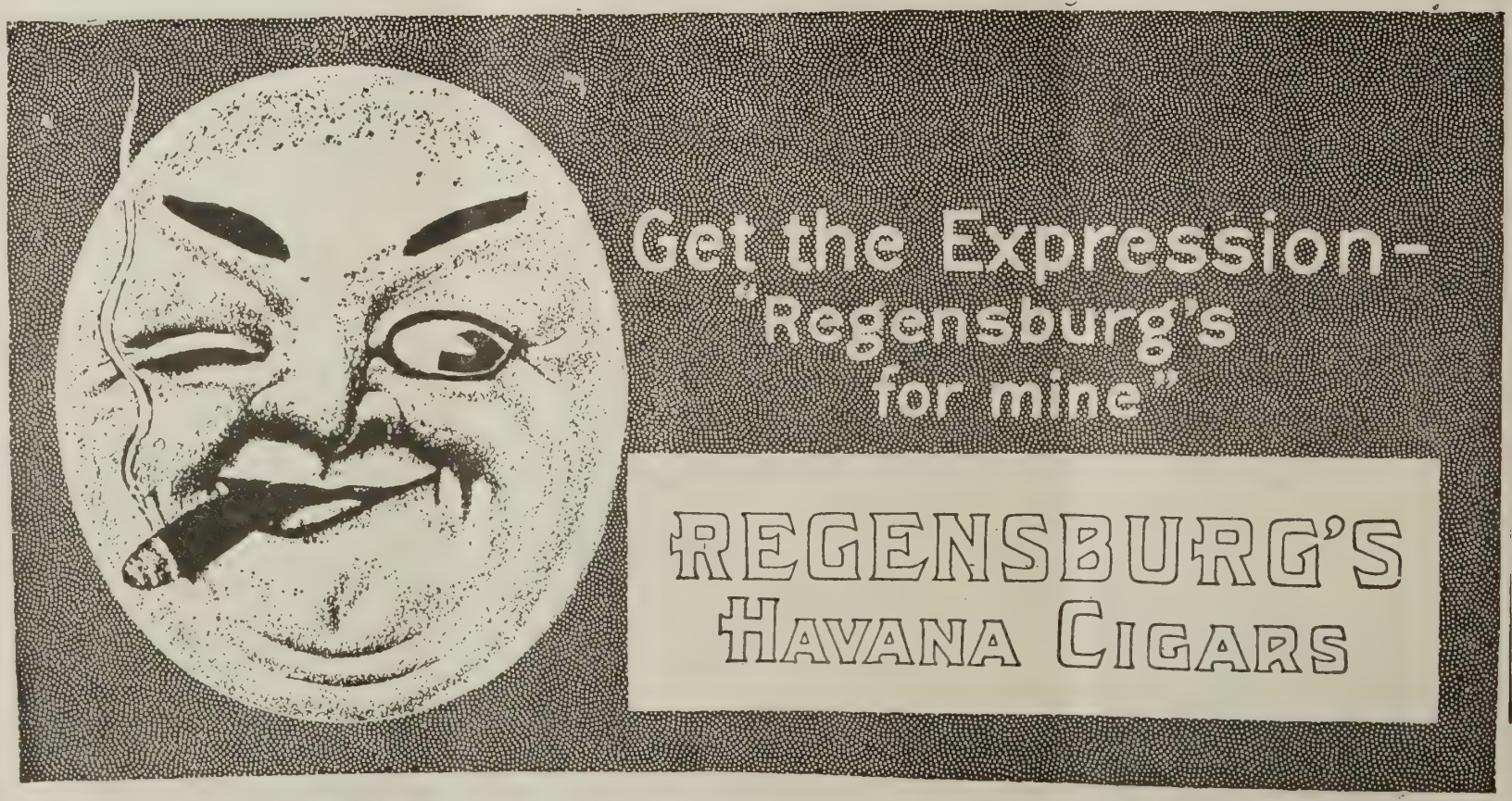
**MAN IN THE MOON ENJOYING "REGENSBURGS"**

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# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 13 NEW YORK, JANUARY 26, 1922 Per Annum $3.00 Per Copy 10c.


## Approve $10,000,000 Loan to Burley Association

### Money to Be Advanced by War Finance Corporation on Tobacco Warehouse Receipts—Pooled "Weed" to Move Shortly—"Approval Ushers in New Epoch in History of Tobacco Industry in Kentucky," Says Louisville Banker.

WASHINGTON, Jan. 21.—Application of the Burley Tobacco Growers' Co-operative Association for a loan of $10,000,000 to finance the holding of crops has been approved by the War Finance Corporation.

The Board action terminated a conference between the board members and five Kentuckians representing the association of Kentucky bankers. The committee, which was introduced to the officials by Representative James Campbell Cantrill of the Seventh Kentucky District, was headed by Bush W. Allin, of Harrodsburg, vice-president of the association. Other members of the committee were:

R. M. Bean, president of the Louisville National Banking Co.; H. M. Dosker, vice-president of the National Bank of Kentucky, who represented the bankers of Louisville; J. R. Downing, vice-president of the Citizens-Union Bank of Louisville, and John Buckley, of Lexington, assistant director of warehouses of the association.

Following the announcement of the approval of the application, Eugene Meyer, Jr., managing director of the War Finance Corporation, announced that he would write James C. Stone, of Lexington, president of the association, formally approving the transaction.

Mr. Meyer made it known that the War Finance Corporation is ready to make advances to the association, in an aggregate amount not exceeding $10,000,000 on the security of negotiable public warehouse receipts representing tobacco in such amount that the advance does not exceed 50 per cent of the market value of the tobacco.

He pointed out further that it is the understanding of the board that the financing of the tobacco before it has been redried will be handled by local banks and that only redried tobacco will be submitted as collateral to the War Finance Corporation's advance.

Members of the committee pointed out that the value of tobacco after it had been redried is higher than before it has undergone that process and that this increase in the market value should be considered with the stipulation that the advance to be made shall not exceed 50 per cent of the market value.

The association will begin receiving tobacco from the farmers on Thursday, January 26, at Lexington, and on Monday, Jan. 30, at all other warehouses in the burley district. Any tobacco that is not sold will be redried and placed in warehouses and warehouse receipts will be issued on which the loan of the War Finance Corporation will be advanced to refund the loans made to members of the association by country and city banks.

All members of the committee expressed satisfaction over the result of the action of the War Finance Corporation.

"Approval of the application for a loan of $10,000,000 by the War Finance Corporation to the Burley Tobacco Growers' Association ushers in a new epoch in the history of the tobacco industry in Kentucky," Mr. Dosker said.

"The War Finance Corporation directors plainly indicated that they were in complete sympathy with the co-operative marketing plan and by agreeing to make the loan they have done everything within their power to assist the tobacco growers of Kentucky in a financial way."

## Plan Memorial to Colonel Fred W. Galbraith, Jr.

INDIANAPOLIS, Ind., Jan. 20.—Construction of a memorial in Cincinnati to Col. Fred W. Galbraith, Jr., of Cincinnati, former National Commander of the American Legion, was authorized today by the Legion's National Executive Committee.

An appropriation of $25,000 for the memorial, which will be built on a site overlooking the Ohio River, was authorized.

## Wasserman to Distribute the Medalist

B. Wasserman & Co., the big jobbing house at 77 Chambers street, New York, has taken on the distribution of E. A. Kline & Co.'s famous Medalist cigars.

## Tobacco Merchants Association Elects Chairman

### William Best to Head Executive Committee in Place of Edward Wise, Resigned—Harvey L. Hirst Made Vice-President—Secretary Charles Duskind Designated as Managing Director—Convention to Be Held May 24-25 at Washington.

At a meeting of the directors of the Tobacco Merchants' Association, held at the office of the organization, 5 Beekman street, this city, on Thursday afternoon of last week, at which President Jesse A. Bloch presided, several business matters of general trade interest were transacted. William Best, of the General Cigar Co., was elected to the office of chairman of the Executive Committee, succeeding Edward Wise, resigned.

Mr. Wise's resignation was due to his withdrawal from the tobacco business to become associated with J. S. Bache & Co., brokers and financiers. Members of the Directorate expressed personally to Mr. Wise their sincere regret at his necessary withdrawal from the board and a formal vote of thanks for his efficient performance of duties in the past was adopted and spread upon the records.

In Mr. Best it is believed that a worthy successor of Mr. Wise was chosen.

Harvey L. Hirst of Bayuk Bros., Inc., Philadelphia, was unanimously elected vice-president of the association to succeed Mr. Best, who as already stated, was elected chairman of the Executive Committee.

Next in importance was the decision of the board to hold a convention at the New Willard Hotel, in Washington, on May 24 and 25 next. The secretary was directed to make the necessary arrangements and it is announced that an official call will soon be issued.

A request that the T. M. A. participate in a tobacco exposition was declined, the decision taking the form of the following resolution:

"RESOLVED, that the Board of Directors does not deem it advisable for the association to carry on or participate in the carrying on of any tobacco exposition at this time."

The following directors, whose terms had expired, were re-elected for full terms of three years: Chas. B. Perkins, Arthur Bachman, Jonathan Peterson, Geo. H. Hummel, Harvey L. Hirst, Arthur M. Eisig, George Frings, Alexander Herbert, J. L. Graham.

A committee consisting of Chas. J. Eisenlohr, H. H. Shelten and Chas. Dushkind was appointed to map out additional activities for the T. M. A. in the interest of the industry, among which it was proposed to establish a Research Bureau to investigate the treatment of defects in tobacco, etc.

A resolution was passed to the effect that Mr. Dushkind be hereinafter designated as "Managing Director" in view of the fact that his title of secretary is not really indicative of all his functions in the association.

## Tobacco Companies Deny the Conspiracy Charge

### Federal Trade Commission's Allegations Disclaimed—Steps Taken by Manufacturers Have Been Merely to Prevent Demoralization of the Industry — Corrective Measures Used to Protect Trademarks and Other Legitimate Rights.

Manufacturers make sweeping denials of accusations of the Federal Trade Commission to the United States Senate that three of the principal tobacco manufacturers conspired with jobbers to keep cigarette prices at war-time levels and to keep prices down during purchases of the 1920 crop.

They assert there can be no basis for charges of collusion in leaf purchases. In connection with the charge of conspiring with jobbers to maintain prices, the issue appears to some extent to be a question of law rather than of fact. The manufacturers say they have merely taken steps which are legal to stabilize prices and prevent demoralization of the industry.

According to a leading manufacturer, the big companies are competitive bidders in the buying of leaf. The 1920 crop was a bumper crop and export demand fell off sharply. Like other farm products, tobacco suffered from post-war deflation. Some of the manufacturers estimate their requirements for the year in terms of the crop. Each day they buy that percentage of the tobacco offered. Naturally their buyers make purchases to the best advantage, extending over practically the entire period that the leaf markets are open. Thus the manufacturer obtains his leaf at a fair average.

Some manufacturers openly express approval of the movement of burley growers to form a marketing organization. They believe that if leaf prices could be stabilized to some degree it would be a helpful influence in the manufacturing industry.

#### Demoralization Early in 1921

In the early months of 1921 the tobacco jobbing trade in many sections was in a state of demoralization. Retailers were not buying and sought to reduce inventories, fearing losses. Shipments of cigarettes which originally came from army cantonments were thrown on the market. Jobbers cut prices to a point where there was no profit or sales were effected at a loss. This method of liquidating and of going after new business seriously threatened manufacturers who were producing a trade-marked line of merchandise.

After studying the legal aspects of the situation, manufacturers attempted to protect their own interests by suggesting to jobbers that they sell goods at a reasonable profit. This was a matter between the manufacturer and his customers. There appears to have been no concerted action among manufacturers nor any attempt at an agreement among competitors.

#### Trademarks Threatened

Manufacturers felt there was urgent necessity to protect their trade marks which were threatened as result of demoralization of the jobbing trade. Jobbers who were selling goods without profit or at a loss were advised this method was harmful to business of the manufacturer and that unless the jobber were to sell at a reasonable profit, the manufacturer might feel justified in removing him from the list of distributors. At the same time, it was made plain that the manufacturers did not intend the move as an attempt to maintain prices.

There has been considerable resentment on the part of manufacturers concerning the charges. Thomas J. Maloney, president of P. Lorillard Co., referred to them as "an unwarranted attack upon legitimate business," and declared his company stood ready to disprove them before any impartial tribunal. P. S. Hill, president of American Tobacco Co., issued a circular letter to the trade thoroughly analyzing the facts and stating that no charge has been made that an attempt was made to obtain exorbitant profits for the company or the jobbers but that it was merely alleged the company tried to protect the legitimate profits of its customers.

# St. Louis Cigar Business Getting Back to Normal

**Retailers and Jobbers Report Seasonal Demand—Retail Stocks Were Fairly Well Cleared Out During Holidays—Now Buying Freely of All Brands—Jobbers Restocking—Some Notable Window Displays—Trade Jottings.**

ST. LOUIS, Jan. 21.—The St. Louis cigar and tobacco business is gradually getting back to normal. Retailers and jobbers report the demand for both is good, just about what it is usually at this season of the year. Nearly all the retailers were pretty generally sold out and their stocks were depleted by the Christmas demand. While they are not placing large orders, they are buying pretty freely of all brands. They are anticipating a good call for every one of the popular brands. Jobbers report that while their stocks have run down, they still have enough on hand to furnish all that are required, and they are restocking as fast as they can.

### Shifting Around

J. Guy, Jr., who has been the division supervisor with headquarters here, for the cigarette department of the P. Lorillard Co., has gone to Chicago to take charge of the same department, with his headquarters in that city. He has been succeeded here by L. M. Baker, who has been head salesman for the same company at Dallas, Texas.

Several changes are reported in the Parker-Gordon Cigar Co., Harry Procter, who covered southern Illinois and Missouri, succeeds E. E. Chapman, who has quit the cigar business and has gone into another line. Bert Gilley succeeds Mr. Procter. Mr. Gilley was formerly salesman for the Kansas territory. Northern Iowa territory will hereafter be covered by W. E. Wells, who was a specialty salesman for the Roi-Tan cigar for Seidenberg & Co.

C. E. Terry of Bayuk Bros., has left on a Western trip after spending a week or ten days enjoying himself in St. Louis.

Frank Wingfeld, of the I. Lewis Cigar Mfg. Co., has gone on a western trip for his house.

### Back in Business Harness

After spending a couple of weeks in New York and his old home in Virginia, on pleasure, W. W. Haynie, of the Haynie System, has returned to St. Louis and is ready for business again.

Louis C. Pahl has become connected with the local branch of the Cincinnati firm of John Bergen & Son. He was formerly with the Fred Opp Leaf Tobacco Co.

After a business trip to New York and Philadelphia, Arthur Terry, president of the Midwest Cigar Co., is back home.

### Special Displays

Displays in windows seen here since the holidays have been the Garcia Grande, by the Stickney-Hoelscher Cigar Co.; Monte Cristo, by Dangler & Hatz Cigar Co.; Elvina, by the Chas. P. Stanley Cigar Co.; Emanelo, by Moss & Lowenhaupt; La Duse, by Raub-Milius Cigar Co.; the New Tungsten, by the Wm. A. Stickney Cigar Co.; the La Garnita, by Scruggs-Vandervoort & Barney; the Van Dyke, by the General Cigar Co., and the El Cruzador, by H. & H. Cigar Co.

F. H. Elsner, local manager of the General Cigar Co., after a visit to Chicago, has returned to St. Louis.

Nearly all the representatives of leading cigar manufacturers, who make St. Louis their headquarters, have gone out on the respective territories.

# Wisconsin Leaf Tobacco Continues to Slip Away

**Fancy Leaf Prices "Stick" at 25 Cents—Common Grades Going at 12 to 15 Cents—Large Percentage of Lower Character Will Toddle to Melody of 5 to 10 Cents—Some of 1921 Crop Makes Very Fine Appearance.**

EDGERTON, Wis., Jan. 21.—Since the curtain was raised on the new year, the Gloomy Gus feeling so persistent during the past year has had hard time to maintain the supremacy. The smile muscles are pulling at the corners of the mouth of business, threatening to produce a grin, if not a cheerful laugh.

The tobacco market has felt the impulse of this general touch of the fairy of cheer. Tobacco is moving. The northern Wisconsin leaf keeps slipping away, not rapidly, but steadily. The price for fancy leaf sticks at 25c for the best, with figures running down to 15c for common, and 5c for hailcut and low-grades otherwise. There is still some 10,000 or more acres of northern leaf to dispose of, some of which is as fine as the best of that which has gone to the packers, but also a large percentage which will toddle to the melody of 5 to 10 cents.

### Large Interests in Field

In the southern section with its 40,000 acres of leaf now in the bundle, the P. Lorillard Co., and in less sweeping movement the Fendreich interests, have been running a number of agents through nearly all sections, selecting and rejecting, but finding several hundred acres of leaf that changed hands at from 1c to 15cts. The 15 cents is the top figure, and the greatest number of sales have been between 2 and 5 cents, fillers out at 3c. The growers do not quibble at these figures. They feel that the price is fair enough in point of profit for the investment made. Even many of the farmers most active in the co-operative packing movement have sold and been pleased to take the price. Otto Eisenlohr & Bros., generally heavy purchasers of Wisconsin leaf, have not made a stir, neither have the rank and file of local packers. The Bloch Brothers, Scotten-Dillon, Liggett & Myers, and Spitzner & Son, through their local representatives, have, on the other hand, been quite active in their quest for 1920; some for stemming stock, others for cigar leaf. The price for this type continues to travel around the 6 to 8 cent mark with an occasional sale to the forbidden border of 9 cents. At this figure the less desirable leaf of the 1921 crop is likely to join hands with its predecessor. The nature of the 1921 crop may be best judged by the fact that the growers in stripping took approximately 30 per cent to make satisfactory clean-out. Experienced packers will know what that means as to the percentage of first class cigar leaf available out of this crop after it comes out of the process of packing. Firms who depend on Wisconsin to furnish binders for their good cigars should not be lulled into security as to the size of the supply, on the basis of their knowledge of the big acreage grown in Wisconsin in 1920 and '21. The fact is that neither of the two crops comes up to the expectation in the quantity of desirable, not to speak of fancy binders.

### Shows Up Well

The 1921 leaf bought and brought into the assorting centers is a mighty pretty article. If it shows up as well after it has gone through the sweat, it is going to please the manufacturers. It is leafy, very thin and some of it of an unusually fine body. Some of this leaf is from a strain of Spanish seed sowed in Vernon County having characteristics somewhat peculiarly its own. The leaves look like Comstock Spanish, and the best No. 38, but it is wider both toward the tip and toward the but of the leaf than these two strains, and will make an "economical cutter" on the cigarmaker's bench. It is, of course, the choice lots which have been delivered so far, and the whole crop, even of the sound binder end, may not be able to pass with an O. K. mark under the standard established by the first fruit now on the tables of the assorting room. On the whole this year is a year when the buyer is called upon to exercise his soundest judgment in order to know at the time of buying what he may have to offer at the time of selling. Yet the prices are moving toward a point where the temptation to buy will be difficult to resist, except in the case of the "quality" leaf, of which, as stated above, the supply is quite limited, and the price pretty well established.—STOKMANN.

### Sold Out

RHINELANDER, Wis.—Geo. Paulos has sold his cigar and pool hall to Booras Brothers.

## J. Fred Dearstyne Passes Away

ALBANY, N. Y., Jan. 23.—While visiting in Granville, N. Y., Friday, J. Fred Dearstyne died of paralysis. He was secretary of the tobacco jobbing house of the Dearstyne Brothers Tobacco Co., on South Pearl street.

Born in Newark, N. J., forty-five years ago, Fred Dearstyne came to Albany when he was eighteen years of age to enter the employ of his brothers' new business, then known as Charles Dearstyne & Brother.

As a member of the Elks, Odd Fellows, Aurania Club, Fred was a well known personality in Albany. Sickness a year or more ago caused the temporary retirement of Fred to a more leisurely life, but he had been feeling very much better the last few months, and had more or less resumed his previous duties with the firm.

Surviving him are his widow, daughter and one son. Also his four brothers and two sisters. Funeral services at his late home, with Episcopal rites, and burial in Graceland Cemetery, Albany, on Sunday.

# Indiana Manufacturers and Jobbers Are Hopeful

**Pronounce Fundamental Conditions Right for Steady Business During Late Winter and Early Spring—Handling of Excessive Stocks Discourage—Improvement in Credit Conditions May Lead to Larger Purchases.**

INDIANAPOLIS, Ind., Jan. 21.—According to manufacturers and jobbers here fundamental conditions are right for a steady business during the late winter and early spring, although the first two weeks of the new year showed little activity as far as the tobacco market is concerned. The handling of too large stocks is being discouraged by both manufacturers and jobbers, since they do not wish to take a chance themselves and do not wish to have the dealer take a chance either. The general slogan seems to be "comparatively small stocks and a quick turnover." Credit conditions, however, seem to be improved and dealers will likely carry much larger stocks than they did last year. Practically all of the factories in Indiana are working from 65 to 90 per cent capacity. The twenty, twenty-five and thirty cent brands of cigarettes seem to have been cut into recently by the appearance of several new makes of the fifteen cent variety.

A new brand of cigars called the Tampiola have just been placed on the market by the E. J. Rauch Cigar Co., Ind., of this city, which will retail at ten cents. According to Ed Rauch, head of the company, their organization is planning a new policy of placing its goods with small local jobbers first before giving the statewide jobber the entire output, as well as working toward the organization of Ohio.

Announcement has been made of the appointment of Wm. J. Mooney on a committee of six business men of Indianapolis to draft a new automobile traffic ordinance for the city. Mr. Mooney is president of the Mooney-Mueller-Ward Co., tobacco distributors of Indianapolis.

After a shut down of two weeks during which time an inventory has been taken, and thorough cleaning made, the Vincennes Cigar Factory has reopened with one department working, and it is expected that the entire factory force will be at work soon. Samuel Gelb, manager of the factory, has just returned from the east and hopes to have a banner year in the cigar making business. At the present time about one hundred and sixty girls are employed.

Word has been received of the death of Henry E. Bluhm, 61 years old, of the firm of Bluhm & Rath, cigar manufacturers, of Kendallville, Ind. Mr. Bluhm was county recorder for four years and had been connected with the cigar firm for the past thirty-two years.

The annual task of taking inventories of stock on hand, securing detailed data on raw materials and finished products of cigar and tobacco factories in the Fort Wayne district has been started.

Announcement has been made of the purchase of the Citizens Bank cigar stand at Kokomo, by Walter B. Goff, who intends devoting his entire attention to it. Mr. Goff has been employed for fourteen years by the Hamilton-Harris Co., cigar wholesalers of that city, who are successors of the O. H. Dailey Co.

The Planters' tobacco warehouse at Madison, recently sold 57,255 pounds for $11,626.87, average $20.51 a hundred. One day they sold 65,840 pounds for $13,812.17, average $20.98. Prices are strong on all grades and satisfactory to the growers. To date 2,205,000 pounds have been sold for an average of $21.75 a hundred. It is expected the market will continue until the middle of February.

Charles Euphrat, age fifty-four, for a number of years a cigar manufacturer at Hartford City, is dead. He is survived by a widow and one son, Clarence, three brothers, Joseph and Henry, of Dayton, Ohio, and Samuel, of San Francisco, and two sisters, Miss Augusta Euphrat, of Los Angeles, and Mrs. Esther Campbell, of Dayton.

## Barn Burned

LANCASTER, Ky., Jan. 22.—The large barn belonging jointly to Charles Powell and Thomas Harmon was destroyed by fire of unknown origin. The contents also were all destroyed. The loss is estimated at $6,000 to $7,000. Included in the loss were several thousand pounds of tobacco, the barn being about two-thirds full of the best tobacco grown on the place.

## Non-Skid

GREENBORO, N. C., Jan. 21.—J. H. Shaw, of the W. F. Clegg Cigar Company, says the famous Non-Skid cigar is making such a hit with the trade that it has necessitated increasing the factory force to keep up with orders, which are coming in daily from old and new customers. Non-Skid, he says, is no longer an experiment, but is becoming quite popular in all sections where it has been introduced.

## American Tobacco Co. Sales

Sales of American Tobacco Co. in 1921 were $155,700,000 compared with $143,100,000 in 1920.

At the close of the year the American Tobacco Co. had upwards of $10,000,000 in cash and owed nothing to banks. Complete figures are not yet tabulated but it is expected that net after taxes and charges and allowing for preferred dividends will be upwards of $17 a share on the 895,426 shares of common and common B, compared with $13 in 1920.

# North Carolina's Tobacco Sales in December

**Warehouse Reports Compiled by Crop Reporting Service, U. S. and N. C. Departments of Agriculture**

W. A. Graham, Commissioner. W. H. Rhodes, Jr., Assistant Statistician

RALEIGH, N. C., Jan. 21.—The tobacco sales to date show an increase in value of 15 per cent or 3 cents per pound over last year's average of $22.26 per hundred weight. This is largely due to a prospective crop of only 60 per cent of last year's 433,000,000 pound production.

The poor grades and low priced tobacco appearing on the markets during December, is a good indication that the majority of the 1921 crop has been marketed. The 212 million pounds sold to Jan. 1, 1922 is only 76 per cent of the total production of 294 million pounds forecasted by the Department of Agriculture. As this leaves 82 million pounds yet to be sold, it would appear that this estimate was high; the present prospects indicating a 260,000,000 pound crop. The average price of all sales during the season, $25.50, shows $60,220,276 worth of tobacco sold at the end of the year and at that price, the entire crop will be worth $83,334,432.

The 142 warehouses operating in the state during December sold 29,912,346 pounds of producers' tobacco or about 10 per cent of the year's production, averaging $23.73 per hundred. This is about the same precent of the year's crop that was sold in December 1920 when 80 per cent of it had been marketed.

Fuquay Springs and Farmville were the only markets reporting an average price of over 30 cents during the month. The average on the nine largest markets, which reported over a million pounds, was about 25 cents, or slightly above the state's average price.

The crop during the season was very variable as to yield and quality. Many of the areas producing the best tobacco last year, made the poorest results this season. The acreage was really reduced more than was expected, and the tobacco producers held to the reported reduction much better than the cotton farmers did:

Following, are remarks accompanying sales reports:

"Sales during December were poor to average." "Offerings were very common." "Farmers should cut acreage and give more attention to quality to increase price. Percentage of low grade tobacco this season probably largest in history of tobacco growing." "Very little good tobacco being offered." "Crop about 85 per cent sold." "Balance of crop to be sold will consist of lower grades." "Sales very poor quality, with large per cent green tips." "Very small per cent left to be sold."

### Season's Monthly Sales

S. CAROLINA BELT—LOOSE LEAF

| | Producers' Sales | | Average Price | |
|---|---|---|---|---|
| | 1921 | 1920 | 1921 | 1920 |
| July..... | 2,200,905 | 3,203,994 | $7.54 | $23.35 |
| August... | 11,840,109 | 12,659,567 | 13.56 | 26.42 |

N. CAROLINA BELT—GRADED

| | | | | |
|---|---|---|---|---|
| September | 41,756,009 | 48,520,056 | $21.93 | $19.21 |
| October.. | 50,597,385 | 84,587,499 | 30.87 | 24.20 |
| November | 73,206,917 | 79,905,468 | 27.02 | 24.71 |
| December. | 29,912,346 | 53,626,080 | 23.72 | 17.27 |

NOTE: The above figures are as reported each month. Delinquent reports this year amount to 3,128,557 pounds.

## Large Sales at Henderson

HENDERSON, N. C., Jan. 21.—Sales on the Henderson tobacco market during the week that ended yesterday amounted to 305,997 pounds, bringing $79,876.78, or an average of $26.10 per hundred pounds. This unusually large volume of sales sprang a surprise on tobacconists in general, and is taken to mean either that there will be more tobacco sold on this market of the 1921 crop than hitherto been estimated, or that virtually all of the weed has now been disposed of. Estimates throughout the season have been that the entire crop of the year would amount to approximately 8,000,000 pounds as handled on this market.

Sales to date for the 1921 crop show a total of 7,880,230 pounds, which has sold for $2,058,531.89, making an average of $26.12 per hundred pounds.

It is generally believed that the farmers have suddenly become possessed of a notion to get every pound of the 1921 crop they have out of the way entirely, so that they may devote their entire time and attention to the co-operative campaign. Probably there is less than a quarter of a million pounds now left to be sold here. The date for the closing of the market has been fixed as Friday, February 24, but it is not believed that there will be many more days with large breaks.

The fact that the price generally has held up steadily after the holidays has been very gratifying to those growers who have part of their crop left yet to be disposed of. They feel that there has been an actual rise in the price, as well as some improvement shown in the general quality of the weed offered.

## Semi-Confidential "Talk"

HENDERSON, N. C., Jan. 21.—A story is going the rounds here in more or less confidential circles that the big tobacco companies are preparing a propaganda campaign to serve as a sort of offset for the possible increased prices they may have to pay for tobacco in 1922 as a result of the co-operative marketing pool. It is to the effect that an effort will be made to induce the farmers in the cotton growing sections a little further west and south of this part of the State and possibly in South Carolina to plant tobacco in 1922 instead of cotton as a buffer to the ravages of the boll weevil, and that farmers who follow this appeal and put in tobacco might be favored in prices for the weed they produce.

The story is not vouched for, because it comes as a sort of "talk," but some credence is given it in some quarters. Just how successful the effort will be remains to be seen.

## Peak at Danville, $97

DANVILLE, Va., Jan. 23.—Unseasonable weather which has delayed deliveries has also resulted in higher prices being paid for tobacco on the Danville market. Leaf here during the week just passed sold as high as $97 per hundred pounds. While the offerings showed little change the market's average was brought up from $17.67 per hundred pounds for the week previous to $20.52 per hundred during last week. The amount of tobacco marketed here, was 1,352,883 pounds for $277,656.20.

Some of the growers in this neighborhood are already getting ready for the next crop. From Pelham, N. C., comes the report that plant beds are already being burned over.—TETLEY.

## Batavia Market Report

BATAVIA, Ohio, Jan. 21.—The Batavia Burley Market had three sales the past week, and sold 157,405 pounds at an average of $22.59, which was very satisfactory to the sellers. The market was keen at each sale and most all grades were in good demand. Nondescript sold at from 2 to 5½c. Common smokers at 5 to 7½c. Tips at 7½ to 24c. Trashes at 12 to 31c. Short Reds at 17 to 25½c. Lugs at 22 to 28½c. Red Leaf at 25 to 47c. While Bright Leaf went from 35 to 53c.

The dry weather interfered with handling of tobacco for a few days.—CHAS. A. DAVIS.

## Salesmen and Friends Had Good Time

NEWARK, N. J., Jan. 23.—Well, it is all over. What's all over? The First annual all star vaudeville show of the Tobacco Salesmen's Association of New ark, N. J. Friday evening's affair was the greatest event in the life of the youngest branch of the Tobacco Salesmen's Associations.

All of the notables of the tobacco industry who were there admitted that they had never enjoyed a show nor dance as they did Friday evening, the 20th. The weather was ideal and the preparations were up to the minute. The decorum during the show was excellent. Every one present was able to enjoy himself to his heart's content.

The show was put on by the Keith Theater management, under the direction of Frances Rockefeller King. Miss King did her best to please, and succeeded. The music was under the direction of Joseph M. Cavallo.

The Newark Tobacco Salesmen's Association has instilled itself into the hearts of all in the trade and many salesmen regretted that they were not members.

It is hoped that next year when the second annual affair will take place it will be held on Saturday evening and the crowd will even be larger than that of this year.

The following are some of the notables in the trade and members of the Tobacco Salesmen's Association who were present:

Mr. and Mrs. Jacob L. Schwarz, Mr. and Mrs. Ross, Nate Carris, Mr. and Mrs. Sidney J. Freeman, Judge and Mrs. S. S. Silver, National President Jonas J. Ollendorff, Chairman of the N. Y. Regional District, Harry M. Konwiser, Leo M. Lehman, Leo Rieders, Lou Sherrick, Louis A. Lassett, Samuel Mendelsohn, Harry Block, Mr. and Mrs. Joseph Freeman, Mr. and Mrs. David Sanders, Mr. and Mrs. Herman Goldwater, Harold L. Tannenholz, M. A. Kalfon, Mr. and Mrs. Fred Jung, Harry Panetz, President and Mrs. Abraham Brown, Miss Rose Levy, Assistant Secretary of the National Board; Mr. and Mrs. Jack M. Waldor, Jack A. Martin and lady, Mr. and Mrs. Chas. W. Camp, Mr. and Mrs. William M. Charles, Mr. and Mrs. Emanuel M. Freeman, Ferd. Schwabacher, Ed. Corey, Mr. and Mrs. A. W. Leonard, Mr. and Mrs. Mark Bloom, A. Pollack, Mr. and Mrs. Joe Ogush, Mr. and Mrs. H. McCatter, Mr. and Mrs. B. Eisler, Mr. and Mrs. Max Hinden, Mayor Archibald, Commissioner Brennan, Abe Levy of Klorfein fame, Mr. and Mrs. Wallace Banta, Mr. and Mrs. Irving Schwarz, and others too numerous to mention.

Albert Freeman, president of the New York association was unable to attend due to illness in the family and sent a wire to that effect.

The show started at 9 P. M. sharp and didn't wind up until the wee hours of the morning.

## North Carolina's Tobacco Sales in December, 1921

The following sales were reported for December from 142 warehouses operating on 45 markets during the month, with estimates on unoperated markets. Comparative prices for December sales in 1920-21 are shown:

### Wholesale Sales Report

| Markets | Number Houses Operating | Producers' Sales | Total Including Resales | December 1921 Price | December 1920 Price | Seasons' Producers' Sales |
|---|---|---|---|---|---|---|
| Aberdeen | 2 | 35,864 | 49,290 | $27.14 | ..... | 865,593 |
| Ahoskie | Closed | | | | | |
| Apex | 2 | 58,712 | 69,004 | 26.90 | $27.18 | 1,169,739 |
| Burlington | 4 | 384,699 | 449,991 | 15.15 | 22.42 | 1,915,628 |
| Carthage | 2 | 35,884 | 46,489 | 18.00 | 17.39 | 1,058,241 |
| Durham | 4 | 1,373,526 | 1,819,874 | 26.65 | 21.19 | 5,133,398 |
| Elkin | 2 | 116,682 | 127,553 | 16.91 | ..... | 747,378 |
| Enfield | 2 | 108,944 | 125,458 | 22.80 | 12.78 | 1,595,212 |
| Farmville | 3 | 1,274,618 | 1,421,548 | 30.22 | 18.51 | 8,527,362 |
| Fuquay Springs | 5 | 379,960 | 412,388 | 34.25 | 20.82 | 2,808,670 |
| Goldsboro | 3 | 334,673 | 404,403 | 17.55 | 8.96 | 3,354,727 |
| Greensboro | 2 | 100,822 | 115,486 | 14.32 | 12.21 | 827,442 |
| Green ville | 6 | 6,254,827 | 3,010,671 | 28.35 | 17.92 | 19,321,682 |
| Henderson | 6 | 1,284,054 | 1,458,640 | 24.50 | 17.16 | 6,606,674 |
| Kinston | 5 | 1,285,799 | 1,515,831 | 22.20 | 13.35 | 14,636,642 |
| Louisburg | 3 | 166,176 | 173,565 | 18.60 | 13.28 | 1,074,389 |
| Madison | 3 | 201,105 | 234,271 | 15.90 | 17.70 | 1,260,337 |
| Mebane | 3 | 296,080 | 352,332 | 16.30 | 29.32 | 1,326,372 |
| Mt. Airy | 3 | 435,029 | 495,054 | 18.69 | 15.76 | 2,160,767 |
| New Bern | 3 | 48,496 | 61,062 | 17.09 | 15.50 | 1,976,928 |
| Oxford | 5 | 1,403,568 | 1,707,987 | 21.70 | 20.98 | 5,590,026 |
| Pinetops | 2 | 361,722 | 428,178 | 29.25 | 16.69 | 2,406,248 |
| Raleigh | 2 | 248,732 | 351,475 | 22.45 | ..... | 1,898,936 |
| Reidsville | 3 | 435,464 | 480,613 | 16.98 | 17.34 | 2,150,163 |
| Robertsonville | 2 | 298,768 | 342,358 | 24.60 | 14.77 | 2,483,562 |
| Rocky Mount | 5 | 2,236,946 | 2,454,994 | 24.30 | 17.29 | 12,455,949 |
| Roxboro | 3 | 651,869 | 743,215 | 17.45 | 27.86 | 2,507,410 |
| Sanford | 2 | 56,706 | 60,052 | 17.65 | 18.03 | 1,120,730 |
| Smithfield | 3 | 233,140 | 289,170 | 17.00 | 10.26 | 2,160,960 |
| Snow Hill | 2 | 30,980 | 35,964 | 26.60 | 15.33 | 1,315,203 |
| Spring Hope | 3 | 76,192 | 78,460 | 22.50 | 15.17 | 876,338 |
| Statesville | 1 | 122,912 | 144,314 | 20.20 | 9.79 | 399,796 |
| Stoneville | 2 | 109,402 | 123,076 | 14.90 | 12.72 | 670,173 |
| Tarboro | 3 | 393,475 | 433,773 | 17.60 | 12.24 | 2,952,155 |
| Vanceboro | 3 | 55,120 | 82,616 | 23.91 | 13.90 | 2,191,966 |
| Wallace | 1 | 2,676 | 2,676 | 10.00 | 11.56 | 2,269,460 |
| Warrenton | 3 | 599,800 | 624,246 | 20.24 | 13.41 | 2,765,836 |
| Warsaw | 3 | 137,284 | 154,204 | 14.61 | 8.79 | 2,928,282 |
| Washington | 4 | 198,884 | 291,820 | 21.50 | 13.89 | 3,063,940 |
| Wendell | 4 | 327,954 | 418,886 | 24.40 | 13.58 | 3,228,229 |
| Williamstown | 3 | 191,136 | 235,762 | 25.73 | 13.95 | 2,508,464 |
| Wilson | 6 | 5,954,158 | 7,231,582 | 26.35 | 17.28 | 31,293,476 |
| Windsor | 2 | 64,080 | 76,690 | 24.45 | ..... | 1,175,264 |
| Winston-Salem | 5 | 3,467,276 | 4,575,376 | 20.58 | 17.41 | 18,177,789 |
| Youngsville | 3 | 559,310 | 623,130 | 25.00 | 16.11 | 3,231,424 |
| Zebulon | 4 | 303,612 | 371,846 | 17.60 | 15.16 | 2,539,895 |
| Totals | 142 | 28,947,346 | 34,705,373 | $23.72 | $17.27 | 211,677,228 |
| Estimated sales on unreported markets | | 965,000 | 1,158,000 | | | 965,000 |
| | | 29,912,346 | 35,863,373 | | | 212,642,228 |

NOTE: Totals for *Season* includes sales on all closed markets.

Below are the names of warehouses failing to report December sales:

B. B. Sanders Warehouse, Aberdeen
McConnells Warehouse, Carthage
Enfield Warehouse, Enfield
Johnson & Foxhall Warehouse, Greenville
Banner Warehouse, Newbern
Farmers' Warehouse, Vanceboro
Farmers' Warehouse, Spring Hope
Hardy's Warehouse, Washington
Critcher's Warehouse, Wendell
Farmers' Warehouse, Williamston
Chowan Warehouse, Windsor
Farmers' Warehouse, Snow Hill

TOBACCO
ESTABLISHED 1886

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JANUARY 26, 1922

## SALESMAN MADE BY SELF CULTURE

We all have to start at the beginning. Nothing worth while is secured without effort. The phenomenal producers in our business were all small at one time. They made themselves what they are by patient and intelligent endeavor. It is possible for you to develop into a leader by the same process as they employed.

Those who have made close study of extraordinary salesmen are agreed that their success is rarely due to the possession of superior natural endowment. The salesman is not born. He is made by self-culture—by the development of personality and the acquisition of technical knowledge and skill.

There are two ways of becoming a big producer open to you. One is by the old-time method of long haphazard experience; the other by the modern method of scientific education. The former is slow, laborious and uncertain: the latter is sure, expeditious and comparatively easy.

It is only in recent years that salesmanship has been reduced to a science—that it has been subjected to experiment and investigation, and certain laws and rules formulated from the results. We know now that there are definite principles of salesmanship. Upon the observance of these success depends.

You may say that we have had successful salesmen before these principles were laid down. That is true enough. It is also true that the methods of these salesmen, evolved from their experience, were in accordance with scientific principles, more or less. But had the self-made salesman of the last generation understood the principles which he employed, his methods would have been much more effective.

Of course, experience is the only practical teacher. But there is the greatest difference between "digging it out for oneself" and working systematically along lines prescribed by sound theory. How would it do to give a young man a case of instruments and bid him learn surgery by experience? Absurd as such a proposition would be, there is only a difference of degree between it and that of giving a man a sample kit and order book and leaving him to learn salesmanship by practice.

The man who seeks orders by haphazard methods is doing his work in the most difficult way. Just as soon as he goes about it in the right way he will get twice the results and his business will become much more interesting to him. There is a right way—that is to say, a best way—of performing every phase of your work—a right way of making the approach, a right way of presenting the proposition, a right way of closing, and so forth.

We are acquainted with a man who entered business twenty-three years ago, and learned it in the old school, by the usual process of "digging it out for himself." He enjoyed the advantages of more than ordinary education and intelligence. He took up salesmanship as a permanent vocation and did his best to become efficient. He studied his line and the methods of experienced salesmen. With hard work this man contrived to secure from twenty to thirty thousand of business a year—never more in eighteen years.

When scientific salesmanship began to be talked about a few years ago, this salesman scoffed at the idea for a while. Like most of the old school, he didn't believe that anything could teach a salesman so well as hard knocks and sheer experience. The salesmen of twenty years ago prided themselves on being self-made, and the successful ones thought that they knew all there was to be known about selling.

At last this man's curiosity was aroused, and he decided to look into the "new-fangled fad," as he called it. He took a "correspondence" course in salesmanship, and it fairly opened his eyes. He discovered that selling anything is reducible to a scientific system. He learned that some of his habitual processes were radically wrong—that others were based on sound principles, and that an understanding of the principles enabled him to apply his methods more effectively. He found that there is a best way—one which has been proved by actual test to be the best way—of doing everything that entered into his work.

Needless to say, this man set about reforming his methods on scientific principles. The task was no easy one, becaue he had faults of long standing to eradicate. He succeeded, however, and since then has regularly produced more than twice as much business as he did formerly—that is to say, he has more than doubled his income. And at the same time he finds his work less difficult and more pleasurable.

What this man did any one can do. It is only a matter of study and practice. It is easier to work in the right way than in the wrong—and the right way will yield a lot better results in dollars and cents. You may grow gray in the pursuit of success unaided. Or you may avail yourself of assistance and make as great advance in six months as you would otherwise in as many years.

## NICOT AND CATHARINE DE' MEDICI

It was a woman who spread the habit of tobacco smoking in Europe. She is said to have caused the massacre of St. Bartholomew in 1572. Catharine de' Medici, of Italian birth and the mother of three French kings, over whom and by whom she ruled France, had a minister in Portugal whose name was Jean Nicot. This French diplomat was also a courtier who knew the art of keeping alive a valuable friendship by giving presents. So Monsieur Nicot, sojourning in Lisbon and paying court to the dark-eyed beauties promenading along the shores of the Tagus, thought of his queen and sent her some of the new-fangled plants that had just come from a mysterious country far to the West and were being grown in flower pots by the senors and senoritas. When Queen Catharine was asked the name of the plants she used to reply (for Linnæus, the great Swede, who invented the card index system for all plants, was still an undeveloped speck of the universe): "From Nicot."

The name of Nicot stuck to tobacco through the ages. When some bewhiskered professor of botany was looking for a scientific name for tobacco he thought of Jean Nicot and he christened the plant "nicotiana." Many years later a professor of chemistry extracted something from the sap of tobacco and, for want of a better name, handed another one to Jean Nicot by calling the juice "nicotine".

Gentlemen, don't be backward in giving presents, especially to the ladies. By handing out the right present at the right time to the right person you may become a figure in history, the same as Jean Nicot.

## TO EXPERIMENT IN GEORGIA

One of the most important problems to be taken up for study and investigation by the new Coastal Plains Experiment Station of the Department of Agriculture, at Valdosta, Ga., this year, will be an elaborate series of experiments with tobacco in an effort to help the farmers of South Georgia not only to improve the quality of the weed, but also to obtain a larger number of pounds per acre. Officials of the state department say that South Georgia soil is remarkably well adapted to tobacco culture and production, and that the tobacco produced in the section is of as good quality as that produced anywhere else in the United States.

The experiments at the Tifton station are to be under the personal supervision of Prof. J. C. Hart, in charge of tobacco experimental work at Chatham, Va., for several years, where he has obtained some remarkable results. The work is to be conducted in co-operation with the United States office of tobacco investigation and the Georgia State College of Agriculture. The experiments are to begin in the near future and the station will probably devote the next two or three years to this work in connection with its other agricultural activities.

## CO-OPERATIVE MARKETING

The fact that the tobacco manufacturing concerns have expressed a preference to deal with the co-operative warehouses the State growers are arranging to put into operation may serve to increase the suspicion of the small element in North Carolina that has been inclined to combat the co-operative selling movement. But the manufacturers are only giving manifestations to the practical in business life. They can buy from a well-stored warehouse with much better satisfaction than in securing their supplies here and there at individual warehouses scattered over the belt, and the farmers having assembled their stocks in these central warehouses, are able to lop off a considerable degree of unnecessary expense, which in future will be to them an asset, where in the past it has been a liability. Co-operative marketing establishes advantages for the buyers which will be turned to the benefit of the farmers.—*Charlotte (N. C.) Observer.*

## THE WORLD LOVES A PLEASANT MAN

If we were delivering a dissertation for the development of the better natures of the races the above headline would represent our subject and the following quotation, true to nature, would be appended, says the Mt. Sterling (Ky.) *Advocate,* as it is now given for serious thought:

Learn to laugh; a good laugh is better than medicine.

Learn to tell a story; a good story, well told, is as welcome as a sunbeam in a sick room.

Learn to stop croaking; if you cannot see any good in the world, keep the bad to yourself.

Learn to hide your aches and pains under pleasant smiles; no one cares to hear whether you have headaches or rheumatism.

Learn to meet your friends with a smile; a good-humored man or woman is always welcome, but the dyspeptic is not wanted anywhere.

Above all, give pleasure; lose no chance of giving pleasure.

You will pass through this world but once.

Any good, therefore, that you can do, any kindness that you can show to any human being, you had better do it now; do not defer or neglect it.

## Tri-State Co-operative Plans Well Under Way

HENDERSON, N. C., Jan. 21.—Preparations are well under way throughout the tobacco belts of Virginia, North Carolina, and South Carolina for the primaries to be held a week hence, on Monday, January 30, for the first actual step in putting the co-operative marketing plan on foot for the sale of the leaf crop of 1922. On that date the men who have signed the contract delivering their tobacco into the hands of the association for a period of five years will gather at their county seats and vote on delegates from their counties to the district meetings to be held four days later, on February 2. The district meetings will elect a director for that section in the State organization, and these directors will meet in Raleigh on a date yet to be designated for the purpose of electing officers to have in hand the matter of putting over the crop this year.

Vance county will elect six district delegates, one for each million pounds of tobacco signed, which is the ratio prevailing in all parts of the belts entered in the pool. Letters bearing the names of twelve nominees, as made out by the officers of the present tentative county organization, have already been mailed to the various members. Blank spaces will be left for writing in the names of any others for whom the member may wish to vote. Each has the option of voting for six of the nominees or some man not a nominee in the stead of one of them if he so chooses.

The district meeting for this district, comprising the counties of Vance, Warren, Halifax and Franklin, will be held in this city. At that time an effort will be made by the Vance county delegation to put through a Henderson business man and planter as the district director in the State organization. This man is one of the wealthiest and most prominent captains of industry in the city, a man with a keen vision, smooth trader with a most pronounced insight into a business transaction. His friends believe he is without a peer in this district of those eligible to membership. He has pooled his 1922 crop with other farmers. On the list of twelve nominees for district delegates is one negro, who will represent the colored growers of the county.

Despite the action of local warehousemen in announcing that they would open in September for the sale of the 1922 crop, leaders in the county co-operative association believe they will be able to secure all of the warehouse space they need for their purposes here. It is pointed out that there was little else to be done than to announce that they would run next winter, in the light of the fact of such a large percentage of the crop that would probably not be in the pool, amounting to about 25 to 30 per cent.

## Larger Tobacco Acreage in Knoxville District

KNOXVILLE, Tenn., Jan. 21.—The campaign to increase the acreage of white burley tobacco in Knox county and to extend the crop into several of the adjoining counties is meeting with very gratifying results, according to the Division of Extension specialists, county agents in the section, and others who are interested in the development of this valuable crop in Knoxville territory.

Hundreds of letters have been sent to farmers in Blount, Knox, Grainger, Jefferson, Monroe, London, Anderson, Sevier and Union counties regarding the movement and requesting them to return an inclosed card if they wished to grow one or more acres of the crop this year. To date many cards have been received by county agents of the Division of Extension and more are coming in every day.

### Quota Is Lacking

However, in some of the counties the total of 200 acres has not yet been reached. This acreage must be secured to assure personal supervision and help offered free by the East Tennessee Tobacco Association. In order to get this movement under way and make the necessary plans for same it is necessary to find out as soon as possible those who will plant small areas of tobacco during the coming year. For this reason the county agents to whom the cards were addressed for return are very anxious to have them sent in immediately. There is keen interest in the growing of the crop throughout the section and the delay of some in returning their cards is believed an oversight.

### Sees Bright Future

Seed will be furnished without charge to those who return their cards. The seed will be of a quality best adapted to this section, both in yield and quality of tobacco and will be treated as a precaution against disease by the pathologist of the University of Tennessee. Information will be given in preparing the plant bed, help in the selection of suitable soil and other assistance throughout the season as necessity arises. Experience has shown that growers in raising their first crop of tobacco need help in the way of supervision and instruction until they are familiar with the details of handling the crops. This was done in the small area grown in 1921 in Knox county, and will be given this year without cost to the farmers provided 200 acres are grown in a county, making a total of 1,000 or more acres in the counties mentioned above. This supervision and instruction will be provided by the East Tennessee Tobacco Association in co-operation with the Division of Extension.

### Has Been Tried

White burley was grown in Knox county for the first time last year with entirely satisfactory results. Some of the growers with the best tobacco will receive from $500 to $800 an acre for their crop and probably more. I. L. Irwin of Halls Cross Roads, after stripping out about one half of his crop and weighing it, estimated that his yield would be fifteen to sixteen hundred pounds per acre. Early in the fall he was offered 50 cents per pound for the crop by Austin & Co., of Greeneville, Tenn. Many others did equally as well as Mr. Irwin.

### Sees Bright Future

In a letter to J. H. Dean, of the East Tennessee Tobacco Association, Clyde B. Austin, of Austin & Co., says: "I think the tobacco raised in your section will make a good showing and I believe it will encourage your growers. We still feel confident that we see a big future in East Tennessee for white burley tobacco."

"Send in the cards at once and line up with a money crop this year," is the word county agents are giving out to farmers just now.

## More Cigarette Cuts

The American Tobacco Co. has reduced one of its leading brands 25 cents a thousand and similar reductions will be made shortly on other brands. This is not a new attempt at competitive price cutting, but it is a leveling process to meet the reduction of 50 cents in other brands announced several weeks ago to the trade.

While its competitors cut 50 cents a thousand, the American Tobacco reduced only 25 cents, but the new reductions will bring the total cut thus far to 50 cents a thousand.

Manufacturers see no immediate danger of a price-cutting war. High prices being brought by what burley tobacco has been marketed would seem to preclude any attempt on the part of a manufacturer to slash prices.

### An Ancient Book on Tobacco

Would our modern tobacco experts like to get a copy of the first book on "improving tobacco"? It was printed in 1626 by John Neander and its title was "Tabakologia." Yes, tobacco research is no young chicken, not by any means. Some of us will live to see the day when this science will celebrate its 300th anniversary.

### Sells Hotel Lobby Stand

NOGALES, Ariz.—E. Bruce Spivey has sold his cigar stand in Hotel Evans to E. A. Wessell.

## San Francisco Preparing for Energetic Campaign

### Wholesalers Receiving Full Co-operation from Retailers—All Realize 1922 is Year for Work—Rivalry for Store Locations Expected—Several New Factories Opened—Some Price Changes, and Various Business Activities Noted.

SAN FRANCISCO, Jan. 17.—The between-season period struck San Francisco this week, with the result that there was a general report of slack business, both wholesalers and retailers feeling the effects of the change. All are agreed, however, that this condition is only temporary and that it will be but a short time before business will be hitting along on all twelve. Wholesalers continue their plans for advertising and display campaigns and are receiving one hundred per cent cooperation from the retailers, who realize that 1922 will be a working year and that all must put forth their best in order to keep business on an even keel.

There are indications that there will be considerable rivalry this year among chain store heads for the best locations in the cities about San Francisco bay. It is understood that one of the large chain store companies is planning the installation of five hundred more stores in the United States and it is felt that a portion of these will be located in San Francisco and its environs. The United Cigar Stores Co. has taken the lease formerly held by Osgood's drug store on the corner of Twelfth and Washington Streets, Oakland. A United store will be installed in the corner, the drug store renting the remainder of the space. It is understood that the cigar privilege has been taken away from the drug company and as this is one of the cream locations of Oakland it will mean a big loss. The drug store's rent has also been increased.

### On World Tour

John Gerdts of Frankel, Gerdts & Co., leaves Jan. 24, on a tour of the world, sailing from San Francisco on the *Chile Maru*, en route to Japan. Mr. Gerdts will be accompanied by Mrs. Gerdts and his daughter and son, Dorothly and John Gerdts, Jr. They will be away about eight months and expect to visit all the important centers on the globe. Jake Marcuse, city salesman, and H. Bohls, who recently returned from abroad, will be in charge of Frankel, Gerdts & Co.'s business in the absence of Mr. Gerdts.

The cigar store of H. Peterson at Third and Howard Streets has been purchased by J. J. Nicholas, who also operates a stand in the ferry building.

Joseph Rinaldo Cigar Co. is conducting a big display campaign in the interests of Say-So cigars. Extensive billboard advertising is also being contracted for. The Say-So is keeping up a fast gait, according to Joseph Rinaldo.

I. I. Hess, representative of the Santaella products, is now covering the northwest.

J. C. Chuck, Los Angeles representative of Frankel, Gerdts & Co., is visiting the home office.

Ehrman Bros., Horn & Co. report an excellent demand for Charles Thomson cigars, which are now being packed in fifties at $36.

H. W. Hart, coast representative of Bayuk Bros., Philadelphia, is expected in San Francisco soon following a trip to the factory.

George Apples, who has been shipping clerk for the General Cigar Co., has been made a city salesman and his former position has been taken by H. H. Hipperson, who was formerly associated with the Portland distributing branch.

The General Cigar Co. announces that, effective Feb. 15, Laddies 10s and 5s will be reduced from $28 to $24, the former selling at 30 cents instead of 35 cents and the latter at two for 35 cents, instead of 20 cents straight.

Roy Mosher, who has been holding down the city sales desk of the General Cigar Co., will leave next Monday for a trip through his new road territory in northern California and southern Oregon.

The H. Bercovich Cigar Co. reports that it is having excellent results with its sale of Demonstro Excellentes, which are being retailed at five cents. These Manila cigars were formerly sold at twelve and a half cents, wholesaling at $85.

Dave Erdreich, Consolidated Cigar Co. representative on this coast, will return soon from the east, where he visited the home office.

Sam Caro, than whom there is no better known salesman on this coast, will be the Pacific Coast representative of the Tampa Havana Cigar Co., according to word received from New York. Mr. Caro was formerly representative of the Pancho Arango in this territory.

### New Cigar Factories

New cigar factories have been opened by Bernard Stone & Co., at 760 Mission Street, San Francisco; by John Fink, at Santa Cruz; and by J. Sachs at Valencia and 15th Streets, San Francisco. The latter will also have a retail store. F. W. Hanrahan has purchased the cigar factory of F. J. Quilter at Chico.

Jefferson & Molesworth, cigar manufacturers at 1008 Ninth Street, Sacramento, report an excellent demand for their new J. & M. cigar. The firm finds that the cigar business of the capital city is most satisfactory.

The El Cristoforo Cigar Co., at 652 Sacramento Street, San Francisco, announces that it has enlarged its two for a quarter, El Cristoforo, from 5½ to 6 inches. The King straight shape, which is the specialty of this factory, is finding an excellent demand.

Riese Bros. have received first shipments of the Jewelo five-cent cigar, el perfecto shape. These cigars are wrapped two in foil, selling for $37.50. They are made by the West End Cigar Co., Red Lion, Pa.

Casper Riese of Riese Bros. leaves the latter part of the week for a trip through Los Angeles territory.

### Had Good Year

Walter Fricker, representative of Garcia y Vega, reports having enjoyed a big trade in this section last year. The new year has started very promisingly, with the exception that stock is very low. Mr. Fricker tells of being particularly proud of a window display for Garcia y Vega, recently placed by John Connor, California and Davis Streets. It was a Christmas display, a single box of Garcia y Vegas being used in the window, but placed in such a position among holly and greens that the eye was immediately centered upon the box of cigars. Another handsome display for Garcia y Vega's, was that given by C. C. Greenman, cigar merchant of Sutter, near Montgomery Street. Mr. Fricker will leave soon for a trip through southern California.

It is reported that the United Cigar Stores Co. is now offering agencies for its products to a number of independent retailers.

H. Bollman & Co. announce that stocks of Chesterfields and Imperiales were depleted and that the factory is finding difficulty in meeting orders. The company recently shipped 2,700 cases of its products to China.

The General Cigar Co., it is reported, is to install a cigar store at the corner of Montgomery and Sutter Streets, in the quarters that are to be vacated by a bank now located there.

S. Bachman & Co. announce that Cincos have been reduced from $60 to $58, permitting their general sale at two for fifteen cents.

Ed Marshall, of Los Angeles, was a visitor in San Francisco this week.

George L. Marvin is now city sales manager of the R. J. Reynolds Tobacco Co., succeeding E. F. Walter, who resigned to enter another field of endeavor.

P. A. Bricca, president of the Test Cigar Co., is now in the east.

### Notice of Purchase

SAN DIEGO, Calif.—D. W. Warren has sold his cigar stand in the lobby of the Golden West Hotel, and L. G. Seitzmeyer has published a notice of purchase.

# NEW YORK
## Doings and Sayings
## Goings and Comings

### Getting a Breath of "Cool" Air

J. Weil, tobacco grower of Quincy, Fla., is in town.

* * *

### From the Auto City

John T. Woodhouse, of Detroit, dropped in last week.

* * *

### Buffalo Cigar Man

R. J. Seidenberg, of Buffalo, was here on a business trip recently.

* * *

### Paying His Respects

S. Bloom, of Chicago, was here looking things over on Monday.

* * *

### From Keystone Capital

Henry H. Brenner, jobber of Harrisburg, Pa., was in Gotham last week.

* * *

### Looking Us Over

S. N. Grossman, president of the Chicago Tobacco Co., was a recent arrival.

* * *

### On Selling Trip

D. J. Mahoney, of the Park & Tilford staff, is covering Pennsylvania this week.

* * *

### Visited Big Tobacco Houses

L. W. Savage deserted Bangor, Maine, for a trip to the Metropolis a few days ago.

* * *

### From a Live Center

A. D. Goodwin, the well-known jobber of Cleveland, visited New York this week.

* * *

### Breezed in Monday

David M. Zolla, of Chicago, came on to New York from the windy city on Monday.

* * *

### Getting a Slant on Business

William S. Callaghan, of Cass Brothers, Chicago, was a recent visitor in New York.

* * *

### On Business in Canada

J. H. Duys, of H. Duys & Co., 142 Water street, has gone to Montreal for a few days.

* * *

### Not Superstitious

C. L. Hulett and James H. Fagan, of C. L. Hulett, Troy, N. Y., visited the big city last Friday.

* * *

### On Important Business

I. M. Jacoby, treasurer of Meyer & Mendelsohn, 169 Water street, was in Hartford this week.

* * *

### Beginning to Feel at Home

The E. H. Gato Cigar Co. is rapidly getting settled down in its new quarters at 16 to 22 Hudson street.

* * *

### Cultivating the Bronx

Charles Landau, a hardworking junior of the Park & Tilford staff, has been digging up orders in the Bronx.

* * *

### A Short Dash

B. Bernstein, of Bernstein & Kursman, Inc., ran down to the big city from Bridgeport, Conn., last week.

* * *

### From the Granite State

D. M. Creeden, of the M. J. Duggan-Creeden Tobacco Co., Manchester, N. H., visited New York last week.

* * *

### Here on Business

Meyer L. Denebeim, of Louis Denebeim & Sons, jobbers of Kansas City, Mo., visited New York this week.

* * *

### From the Buckeye State

George J. Harnit, president of the Harnit & Harnit Co., Toledo, Ohio, paid New York a visit this week.

* * *

### Becoming More Active

E. Rosenwald & Brother, leaf importers of 145 Water street, report a greater activity in Havana tobacco.

### Visited Father Knickerbocker

Sam. Taub, of J. N. Taub & Sons, was here from Houston, Tex., for a few days among the tobacco companies.

* * *

### A Better Outlook

Rosenstadt & Waller, Inc., leaf merchants, 162 Water street, report that business is showing some improvement.

* * *

### Following the Fashion

L. Golovine, cigar manufacturer of 171 West Broadway, leaves this week for a fortnight's visit to Havana and Tampa.

* * *

### Going to "Thaw" Out

N. E. Nichols, the well-known salesman of the Belinda cigar, one of Park & Tilford's lines, leaves for Havana this week.

* * *

### Showing 'Em

Ben Bloch, who represents Park & Tilford in the Middle West with headquarters at Cleveland, is now in Missouri.

* * *

### Shows Improvement

Elias Bach & Son, tobacco growers and merchants, 130 Water street, report that business has improved in the last week or two.

* * *

### On Booking Tours

A. Salomon, representing E. Kleiner & Co., cigar manufacturers of 320 East 63rd street, is now on a trip through New York State.

* * *

### Better Days for Quality

S. M. Freche, of Louis Ash & Co., 430 East 59th street, says that the company looks forward to a good year for the manufacture of good cigars.

* * *

### Shifting the Scenes

George B. Quinlan, Park & Tilford's Long Island salesman, is scheduled for a trip to Philadelphia, Baltimore and Washington, starting on February 1.

### On Business Bent

Howard Friend, of Friend & Co., leaf dealers, 170 Water street, is "up state" this week. William Levison, of the same house, left for the West last Sunday.

(*Continued on page 32*)

## N. C. R.'s Progress

DAYTON, Ohio, Jan. 9.—The National Cash Register Co. made satisfactory progress during 1921. It gave steady employment to more than 5,000 men and women in Dayton, and as many more in the selling and making fields throughout the world.

Compared with 1920, its working force was slightly reduced. This was done in the interest of efficiency, however, and not to reduce the output of the factory. In fact, more cash registers were built during the year than were constructed in 1920, which was the biggest year in the history of the company.

Three things contributed to the success of its business in 1921. They were the redoubling of efforts for efficiency in the factory and selling force, the demand of business men everywhere for a machine that would enable them to control their business, and a campaign of national advertising.

Business conditions will gradually improve throughout 1922. There is every reason for conservative optimism. Unquestionably the low mark in the industrial depression is past, and from now on there will be decided improvement.

The United States is at peace with every nation. It is the wealthiest country in the world. It has stemmed the tide of depression in 1921, and we are certain will make greater strides during the coming year.

### Oldham Tobacco Warehouse Co., Inc.

LA GRANGE, Ky., Jan. 21.—The Oldham Tobacco Warehouse Co. has been incorporated. Capital stock, $6,000. Incorporators: C. J. Scott, P. S. Head and R. H. Snyder.

TINDECO Cigar Boxes have been adopted by many large manufacturers for packing their cigars.

The Reason — Economy, Satisfaction and Service.

Tindeco is equipped to make the following shapes and sizes — these are available for your use.

**FLAT**

| | | |
|---|---|---|
| 3-3/16 x 2-5/8 | x 3/4 | |
| 3-11/16 x 2-3/8 | x 7/8 | |
| 3-3/4 x 3-3/16 | x 11/16 | |
| 3-3/4 x 3-3/16 | x 13/16 | |
| 4- x 2-3/4 | x 3/4 | |
| 4- x 2-3/4 | x 1- | |
| 4- x 2-3/8 | x 3/4 | |
| 4- x 2-1/4 | x 3/4 | |
| 4-1/8 x 3-9/16 | x 1- | |
| 4-5/16 x 3-1/2 | x 1- | |
| 4-7/16 x 3-1/16 | x 15/16 | |
| 4-7/16 x 3-3/8 | x 1-1/4 | |
| 4-1/2 x 3-5/8 | x 1-1/16 | |
| 4-5/8 x 4- | x 1-5/32 | |
| 5-1/4 x 3-13/16 | x 1-3/16 | |
| 5-1/16 x 3-1/4 | x 2-1/2 | |
| 5- x 3-1/2 | x 1-1/4 | |
| 5-1/2 x 2-1/2 | x 7/8 | |
| 5-9/16 x 3-7/8 | x 1-3/32 | |
| 5-7/8 x 4- | x 3/4 | |
| 8- x 4-1/16 | x 2-5/16 | |
| 8-1/8 x 5-9/16 | x 2-1/4 | |
| 8-3/8 x 4-13/16 | x 2-3/16 | |
| 8-5/8 x 5-3/16 | x 1-1/8 | |
| 8-9/8 x 5-5/16 | x 15/16 | |
| 9-1/2 x 5-1/8 | x 2-7/16 | |
| 6-9/16 x 4-7/8 | x 9/16 | |
| 8-11/16 x 4-23/32 | x 2-3/16 | |
| 8-11/16 x 4-23/32 | x 1-1/8 | |
| 8-5/16 x 4-15/32 | x 2-1/8 | |
| 9- x 5-3/32 | x 2-5/16 | |
| 9- x 5-3/32 | x 1-3/16 | |
| 8- | x 4-3/16 | x 1-1/4 |
| 8- | x 5-3/16 | x 2-3/16 |
| 6-3/8 | x 4- | x 1-7/8 |
| 6-13/16 | x 3-7/8 | x 3- |
| 6-3/4 | x 5- | x 2-15/16 |
| 7-3/16 | x 5-3/16 | x 3 |
| 7-3/16 | x 5-1/2 | x 3-1/2 |
| 7-3/16 | x 5-1/2 | x 7/8 |
| 8-5/16 | x 4-13/16 | x 2-3/16 |
| 8-5/8 | x 5-1/8 | x 2-1/2 |
| 8-13/16 | x 5-1/8 | x 2-1/2 |
| 8-7/16 | x 5-13/16 | x 1-3/16 |
| 8-7/8 | x 4 5/8 | x 2-3/8 |
| 8-1/4 | x 5-11/16 | x 1-3/16 |
| 8-1/4 | x 5-11/16 | x 2-3/8 |

**ROUND**

| | |
|---|---|
| 3-3/16 | 4-1/2 |
| 3-9/16 | 5 |
| 3-3/8 | 5-1/4 |
| 3-5/8 | 5-5/16 |
| 3-3/4 | 5-3/8 |
| 3-31/32 | 5-9/16 |
| 4-3/16 | 6 |
| 4-1/4 | |

**SQUARE**

2-29/32 x 3-15/32

| | |
|---|---|
| 3 | 3-5/8 |
| 3-1/8 | 3-3/4 |
| 3-1/4 | 4 |
| 3-3/8 | 4-3/8 |
| 3-1/2 | 4-3/4 |

**OVAL**

| | |
|---|---|
| 3-1/16 | x 3-7/8 |
| 3-3/16 | x 4 |
| 3-5/16 | x 4-1/2 |
| 4-1/2 | x 5-1/2 |
| 4-3/4 | x 5-1/2 |
| 4-11/16 | x 5-11/16 |
| 5-9/32 | x 5-25/32 |

THE TIN DECORATING COMPANY OF BALTIMORE, MD.

*[The Largest Metal Decorating Plant In The World]*

New York Office
469 FIFTH AVENUE

Chicago Office
1616 NORTH AMERICAN BUILDING

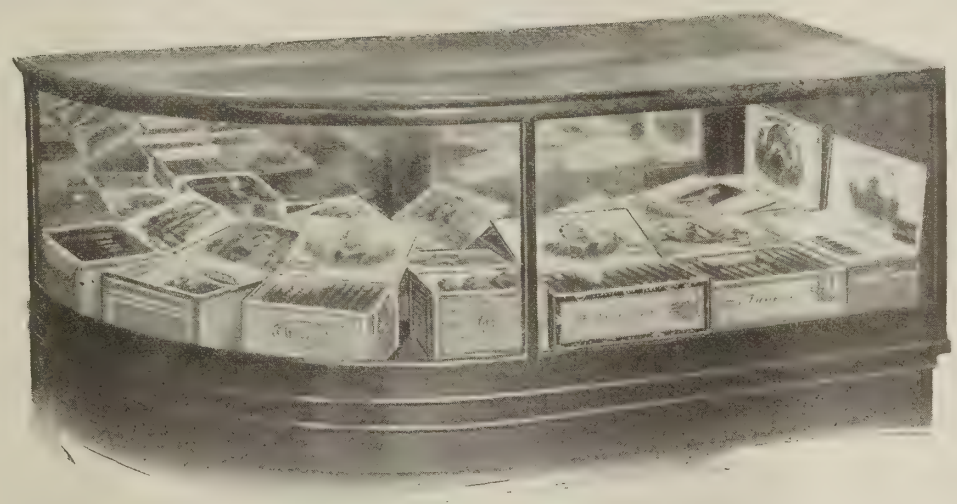
Manufacturer of

TINDECO

*Decorated Tin Packages for Cigars*

# The Wooden Cigar Box

## As A Medium for Stimulating Sales



THE merchandising truism that goods well displayed are half sold is especially applicable to cigars sold in wooden packages. Cigar boxes lend themselves admirably to display purposes for these reasons:

(1) 90% of the Retailer's Cigar Cases and Display Counters were designed *specifically* for the wooden cigar box.

(2) Cigar Boxes are attractive in appearance and their convenient shape permits the most tasteful and eye-catching counter and window displays.

(3) The handsome lithography with which the wooden package is trimmed has a distinct sales value and can be displayed to the best advantage on a wooden cigar box.

(4) The fullest display of the sizes and shapes of cigars is permitted by the use of the wooden cigar box. The smoker can immediately make selections for color and workmanship. This sales factor is recognized as an important one throughout the manufacturing and retail trade of the country.

*Advertisement*

# TAYLOR, BATES & CO.

*Members New York Stock Exchange*
*Members New York Cotton Exchange*

**100 Broadway, New York**

**Tel. Rector 1140**

Branch Office—Liggett Building

**41 East 42nd Street**

*Telephone Murray Hill 5631*

Inquiries solicited regarding the

## American Tobacco Company


## Tobacco Securities

**By Marketwise**

TUESDAY MORNING, Jan. 24.—A slight tightening in money rates, coupled with considerable profit taking, served to temporarily halt the upswing of the previous week. As a result all the tobaccos with the exception of the Whelan stocks both on the board and on the curb, showed slight losses during the past week. The announcement of the Federal Trade Commission had accused the American Tobacco Co., the P. Lorillard Co., and the Liggett & Myers Co. of conspiracy to keep up the price of tobacco commodities had little effect on the market prices of the stocks of these companies.

The figures reached and net changes for the more active of the listed stocks are as follows:

| | | |
|---|---|---|
| American Sumatra | 33¼ | —1¾ |
| American Tobacco | 131⅛ | —3⅜ |
| American Tobacco B | 129 | —1¼ |
| General Cigar | 72¼ | —1 |
| Liggett & Myers | 156¼ | —4¾ |
| P. Lorillard | 150 | —1 |
| Tobacco Products | 63¼ | + ⅝ |
| United Retail Stores | 54¼ | +1½ |

As has been pointed out before, the approaching maturity date of the American Tobacco Scrip has caused considerable inquiry for this issue and since most of the Scrip which was for sale has been liquidated during the recent rise from its level around 110, this Scrip shows pronounced strength at the present time.

R. J. Reynolds B seems to have completed one of its periodic exhibitions, and after selling as high as 39½ acts heavy. The volume of stock traded in during the past three weeks was not normal to the general interest in this stock and the probabilities are that the stock will sell off in the immediate future.

Rumor now has it that the action contemplated by the Geo. W. Helme Co. will be a straight 50% stock dividend, what little stock is offered is held at such high figures that the traders in the stock have been very few.

The store stocks, Schulte and United, continnue very passive, there being a certain amount of trading in the Schulte for evening up purposes consequent to the recent stock dividend. All the unlisted preferred stocks, notably R. J. Reynolds preferred, Weyman-Bruton preferred, Geo. W. Helme preferred and MacAndrews & Forbes preferred, continue in very good demand and, while prices reached recently are the highest, in a year it is probable that, in view of the present demand for prime investment securities, these stocks will sell still higher.

On the curb the Whelan stocks, Tobacco Products Export, United Profit Sharing and Philip Morris, were very strong and keeping with the action of the United Retail Stores and Tobacco Products.


## Tobacco Securities

We recommend the purchase of Tobacco Stocks of responsible and long established companies.

The large tobacco fortunes were made by owning and holding Tobacco Securities.

The following Companies, their dividend payments and income yields at current prices are set forth—

| | Approx. Price | Dividend Rate | Yield |
|---|---|---|---|
| **American Tobacco Co. ("B")** | **130** | **12%** | **9.20%** |
| **American Snuff Co.** | **114** | **11** | **9.70** |
| **General Cigar** | **72** | **6** | **8.30** |
| **Geo. W. Helme Co.** | **190** | **10** | **5.30** |
| **Liggett & Myers** | **160** | **12** | **7.60** |
| **P. Lorillard Co.** | **150** | **12** | **8.00** |
| **Tobacco Products Co.** | **65** | **6** | **9.20** |
| **Weyman-Bruton** | **150** | **10** | **6.70** |
| **United Retail Stores** | **56** | **6** | **10.70** |

*Correspondence Invited*

## J. S. BACHE & CO.

*Members of the New York Stock Exchange*

42 Broadway, New York — 108 So. La Salle St., Chicago

BRANCH OFFICES: *Albany, Schenectady, Atlantic City, Syracuse, Buffalo, Troy, Rochester, Worcester*


### TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 111 | 115 |
| American Snuff Pfd. | 80 | 100 |
| American Sumatra | 32 | 32⅛ |
| American Sumatra Pfd. | 62 | 63 |
| American Tobacco | 131⅞ | 132½ |
| American Tobacco "B" | 128⅝ | 129 |
| American Tobacco Pfd. | 100 | 102 |
| Consolidated Cigar | 26 | 27½ |
| Consolidated Cigar Pfd. | 58 | 63 |
| General Cigar | 69 | *70 |
| General Cigar Deb. Pfd. | 97 | 98½ |
| General Cigar Pfd. | 100 | 102¼ |
| Liggett & Myers | 156 | 162 |
| Liggett & Myers "B" | 150 | 162 |
| Liggett & Myers Pfd. | 109 | 113 |
| Lorillard, P. | 146 | 149 |
| Lorrillard, P. Pfd. | 106 | ... |
| Tobacco Products | 63½ | 63¾ |
| Tobacco Products Pfd. | 90 | 96⅜ |
| United Cigar Pfd. | 107 | 110 |
| United Retail Stores | 54¾ | 55 |

*Ex-Dividend.

### Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 67 | 71 |
| American Cigar Pfd. | 81 | 85 |
| American Mach. & Fdy. | 145 | 165 |
| American Tobacco Scrip. | 118 | 120 |
| Bayuk Bros. Pfd. | 80 | 90 |
| British-Amer. Tob. Co. | 13 | 40 |
| Conley Foil | 11 | 14 |
| Eisenlohr & Bros. Com. | 60 | ... |
| Eisenlohr & Bros. Pfd. | 87 | 93 |
| Geo. W. Helme Com. | 180 | 195 |
| Geo. W. Helme Pfd. | 104 | 108 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 10 | 10¾ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 90 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 87 | 95 |
| McAndrews & Forbes Co. | 103 | 107 |
| McAndrews & Forbes Pfd | 88 | 94 |
| Mengel Co. Com. | 27 | 31 |
| Philip Morris | 7½ | 9½ |
| Porto Rican A. T. Co. | 64 | 70 |
| Porto Rican A. T. Scrip. | 75 | 85 |
| R. J. Reynolds "A" | 60 | 70 |
| R. J. Reynolds "B" | 37 | 39 |
| R. J. Reynolds Pfd. | 107½ | 109½ |
| Schulte Retail Stores | 28 | 33 |
| Tobacco Prod. Export | 4 | 7 |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 130 | 145 |
| Universal Leaf Com. | 120 | 130 |
| Universal Leaf Pfd. | 97 | 102 |
| United Profit Sharing | 1¾ | 2¼ |
| Weyman-Bruton Com | 145 | 155 |
| Weyman-Burton Pfd | 104 | 108 |


## Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

**We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.**

## Stone, Prosser & Doty

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
**Tel. Hanover 7733**


### Chodat Edie Co., Inc.

DECATUR, Ill., Jan. 21.—The Chodat Edie Co., 142 North Franklin Street, Decatur, has recently been incorporated to manufacture and deal in tobacco, smookers articles, etc. The company has a capital of $30,000. Principals of the new concern are: Louis Chodat, Fred L. Edie, J. N. Chodat, E. M. Oren, William B. Litchenberger.

### Imperial Tobacco Dividend

The Imperial Tobacco Company of Great Britain and Ireland has declared a final dividend of 10 per cent and a bonus of 6 pence, both free of income tax, according to London advices received here. In the fiscal year ended with September 30 the company had a balance of £729,000 after customary charges for depreciation, the addition of £500,000 to the general reserve and the writing off of £500,000 on the cost of freehold buildings.

### Austin, Nichols & Co. Dividend

The regular quarterly dividend of one and three-quarters per cent. on the preferred stock of Austin, Nichols & Co. has been declared, payable Feb. 1, to stockholders of record, Monday, Jan. 30, at 3.00 P. M. Transfer books will not close.

### Gloe Bros., Inc.

TWO RIVERS, Wis.—Gloe Brothers, proprietors of a cigar, pool and billard business, have incorporated. Capital stock, $25,000; Incorporators: Jos. A., Edward P., Aug. L., and Louis Gloe.

## Baltimore Market

MARYLAND:—Net receipts were only 33 hogsheads, besides which 37 hogsheads were re-inspected. Sales, however, totaled 859 hogsheads, mostly all lower grades because no good and fine grades were offering.

OHIO:—We note receipts of 18 hogsheads with no sales.

### Association Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Jan. 18:

#### Receipts

| | This Week | Previously | Total | 1922 | 1921 |
|---|---|---|---|---|---|
| Maryland | 70 | 265 | 335 | 187 | 472 |
| Ohio | 18 | 31 | 49 | 49 | 19 |
| Total | 88 | 296 | 384 | 236 | 491 |

Reinspections this week: Maryland, 37; to date, Maryland, 148.

#### Deliveries

| | Maryland: Coastwise and Domestic | Maryland: Foreign | Maryland: Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 7 | 48 | 55 | 21 | 76 |
| Previously | 8 | 657 | 665 | 24 | 689 |
| | 15 | 705 | 720 | 45 | 765 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 16,690 | 3,947 | 20,637 |
| Receipts since | 187 | 49 | 236 |
| | 16,887 | 3,996 | 20,873 |
| Delivered since | 720 | 45 | 765 |
| Stocks today | 16,157 | 3,951 | 20,108 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 859 | .... | 859 |
| Previously | 346 | .... | 346 |
| | 1,205 | .... | 1,205 |

Groundleaves to date, 569 hogsheads.

# Burley Growers' "Liberty Loan" Oversubscribed

## Bankers and Individuals Pledge $4,100,000 to Co-operative Marketing Association—Ignore Question of Unconstitutionality—Judge Bingham Alone Pledges $1,000,000—"Last Problem Is Solved," Says President Stone—Long List of Subscribing Banks.

LEXINGTON, Ky., Jan. 21.—The burley tobacco growers' "Liberty Loan" was oversubscribed by $500,000 at a meeting of Kentucky bankers here today.

After the financial needs of the Burley Tobacco Growers' Co-operative Marketing Association had been explained, the bankers, most of them from the rural districts, pledged $4,100,000 for the use of the association in making advance payments to growers.

"Our last problem is solved, to the delight of everyone," James C. Stone, president of the association, said to-night. "From now on, nothing can stop the success of the association. To the bankers of Kentucky, Ohio and Indiana, the growers will owe much of the prosperity which is sure to follow the operation of the co-operative association."

### Pool Law Legality Assured

The meeting was opened by Mr. Stone, who gave a resumé of the requirements of the burley growers for temporary financing.

He was followed by Robert C. Talbott, member of the law firm of Franklin, Talbott & Chapman of Lexington, who affirmed strongly the constitutionality of the Bingham Co-operative Marketing Law, and the soundness of the securities offered by the association.

Judge Ed. C. O'Rear, former Chief Justice of the Kentucky Court of Appeals, then made a public statement of his examination of all papers and documents connected with the association, declaring that all were perfectly legal.

### Judge Bingham's Pledge

Judge Robert W. Bingham stated: "I will not ask the bankers of Kentucky to take a greater risk than I am willing to accept. I pledge $1,000,000 to the association.

This announcement was greeted with five minutes of tumultuous applause and cries of commendation.

### Louisville Bank Goes Limit

A letter from James B. Brown, president of the National Bank of Kentucky, was read to the effect that his institution would lend the legal limit of its credit, $500,000, and would discount $1,000,000 or more from the rural banks.

At this point, Monte Goble, vice president of the Fifth-Third National Bank of Cincinnati, sprang to his feet and declared that the Ohio bank would duplicate the offer of the National Bank of Kentucky.

Immediately bankers from all parts of Kentucky began calling in the names of their banks, and the legal limit of their capital, pledging this amount to the association for temporary financing.

### Pledges Total $4,100,000

The total amount pledged from all these sources is approximately $4,100,000. A previous estimate by the officers and directors placed the need of the association at $3,600,000.

Lexington banks, which notified the meeting of their intention to contribute, have not held meetings of their boards of directors, and the amount they expect to lend is not included in the foregoing figures.

In addition to the loans made by the banks, several individuals promised to lend sums as high as $50,000 to the association.

### Hears of Effort Wreck Association

"I am not afraid to tell you bankers that an organized effort to wreck the association has been made, and that we are at a critical stage of our career," Mr. Stone said, in opening the meeting.

"Certain destructive efforts have been made, especially by the spreading of gossip attacking the constitutionality of the Bingham Marketing Act, recently passed by the Kentucky Legislature. I am not afraid to tell you this because I know that you will not willingly abandon the farmers of Kentucky, when they are on the eve of success."

This was follow by prolonged applause.

### Policy of the Association

It will be the policy of the Burley Tobacco Growers' Co-operative Association to deal with the banks which have shown a friendly attitude, Mr. Stone declared.

"The deposits of the association, running into millions, will be prorated among these friendly banks. Our members will be told which banks are friendly to the association. The security we offer is adequate. You bankers are taking no chances, and you will benefit by definitely aligning yourselves with the most powerful factor in the life of the State at this time."

### Passoneau Morale Head

At a meeting of the Board of Directors this morning, Joseph Passoneau, who has acted as organization manager, since last May, was appointed chief of the field service division. At the same time Mr. Sapiro was retained as general counsel for the association and empowered to appoint associate counsel to act during his absence.

Mr. Passoneau will have charge of all further sign-up campaigns, publicity, communications with growers, investigation of breaches of contracts or attempts to induce members to break contracts and all activities pertaining to the morale of the membership. He had assisted in co-operative organizations, before coming to Kentucky from Pullman, Wash.

### The Subscribing Banks

The subscriptions follow: Mercer National Bank, $16,800; First National Bank of Stanford, $10,000; First National Bank of Harrodsburg, $12,000; State Bank & Trust Co. of Harrodsburg, $12,000; Lincoln County National Bank, $15,000; Citizens National Bank & Trust Co. of Burgin, $10,000; First National Bank of Carrollton, $12,500; Ghent Deposit Bank, $5,000; First National Bank of Paris, $20,000; Bank of Maysville, $83,500; Anderson National Bank of Lawrenceburg, $20,000; People's Bank of Taylorsville, $12,500; Bank of Cumberland of Burkesville, $10,000; State National Bank of Frankfort, $22,500; First National Bank of Brooksville, $7,500; Farmers' National Bank of Frankfort, $40,000; State Bank & Trust Co. of Richmond, $20,000.

Augusta Liberty Bank, $9,000; Citizens National Bank of Lancaster, $11,000; Tobacco Growers' Deposit Bank of Crittenden, $10,000; Bank of Independence, $10,000; Garrard National Bank & Trust Co. of Lancaster, $11,000; People's Bank of Cave City, $6,000; First Bank of Midway, $10,000; North Middletown Bank, $15,000; Farmers National Bank of Cynthiana, $20,000; Boyle Bank & Trust Co. of Danville, $21,000; Woodford Bank of Versailles, $25,000; National Branch Bank of Frankfort, $23,000; Milford Bank of Milford, $9,000; Foster Bank of Bracken County, $5,000; Farmers' and Traders' Bank of Mt. Olivet, $12,000.

Warsaw Deposit Bank, $11,700; Sparta Deposit Bank, $5,000; Deposit Bank of Carlisle, $20,000; First National Bank of Dry Ridge, $7,500; First National Bank of Georgetown, $10,000; Bourbon Agricultural Bank of Paris, $32,500; National Bank of Cynthiana, $20,000; Capital Bank & Trust Co. of Frankfort, $30,000; Verona Bank, $5,000; G. Anderson Co. of Verona, $15,000; People's Bank of Burlington, $30,000; Citizens' Bank of Cynthiana, $11,000; Walton Bank & Trust Co. of Walton, $12,000; Boone County Deposit Bank, $16,000; Farmers' Deposit Bank of Sadieville, $16,000; Citizens' National Bank of Danville, $20,000; Pendleton Bank of Falmouth, $20,000; Citizens' Bank of Falmouth, $15,000, and Butler Deposit Bank of Butler, $75,000.

Four banks of Winchester aggregating more if required, $100,000; First National Bank of Carlisle, $5,000; Waco Deposit Bank of Waco, $3,300; Pleasureville Deposit Bank of Pleasureville, $16,000; president, individually, $10,000; cashier, individually, $10,000; People's State Bank of Frankfort, $15,000; Farmers and Traders' Bank of Eminence, $8,250; Deposit Bank of Eminence, $8,250; United Loan & Deposit Bank of Campbellsburg, $11,400; Deposit Bank of Sulphur, $5,000; Citizens' Bank of Port Royal, $6,000; Farmers' Bank of Tennis, $5,000; Owensville Bank of Owensville, $7,000; Deposit Bank of Munfordville, $10,000; National Bank of Munfordville, $5,000; People's Deposit Bank of Paris, $25,000; Farmers and Traders' Bank of Paris, $10,000.

Farmers' National Bank of Augusta, $16,500; Grant County Deposit Bank of Williamstown, $16,000; First National Bank of West Union, Ohio, $10,000; Security Trust Co. of Lexington, Mr. Manning personally, $50,000; Bank of Commerce of Lexington, $50,000; Phoenix & Third National Bank of Lexington, $100,000; Florence Deposit Bank of Florence, Ind., $5,000; First National Bank of Elizabethtown, $18,000; Oldham Bank & Trust Co. of La Grange, $7,000; First State Bank of Monterey, $5,000; Farmers' Bank of Corinth, $6,000; Fleming County Farmers' Bank of Flemingsburg, $15,000; Deposit Bank of Vanceburg, $4,500; president personally, $2,000; Old Bank of Perryville, $5,600; Exchange Bank of Sharpsburg, $5,000; Madison National Bank of Richmond, $15,000.

Carrollton National Bank of Carrollton $8,500; Worthville Deposit Bank of Carrollton, $3,500; Bank of Glasgow Junction, $4,500; National Bank of Hustonville, $9,000; Peoples' Bank of Hustonville, $5,000; Citizens' Bank of Sharpsburg, $4,500; Southern National Bank of Richmond, $12,000; Peoples' Bank & Trust Co. of Owenton, $5,000; Farmers' National Bank of Owenton, $5,000; First National Bank of Owenton, $5,000; Peoples' Bank of Flemingsburg, $19,000; Central Bank of North Pleasureville, $3,000; Bank of New Castle, $5,000; Commercial Bank of Liberty, $9,000; Bank of Germantown, Mason County, $7,500; Bank of Mayslick, $10,000; Hardeville Deposit Bank of Hardeville, $5,000; Peoples' Bank of Paintlick, $5,000; Smithfield Bank of Smithfield, $5,000; Farmers' Bank & Trust Co. of Georgetown, $15,000.

Georgetown National Bank of Georgetown, $15,000; First National Bank of Nicholasville, $10,000; Deposit Bank of Pierce, Fant and Co. of Flemingsburg, $20,000; Farmers' Bank of Kirksville, $6,000; Farmers' Bank of Dry Ridge, $12,000; Citizens' State Bank of Felicity, Ohio, $5,000; First National Bank of Bethel, Ohio, $5,000; Dr. Halley, personally, $10,000; Canners' National Bank, $2,500; Citizens' Bank of Waddy, $3,000; Glasgow, four National Banks, aggregating $36,000; Bank of Bryantsville, $3,000; Farmers' National Bank of Hodgenville, $13,000; Farmers' Deposit Bank of Brandenburg, $7,500; Morefield Deposit Bank, $5,600; Farmers' Bank of Owingsville, $15,000; Harrison Deposit Bank of Cynthiana, $10,000.

West Point Bank, $5,000; Bethel Bank of Bethel, $2,500; Commercial Bank of Grayson, $30,000; Farmers' & Traders' Bank of Germantown, $5,000; First State Bank of Junction City, $2,500, and Judge R. W. Bingham, $1,000,000; total subscribed, $2,865,700; Louisville and Cincinnati banks, $1,305,000, making grand total $4,170,700.

## Crop and Market Conditions

WASHINGTON, D. C., Jan. 24.—The Bureau of Markets and Crop Estimates has the following to say regarding tobacco crop and market conditions:

"Florida: Preparation of seed beds is in progress.

"Indiana: Small amount being marketed compared with previous years. Price fairly good.

"Kentucky: Dark tobacco prices fell sharply in parts of dark district last week after fairly good prices until then. Burley tobacco mostly pledged in five year cooperative pool. That which is being sold independently is bringing fair prices.

"New England States: Being marketed rather slowly. Prices not very high.

"Virginia: Strong demand reported for Dark or Export tobacco. Average price and quality of offerings somewhat lower during December; 61,782,000 pounds reported sold to Jan. 1 as compared with 80,669,000 pounds Jan. 1, 1921.

"Tennessee: Price somewhat lower and sales slow. Some increase in acreage next season probable.

"West Virginia: Being stripped rapidly. Prices fairly good."

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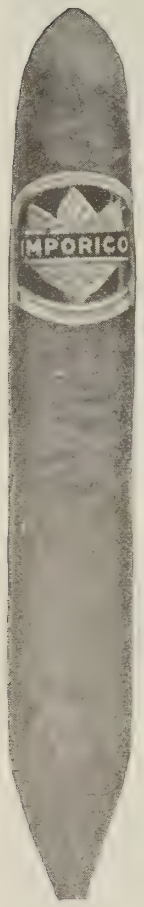


Bouquets
4¾ inch
10c. straight

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(IMPORTED)

## Who Determines Cigar Value?

You do in the beginning when you are buying stock. But in the long run isn't it the man who comes into your store day after day and asks for the same, who says, "this cigar has value"?

Imporico cigars are just full of value. Value for your customer—the kind that keeps him sold, and value for you that comes from quick turnover and a generous margin of profit.

*Jobbers write for territory*

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Bouquets
4¾ inch
10c. straight

Herminio Madera

## ALONSO RIERA & CO.

PACKERS OF

## Porto Rico Leaf Tobacco

**Importers and Exporters**

*The Tobacco Palace*

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# EL RISDAL

A Mild, Aromatic Cigar

MADE IN PORTO RICO

Thirteen Sizes

SPANISH HAND-MADE

*Correspondence Invited*

## J. M. GONZALEZ & CO.

SANTURCE, P. R.


# Chicago Is Painting New Prosperity Sign Posts

**Rising Tide of Faith and Confidence Mirrored in Many Industries—Courage Driving Out Fear—General Readjustment of Price Levels Taking Place in More Orderly Manner—Various Trade Activities Noted.**

CHICAGO, Jan. 21.—New sign posts to prosperity are apparent. Old-fashioned American courage is coming to the surface. This rising tide of faith and confidence is mirrored in many industries. Courage is driving out the fear that has been shackling production—a fear engendered as much by political as by economical events. General readjustment of price levels is going forward in a more orderly manner, which is a most hopeful sign. This will result in gradual lifting of the burden of price inequalities. It will stimulate buying by both producers and consumers, and likewise further stimulate production and absorb the army of idle men and women.

### Humo Cigar

Clarence Hirschhorn Co., is introducing to the trade the 8 cent, 2 for 15, Humo cigar, which is made by the Major Cigar Co., of Detroit.

### Demand Causes Shortage

The General Cigar Co.'s local branch is very short of Robert Burns, White Owl and Dycketts. The demand for these 3 brands is very large here.

### Serene

The show windows of the Albert Breitung stores are devoting much space to Serene mixture in the 15 cent package.

### Take on Robert Bacon

The Robert Bacon brand, made by the San Telmo Cigar Co., has been taken on by the Schneider Tobacco Co., of Milwaukee, who will distribute it in the Cream City. The Yahr-Lang Drug Co. controlled the brand until Jan. 1.

Sandy Stuart, a well known cigar salesman, called with a line of Dayton made cigars.

Harry Young, who has been with the Mendelsohn Co., of Cleveland, has resigned. He is now with the San Telmo Cigar Mfg. Co., of Detroit, and will work the western states.

Eugene Pholy, who has been working Iowa and Minnesota for Sanchez & Haya, has connected with A. Santaella & Co. He will work under Ben Strauss, and will feature the Optimo brand.

### To Distribute La Resta

Chas. Grashof, jobber of Buffalo and Rochester, N. Y., has become the distributor of the La Resta and Joan of Arc brands in his territory. Al Spellman closed this important deal for the San Telmo Cigar Co., the makers.

Charlie Dant is no longer connected with the Rauch Cigar Co., of Indianapolis. Charlie will connect shortly and is going to remain in the cigar industry.

### No Loafing Allowed

"What are your plans for 1922?" Better get in the swim and follow your neighbor as the wide-awake dealer is the one who will get the business this year. No loafing on the job if you want to keep your head above water."

Robert Bacon merchants, to retail at 3 for 50 cents, are being well placed by Grommers & Elson the distributors.

We see quite a spread of the new 10 cent Major size of La Palina cigars around.

### His 1922 Maiden Order

Harry Loker, the Garcia Bouquet star, was a recent visitor to Detroit. The first order Harry booked this year was one for 75,000 from his Chicago distributors, E. Hoffman & Co.

### On the Wing

Al Spellman of the San Telmo Cigar Co., came in from Boston and New York a few days ago. He has been doing special work in Boston for Jos. P. Manning & Co., who distribute his Joan of Arc, 3 for 25 cent invincible, which has such a strong call in Boston. Spellman leaves for Milwaukee in a few days to put in some hard work on the Robert Bacon cigar for the Schneider Tobacco Co.

Ben Ettinger, of Ettinger Bros., Joliet, Ill., wholesale cigar dealers, was a visitor to New York on a buying tour.

Emil Judell, well known to the trade, passed through on his way to New York. Emil hails from 'Frisco.

### Visited G. H. P. Factory

Oscar Buxbaum, Milwaukee jobber, came in from the East on his way home. Oscar was a guest at the G. H. P. Cigar Co factory in Philadelphia. He is a large handler of the El Producto cigar.

Leo Taussig, long a resident of Chicago and engaged in the leaf business moved recently to New York, which city will be his future home.

### Hard at It Again

J. A. Brown of the G. H. P. Cigar Co., has returned from Philadelphia, and is busily engaged boosting El Producto for Clarence Hirschhorn & Co., Chicago jobbers.

### On Way to Golden Gate

Sam Caro is due in a few days from New York on his way to San Francisco. Caro has been representing Wm. J. Seidenberg & Co., in the far west, but re-


## WM. B. SHAW

**Importer and Exporter**

**Porto Rico and San Domingo Tobaccos**

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**Representing Salvador Gallart, Cayey, P. R.**

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***Importers and Exporters of***

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**San Juan, Porto Rico**

## RAMON MORAN & CO.

***Growers, Packers & Exporters***

MANATI, PORTO RICO

*Correspondence invited.*

PORTO RICAN LEAF TOBACCO

## HERMANN J. ROSE

Packer of

**PORTO RICAN CIGAR LEAF TOBACCO**

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

***Quality, Not Price***

**Santurce, Porto Rico**

signed recently. He is now the far west sales agent for the Porto-Rico American Cigar Co., and will cover several western states.

A large newspaper campaign is now being conducted by the Majer Cigar Co., of Detroit, on the Detroit Hand Made Cigar, which has been reduced from 8 cents to a 2 for 15 cent seller. Clarence Hirschhorn & Co., 217-219 West Randolph St., are the distributors.

William Rosenfeld, the Charles the Great star, is again calling on the Chicago trade. Billy looks for a good year on clear Havanas.

Sig. Mayer is getting matters in shape to start out on his first trip of the year with F. Lozano line. Sig. covers the entire west for F. Lozano, Son & Co., of Tampa.

### Another Five-Center

Harris & Son Cigar Co., of Newark, N. J., are about to introduce a new 5 cent cigar in this market. It will be a five and a quarter inch, full Corona shape, packed in wood boxes of 50 under their Club Quality label.

### Notable Price Reductions

El Verso cigars came down this week. The $95 size to $90. The $110 size to $105 and the $133 size to $125. El Verso is distributed here by Steele-Wedeles Co.

Cinco, and San Felice cigars dropped $2 per 1,000. The new list price is $58 and both brands now sell at 2 for 15 cents.

Several sizes of the well known La Venga, clear Havana cigar, were reduced in price by Celestino Vega & Co., the manufacturers.

### New Cressida Jobbers

Remember a few weeks back we told you that E. P. Oakes had landed a big Chicago jobber for E. H. Gato Cigar Co.? We are now pleased to state that the house is no other than Ryan & Raphael Cigar Co., and the brand is the well known Gato Cressida. The opening order for one-quarter of a million was placed last week by John Ryan, Jr., of Ryan & Raphael, who is in Key West with E. P. Oakes. On the arrival of the goods an extensive selling campaign will be waged here by their sales force assisted by Oakes and Mort Hammer, of the sales force. "We are just a little bit ahead of the rest with our news."

### To Tampa and Havana

Aaron Strauss, of Celestino Vega & Co., leaves his Chicago offices next week on a visit to the La Vega factory in Tampa. From Tampa he will proceed to Havana before he returns to Chicago. La Vega has a very large local sale.

John Ryan, Jr., will leave Key West, via boat for New York, early in the coming week and after a few days "doing" the "Great White Way," he will return to Chicago.

Regret to report the Death of Morris Roth, one of the owners of Roth's Café, and the well known Black-hawk Restaurant. The business of both popular eating places will be continued by Otto Roth.

The news is out that Claude Turner, of Salvador Rodriquez, is going to visit this market shortly.

A change is noted in several sizes of the widely known Charles the Great cigar. The Corona Chica size in tins that has sold at 3 for 50 cents, is now a 15 cent straight seller.

The American Tobacco Co. has started a big newspaper campaign on their Lord Salisbury cigarettes.

Barney's Army Goods Store occupying a large building at 23 West Monroe St., had a 1 cent cigar sale this week. The stock was "government surplus."

The sale of La Resta cigars is on the increase. San Telmo Cigar Manufacturing Co., of Detroit, has just launched a large newspaper campaign on the La Resta brand for Grommes & Elson, who are the Chicago distributors. La Resta now sells at 2 for 15 cents.

Fred Lampert, E. P. Oakes' general manager, is one of Chicago's lucky boys. One of his friends presented him with a round trip ticket to New Orleans and all expenses paid. "Is Fred going?" well, I should say yes, and he leaves tomorrow on the "Race Track Special."

### Prices Reduced on Three Sizes

Club Quality, short smokes in packages of 10 have been reduced from 30 cents to 25 cents. Club Life regulars for 35, to 25 cents, and Club Life, After Dinner size, from 40 to 30 cents. All three brands have a large sale here, and are made by Harris & Son Cigar Co., of Newark, N. J.

Albrituna short smokes, the private label of Albert Breitung, have been reduced in price. The package of 10 that has sold for 35 cents has come down to 25 cents and the box of 50 from $1.65 to $1.25.

### To Erect Big Factory Building

Sam Paley, head of the Congress Cigar Co., of Philadelphia, visited his Chicago customers this week. Sam let it drop that in the very near future they will erect an eight story factory building in Philadelphia that will be the future home of the present four La Palina cigar factories that are now located in Pennsylvania and New Jersey. From here Paley left for Philadelphia.

Sigmund Rosenthal, head of the H. M. Schermerhorn, Inc., chain of stores is in New York on business.

The sympathy of the trade is extended to John Schelling, the well known Wrightwood Ave. retailer, whose wife passed away this week.

Sam Bloom, the big west side jobber, leaves for New York today.

Omars came down this week to $9.50 and Lucky Strikes to $7.50.

Robert I. Ellis, who has represented Sanchez & Haya in the Middle West, has resigned and has connected with the Bernard Schwarz factory of Detroit, maker of the R. G. Dun 10 cent cigar.—H. L. H.

## Fort Wayne Activities

Fort Wayne, Ind., Jan. 21.—Al Riegel, proprietor of the Riegel cigar store at the "Transfer Corner," has gone, with his wife, to California to spend the winter. The store has been left in charge of his nephews, Frank Bougher and George Kuntz.

The A. Schulte cigar store, at the corner of Calhoun and Wayne streets, which was recently opened, is doing a very good business and is growing in popularity. Louis Schirmeyer, who conducted the cigar store formerly located at this stand, is smiling genially behind the counters.

W. C. Kaiser, proprietor of the Peoples' Drug Store, is pushing his cigar counter quite strongly these days and is largely increasing the business of this counter as the result of this pushing. Attractive window displays and signs placed at various points about the store are the means used for doing this.

Walter Nichter has opened a cigar stand in the Friars' Club, in the Aldine Block.

Tom Shovlin, who conducts a very attractive stand in the Knights of Columbus rooms, reports that his business shows a very satisfactory increase this year.

### Pleased with Outlook

Practically all of the local cigar factories report that their business during the year 1921 was very satisfactory, and they are sanguine over the outlook for 1922. A number of the factories report a big increase in business last year over the previous year. Prices have dropped somewhat in this city in some instances, but there has been no very extensive cut as yet. Some of the local manufacturers state that they feel prices will be maintained at about the current level during the year while others look for a small cut.

## Sales to Continue

Lynchburg, Va., Jan. 20.—Notwithstanding the fact that farmers of this section, along with other belts of the State, are contracting to pool their crop during the next five years for marketing purposes, the local tobacco market is being planned for next year as though a pool had not been contemplated. The warehouses here are receiving inquiries from all over this district asking if the market here is to be continued, and these all are being answered in the affirmative.


A BOON to the BUYER
of Porto Rican Tobacco

GOVERNMENT GUARANTEE STAMPS

SHOW AT A GLANCE WHETHER IT IS GENUINE PORTO RICAN TOBACCO, A MIXTURE OF DOMESTIC WITH FOREIGN TOBACCO OR TOBACCO SHIPPED INTO THE ISLAND AND THEN RESHIPPED TO US.

BOXES OF CIGARS MUST DISPLAY A STAMP

STATING WHETHER THE CIGARS ARE MANUFACTURED OF PURE PORTO RICAN TOBACCO, A MIXTURE OF DOMESTIC AND FOREIGN TOBACCO OR ENTIRELY OF TOBACCO GROWN ELSEWHERE.

THIS BENEFITS THE CONSUMER

LOOK FOR THE STAMPS

THERE ARE 3 EACH
FOR TOBACCO AND CIGARS

TOBACCO:—
*WHITE—Genuine Porto Rican growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries.*
*PINK—Tobacco of Foreign growth.*

CIGARS:—
*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd. in P. R. with Tobacco not a product of P. R.*

FOR INFORMATION WRITE OR CALL

GOVERNMENT OF PORTO RICO
TOBACCO GUARANTEE AGENCY
*J. F. Vazquez, Agent*
126 Maiden Lane New York City
Telephone—John 1379

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*In 1603, King James I, alarmed at the increasing number of Tobacco Smokers in his Kingdom, placed a heavy tax upon it, hoping thereby to prohibit its use. Although the tax was paid with much reluctance, it did not materially reduce the amount of tobacco consumed by the English citizenry.*

CIGAR manufacturers using hand stripped filler tobacco are imposing a heavy tax upon their production, which can be lifted by installing the Model F Universal Stem Crusher.

## Stem-Crushed vs. Hand-Stripped
## 100% vs. 75%

Seventy-five to eighty-five pounds of filler tobacco, stem-crushed by the Model F Universal will produce filler for as many cigars as one hundred pounds of the same filled tobacco leaf, when hand-stripped.

The finished cigars, made of the "stem-crushed" tobacco will look the same; smoke as freely and evenly; taste the same, and the aroma will be just as fragrant as that of the "stripped filler" cigars.

The Model F Machine converts the entire leaf (stem included) into filler tobacco. It flattens the stem to the thinness of the leaf, at the same time removing the gum moisture. The tobacco is then ready for the cigar-maker.

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Factory: Newark, N. J., U. S. A.

UNIVERSAL TOBACCO MACHINE CO. OF CANADA, Ltd.

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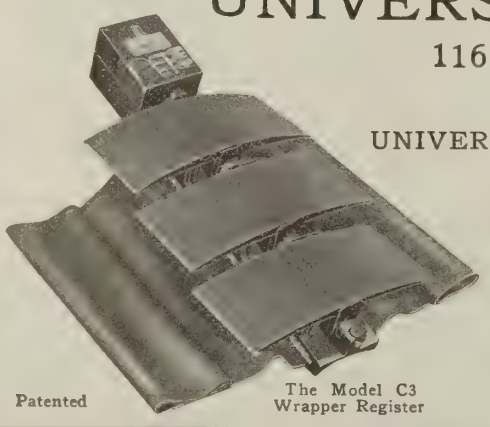


Patented

The Model C3 Wrapper Register

*The Model C 3 Universal Cigar Wrapper Register counts and registers one, two and three-cut wrappers in pads of fifty cuts.*

# Philadelphia Pleased with the Trend of Trade

## The After-Holiday Quiet Ending on Schedule Time—Retailers Regard Business Conditions as Entirely Satisfactory—Leaf Trade Also See Signs of Renewed Activity—Manufacturers in Good Shape—Dealers Elect Officers.

PHILADELPHIA, Jan. 23.—The seasonably quiet business which the retailers have experienced since the holiday gift time, when smokers were loaded up with box goods in larger volume than for several years, gave during the week its first evidence of termination. Although business has improved, trade confidence is hardly a whit greater than it was, for the reason that there never was the slightest dejection nor doubt that when the new year got into swing better business, and probably even a rushing trade, would come with it. There was, of course, a large measure of satisfaction that the anticipated betterment appeared about on schedule time, and the retailers are viewing the situation with entire satisfaction.

### Working to Capacity

The manufacturers, at least all those who have developed a national distribution through national advertising, continue at full production, and some are still far oversold. The Congress company, for instance, although its four factories are running full, has a growing waiting list, and every effort must be exerted to secure a still larger production. The Cressman, the Bayuk, the Bobrow, the Eisenlohr, in fact all the principal concerns tell this same story of large sales opportunity in different form. Many of them really experienced, so far as their productive activity was concerned, no transition from the old year into the new, and, of course, sentiment in the ranks of the manufacturers is in excellent shape.

In the leaf trade which, like the retail trade, has been rather quiet, signs of renewed activity appeared during the week, and it, too, faces the future with unquestioning confidence.

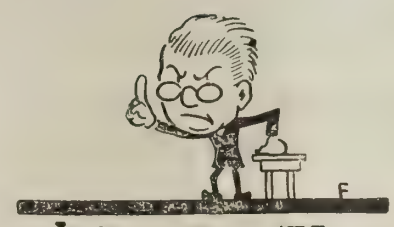
### Retailers Getting Together

The really important development of the week, and perhaps of the last twelve months, was the election on Thursday night of last week of the newly organized Retail Cigar & Tobacco Dealers' Association of new officers and the virtual reorganization of what, it is believed, will hereafter be one of the most important factors in the retail organization in Philadelphia. The new organization, under its new officers, is now truly representative of the legitimate retail trade in its best estate, and though it is still small in numbers, its officers believe the real start towards the complete organization of the industry has been made; that there now exists no reason why a large percentage of the 7,000 retailers in the city should not become actively interested in the organization, and their efforts immediately will be put forth to secure that result. These are the new officers of the organization, unanimously elected at the meeting, held for the first time in new headquarters in the Philadelphia Bourse: President, Chauncy D. Schoch, manager of the Stoever cigar stand, Broad street station; first vice-president, M. J. McDonnell, of Yahn & McDonnell; second vice-president, Wm. H. O'Keefe, third vice-president, Arthur M. Holt; treasurer, Albert Pollow; secretary, Nathaniel W. Meade; directors, Mr. Schoch, Mr. McDonnell, Mr. O'Keefe, Mr. Holt, Mr. Pollow, Frank M. K. Sterner, of the Sterner cigar store, 12th above Market streets; Howard W. Little, Juniper & Sansom; Max E. Deutsch, 60th below Market streets; Samuel Deckitt, 207 N. 3rd street; M. E. Doctor, 300 S. 60th street; Leon Horwitz, 6th and Sansom streets; Mr. Pollow, Heed Bldg., and Mr. Mead. An enjoyable social evening was spent, terminating with a smoker made possible through the generosity of the Congress Cigar Co., which provided La Palina; the Spencer-Morris Co., with Spencer-Morris, and the Dusel-Goodloe Co., with Robert Emmett and La Preferencia. It was decided to hold the next meeting on the first Wednesday night in February. All the price cutters have retired and the association is now the nucleus of the legitimate retail trade.

### Sounds Keynote

In discussing its future, the newly elected president said: "While there are scores of important problems which can be taken up, the duty of the hour, as I see it, is concentration on a thorough organization of the retail cigar and tobacco industry. Assuming that there are some 7,000 retailers of these commodities in this city, and assuming that after proper effort we shall be able to secure as members only one of every ten, it is apparent that there is possible a powerful organization which will stand ready to improve conditions for the benefit of all. There never was a time, as now, when the need for a representative organization was so great. I believe the present to be the critical time for the industry. Twenty years ago the efforts of zealots to secure the enactment of a national prohibition act provoked smiles, and yet we all know results today. In my opinion the agitation against tobacco is as strong today as was the agitation against liquor twenty years ago. That demonstrates the need for an organization of the industry prepared to set forth the truth of the situation and to be ever alert against ill-considered and harmful legislation. It is true that some of the retailers will say that we should immediately embark on a program of abolishing cut price evil, of securing better treatment from the jobbers and a score of other matters. These questions un-

(*Continued on page 33*)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10c—2 for 25c
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NEW YORK

# Cleveland Is the Center of Business Optimism

## Cigarists Look for Greater and Continued Improvements in Trade—Dealers Have Substantial Cause for Hopefulness and Cheerfulness—City Has Settled Into Its "World Series" Stride—Means to Win the Big Prize Pennant—Among Those Present.

CLEVELAND, Ohio, Jan. 22.—This city of Cleveland has the right "dope." It is optimism. That is the "dope"—be optimistic. Cigarists look for greater and continued improvements in trade—and you know that saying, "he who looks for," etc. Why, you can't talk to a cigar man in town who doesn't believe that this year's business will be a real "boomer." Believing it is more than half the battle, too. In fact, the only way to make things better in the trade is to be optimistic. Talk optimism, breath it, inhale it, believe it, and pass it on to your neighbors and when they refer to you as an optimist, stick out your chest with the pride and satisfaction that comes from knowing that you are doing your best to make business better. That is the program being followed by Cleveland dealers and already it is bearing fruit.

Cleveland dealers do not have to be optimistic in theory or practice only. They really have something substantial to be hopeful and optimistic over. Indeed, no year offered so many hints and actual proofs of being a successful one as did 1922. Already Cleveland has settled into its "world series" stride and its tobacco dealers are sure that when the year is officially over, they will have found themselves high up in the prize money.

### Auto Show Opens

Cleveland dealers are mightily interested in the opening of the Auto Show this week. Besides a personal interest, this event always means business. Many are the people who come into town from surrounding places to view this grand assembly of vehicles and perhaps come out with a receipt for one in their pockets. Many, also, are the salesmen and dealers who drive new machines when the smoke of battle is cleared away.

### In Again—Out Again

Graham Davis, of the General Cigar Co., stopped off on his business trip last week. Not for long though. He soon went on his way to Chicago. The Wallace & Schwarz Co. are his local distributors for Bobby Burns and Owls.

### An Attractive Display

When it comes to fixing up a window display that will and does catch the smoking public's eye—hand the prize to Ed. Polster. His display of pipes—there were all makes—was certainly a "dream." To top it all off, Ed. struck some packages of Herbert Tareyton around, and the picture was complete.

### A Visitor

Harry Bassett, that Mi Lola wizard, favored the natives with his presence this week. Harry has built up a wonderful foundation for this brand and has started the ball a-rolling towards making Mi Lola one of Cleveland's very best sellers.

### Another Speedster

Ben Bloch, that hustler for Park & Tilford, is one of these fellows who can never be still—he's on the go all the time. Ben just got back from a long western trip and had favored friend wife and his home, the Chateau, with his presence when lo, he is up and off again. This time it is to be southern Ohio, Springfield, Dayton, and vicinity. Ben reports that business is just great and that Telegrafos and the Tilford brands are sure sellers.

### Dillingham Retires

Mr. Dillingham, for twenty-seven years with the J. A. Rigby Co., of Mansfield, is no longer with that company. Instead, Mr. Dillingham has retired and will no more enter into active competition. Mr. Dillingham was a real old timer in the tobacco game, and besides was a real friend of many of Cleveland's cigarists, so they sure will miss him.

### On a Business Trip

Joe Klein, that genial Lakewoodite and also vendor of Edgeworth smoking tobacco, is on one of his productive business trips. Joe is a real fellow and besides, he can surely pocket those orders.

### Good Sellers

One cannot study the tobacco and cigarette market of Cleveland without being amazed at the wonderful distribution of Philip Morris and English Oval cigarettes. Charley O'Donnell is the man back of it all and through his tireless efforts, these brands have been going at a pace such as only good merchandise can travel.

### Back Home Again

W. F. Orth, tobacconist from Cincinnati, is back home again after spending a week here in Cleveland, and Mr. Orth's visit was on the order of a vacation and he's now back on the job once more. Mr. Orth is the Cincinnati distributor for Fatimas, Chesterfield, Favorites, and Piedmonts.

### A Fast-Selling Side Line

The P. G. Vincent Cigar Co.'s 105th Street Store is rather unique in one respect, at least. Though primarily a cigar store—and they sure do an immense business—they certainly sell a lot of sporting goods. This store is the East End distribution center for the A. G. Spalding Co. Of late, there have been reported a large number of skates sold and it is no wonder. This store is at the second busiest intersection in the city and at the same time is in the heart of the "skating district." Within a stone's throw is Wade Park and Rockefeller Park, where are two wonderful outdoor skating ponds and just one street away is the Elysium, the country's largest indoor, artificial skating rink. Clevelanders are surely some skate enthusiasts and they back to their limit the Cleveland Hockey Team, champions of the world, who cavort at the Elysium every week end. Is it any wonder, then, that P. G. smiles every time another pair of skates is wrapped up for a customer?

### On Business Tour

Sam Gottloeb is on his first business tour for his new firm, Gradiaz, Annis & Co. The trip will extend from one end of Ohio to the other and Sam is sure that he'll come back all loaded up with orders for Don Julians. Gradiaz, Annis & Co. have recently bought from the Havana Production Co. the rights to the Ruy Lopez brand, a high grade, clear Havana cigar.

### More Than His Share

Charley Fredericks is surely having more than his share of trouble and hard luck. Charley has been confined to bed for three months and has had two operations. The doctors say that there will have to be another one, too, before he can be perfectly well again. Mr. Fredericks is a real fellow and a crackerjack salesman for J. B. Moos Co. His army of friends all hope to see him again very soon, as full of pep as ever and are pulling hard for him.

### In Detroit

Mr. Brown, manager of the A. D. Goodman Co., was a visitor in Detroit last week. Mr. Brown is one of these fellows that always have "beaucoup" pep and it is really his efforts that are making the Webster cigar one of Cleveland's best sellers.

### Now He's In for It

A. H. Brown, of the firm of Brown & Jones of Geneva, is back on the job once more after a short trip. The reason for the trip? Oh, merely a honeymoon. Yes, A. H. is married. Who could have thought it? The honeymoon

(*Continued on page* 33)

# Leaf Tobacco

*Virginia*
*Carolina*
*Kentucky*
*Tennessee*
*Chinese*

Communicate With Us Before Buying

## China American Tobacco and Trading Co.

Rocky Mount, N. C.
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ESTABLISHED 1875 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Va. CODES USED: Western Union and Arnolds.

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President T. W. WEBB, Secretary Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

*Our Tobaccos Always Open Up To Sample*

The largest bright leaf tobacco market in the world. WILSON, N. C., U. S. A.

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE NEW YORK

# Virginia Tobacco Prices Make Notable Advances

**Fancy Grades Brought Upwards of $60 at Appomattox—One Lot Sells for $70 at Farmville—Inferior Offerings Kept the General Average Down—Much Feeling Aroused Over Co-operative Association—Anxious to Get on the Bandwagon.**

NEW CANTON, Va., Jan. 23.—Dark tobacco sold high last week—higher perhaps, than it has sold since the flush days of 1919-'20. Late last week the prices took a jump at several of the markets, and on the 19th they went higher on the Appomattox market than they had ever done, fancy grades bringing $40, $50, $60, and even higher.

The Farmville (Va.) market reported very high prices. Clinton Jones, an expert tobacco grower of Buckingham county, had little trouble in selling a good lot for $70, and a number of other lots for something less. The sales on the Farmville market were larger than the week before, though not comparable, of course, to former times of great selling when weather conditions permitted large crops to be raised. So far, about 2,400,000 pounds have been sold in Farmville this season. This market, with its four warehouses, has sold as high as twelve and fifteen million pounds of dark tobacco a season. This year it will hardly reach four million pounds.

At Dillwyn some good prices have been paid. Naturally, the average has been kept down by the offering of inferior grades, but some fancy lots brought fancy prices, ranging up well into the forties and fifties.

It would appear that Lynchburg is not doing quite so well as the markets farther east in the dark belts. But it is well known, of course, that the dark tobacco of Lynchburg—from Campbell, Bedford, Amherst and other surrounding counties—is quite a different thing from the dark tobacco of Buckingham, Cumberland, Fluvanna, Prince Edward and Charlotte counties.

A large warehouse corporation of Lynchburg, which has done considerable business in this section in times past, is this week advertising by mail direct to the growers, and is urging them to bring in their tobacco the next sixty days, the earlier the better. They state that receipts have been generally light since Christmas, but that prices are high and that all grades, without exception, are in active demand. Last week was decidedly the best of the entire season, so far as prices are concerned, though wrappers were a little off.

The Lynchburg Warehouse Co., which operates a number of warehouses in that city, announces to the growers that it will operate its warehouses next season. This in spite of the operations of the Tobacco Growers' Co-operative Association. Evidently they believe that there is sufficient tobacco unpooled to permit them to operate as independents and keep the machinery running.

### Independents to Open as Usual

It is reported here that there has been a considerable stir in various sections of Virginia and North Carolina as a result of reports concerning the operation of independent warehouses next year. Co-operative Association men are reported to have announced in several cases, perhaps in good faith, that independent houses would not be open for business. These reports became so general and so persistent that a number of the warehouses in the two states have recently been publishing large advertisements, covering sometimes as much as a half page of a newspaper, announcing to the growers that they would open in 1922 as usual.

All this bickering and misunderstanding, while it is by no means serious, merely indicates the tremendous activities of the Co-operative Association. Wherever one goes he learns that the movement has succeeded far beyond the dreams or hopes of the earliest organizers of the Association. Virginia, perhaps the most conservative State of the Union in many respects, was not expected to take a new and, to some, questionable and revolutionary movement which was patterned after the co-operative movements of the none too conservative West. But Virginia did the unexpected thing and signed up ninety-three per cent. of its tobacco growers, with new signatures constantly coming in. In fact, the Growers' Association men believe and state that next year, when the tobacco growers see the tremendous success of the movement, there will be a general scramble for the bandwagon until ninety-nine per cent. of growers will be enrolled. It is known, however, that some of the ultra-conservatives will hold out to the last.

Little is heard here as to what the warehouses of the smaller markets of the dark belt will do next year. So far as is known, no announcements have been made by the smaller markets of Buckingham, Prince Edward, Appomattox and Cumberland counties. It is difficult to see, however, just how these warehouses can operate and maintain their machinery and corps of buyers with but 7% of the usual amount of tobacco in sight for them. Evidently they appear to be waiting, as did the genial Micawber, for "something to turn up."

Unusual interest, naturally, attaches itself to the balloting which is scheduled to take place before January 30 for delegates who will meet February 2, for the purpose of electing directors for the eight districts in which Virginia is divided. The ballots have not been distributed here as yet, but are expected by the growers in every mail. The county seat, in every case, is the stated polling place, with the county chairman and secretaries as election officers.

It is interesting to note the following figures relative to the signatures of con-

tracts in four important dark tobacco counties:

| | Acres | Pounds | Con-tracts |
|---|---|---|---|
| Buckingham ... | 3,356 | 3,064,530 | 845 |
| Cumberland ... | 2,678 | 2,399,200 | 436 |
| Appomattox ... | 4,141 | 3,259,950 | 681 |
| Fluvanna ..... | 145½ | 125,525 | 59 |

It is thought that with a good crop year in 1922 the four counties will sell co-operatively somewhere between twelve and fifteen million pounds of dark tobacco.

The *Tri-State Tobacco Grower* for January is an issue that evinces great joy and shouts paeans of victory over the tremendous success of the Tobacco Growers' Co-operative Marketing Association. Chairman Joyner states that the organization will be "the biggest tobacco selling organization in the United States"; and Dr. Douglas Freeman, editor of the famous *News-Leader*, of Richmond, says: "The formal and auspicious launching of the most important agricultural undertaking in the lifetime of this generation of Virginians is reported today. The Tobacco Growers' Co-operative Association is an assured fact. Co-operative marketing of the weed is an assured fact."

Growers are much engaged these days in twitting the buyers and warehouse men who stood out against the movement and predicted its failure. The trade is accepting the situation good-naturedly, and everybody seems anxious to get in the Good Times bandwagon. At present the horizon is brightening considerably, and the spirits of the farmers in Virginia are daily brightening; for the year promises to be one of achievement, and, barring adverse weather conditions, of banner crops.—PLUMMER F. JONES.

## Highest Average at Lynchburg

LYNCHBURG, Va., Jan. 20.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week ..... | 158,500 |
| Sold to Jan. 20, 1922..... | 5,882,700 |
| Sold to Jan. 21, 1921..... | 3,040,300 |
| Increase for 1922 ..... | 2,842,400 |

The weather was very bad all the week causing receipts to be small; the rain, however, made a season for handling tobacco and sales will be larger next week.

The demand for tobacco was never better with prices extremely active, and the average price for the week was $25.30 being the highest of the season.

Fancy wrappers were not quite as active as before the holidays but all other desirable grades were stiffer making the general average better.

The farmers seem anxious to sell what tobacco they have on hand and it is expected that sales will be good until the remainder of the crop is sold.

## Durham Average, $23.11

DURHAM, N. C., Jan. 21.—Total sales for the week, 320,180 pounds; average price per 100 pounds, $23.11; sold to date of 1921 crop, 7,017,875 pounds; average price per 100 pounds, $27.42; sold to same time last year, 11,736,993 pounds; average price per 100 pounds, $26.62.—W. P. HENRY Co.

## Winston Average, $22.14

WINSTON-SALEM, N. C., Jan. 21.—Total sales for the week, 1,596,469 pounds; average price per 100 pounds, $22.14; sold to date of 1921 crop, 26,161,497 pounds; average price per 100 pounds, $26.11.—WINSTON-SALEM LEAF TOBACCO & STORAGE CO.

## Blackstone Market

BLACKSTONE, Va., Jan. 21.—The market was higher this week on low and medium grades, and the average about $1.50 or $2.00 higher than before Christmas.

Sales for this week amounted to 287,105 pounds, with total sales to date of $2,356,485. The average price was $16.59.

The amount of money paid out totals $390,983.25.

It has been a good season and the rest of the crop will move in about fifteen days. Practically all will be sold in the month of February. It is not expected the market will sell over 3,000,000 pounds.

## Small Sales at Richmond

RICHMOND, Va., Jan. 21.—There is no change in market, but there is good competition on all good grades of tobacco; and common tobaccos selling at a better average.

Sales were small again this week, and will remain so until weather conditions permit the marketing of balance of crop not in the Pool.

It is estimated there is about a million pounds in the farmer's hands to be sold loose on warehouse floor; and about same quantity in the Pool.

This week's sales were 78,125 pounds, sold at an average of $17.87 per hundred pounds.—R C. MORTON & Co.

## Rocky Mount Sales Light

ROCKY MOUNT, N. C., Jan. 21.—Sales of leaf tobacco have been light for the week and the indications are there is but very little left in the hands of the farmers. The offerings also indicate the end of the season, consisting largely of barn cleanings and rehandled tobacco. Prices, however, remain good. The common grades seem to be stronger than before the holidays, while the medium to good tobaccos are equally high.

The market will close for the season February 10. The Rocky Mount warehouses, all of them, will reopen for the sale of tobacco in the usual way September 5, 1922.

## Prices Up at South Boston

SOUTH BOSTON, Va., Jan. 21.—Sales on the local tobacco market since the opening after Christmas have totaled 586,167 pounds which brought $110,512.73, an average of $18.80. This brings the total sales for the season up to today to 9,702,403 pounds for which has been paid $2,105,653.82, an average for the season of $21.70. Sales recently have been fairly good, considering the weather, and prices continue to hold up well, especially on the better grades.

## Oxford Average, $24.05

OXFORD, N. C., Jan. 21.—Total sales for the week, 395,906 pounds; average price per 100 pounds, $24.05. Sold to date of 1921 crop, 7,228,354 pounds; average price per 100 pounds, $24.75. Sold to same time last year, 11,314,652 pounds; average price per 100 pounds, $23.57.

## Nearing End at Wilson

WILSON, N. C., Jan. 21.—All of the Eastern North Carolina tobacco markets have followed Wilson in deciding upon February 10 as the day for closing the season. And, like the Wilson market, all announce that their warehouses will reopen for the sale of the 1922 crop on September 5. This announcement comes in spite of all the talk about co-operative marketing and wild rumors that the "co-operators" have set afloat to the effect that the Eastern Carolina warehouses will retire from business.


Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.

Samples sent on request.

DANVILLE VIRGINIA

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Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

**GEO. A. LEA & CO.** Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.

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Virginia, North and South Carolina and Kentucky Tobacco
Facilities for Re-Drying, Correspondence Requested, Export Business Solicited.

Winston-Salem, North Carolina, U. S. A.

E. B. Ficklen, President Cable "FICKLEN" E. B. Ferguson, Sec. and Treas.

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Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished Correspondence Solicited

Cable Address: WILTOBAC, Wilson, N. C.

**WILSON TOBACCO COMPANY**

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WILSON, N. C., U. S. A.

Cable "IRVINE," Kinston, N. C.

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Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT COMPLETE FACILITIES

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**DIXON-BUCHAN TOBACCO COMPANY**

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VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

ANDREW JAMISON, President Established 1885; Incorporated 1910

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—BUYERS AND EXPORTERS OF—

*ALL GRADES OF OLD BELT*

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CODES: { Arnold's No. 5 / A B C 5th Ed. Improved

LEAF TOBACCO

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*Latest Proctor System*

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Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

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**W. R. Nagel & Co.**

Dealers and Brokers on All Western Markets
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We respectfully request your inquiries and Orders.

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431 Munsey Bldg., Baltimore, Md.

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*You need every week*


# Louisville Tobacco Market Reports

LOUISVILLE, Ky., Jan. 21.—The Tobacco Board of Trade makes these tabulations:

### Tobacco Sales for the Week and Year to January 20

| Warehouses | Week—Auction Sales | Week—Private Sales | Week—Total for Week | Year, Jan. 1st to Date |
|---|---|---|---|---|
| Turner | 339 | 3 | 342 | 899 |
| Kentucky | 629 | 3 | 632 | 1,731 |
| Main Street | 513 | .. | 513 | 1,327 |
| Planters-Farmers | 786 | 19 | 805 | 2,273 |
| New Tenth Street | 412 | 46 | 458 | 1,381 |
| Louisville | 469 | 61 | 530 | 1,350 |
| | 3,148 | 132 | 3,280 | 8,961 |
| Year 1921 | | | 2,573 | 6,081 |
| Year 1920 | | | 2,672 | 8,367 |
| Year 1919 | | | 2,766 | 8,819 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,806 | 1,432 | 3,238 |
| Dark | 37 | 5 | 42 |
| | 1,843 | 1,437 | 3,280 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 3,960 | 4,781 | 8,741 |
| Dark | 163 | 57 | 220 |
| | 4,123 | 4,838 | 8,961 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 5,504 | 8,150 | 8,378 |
| Dark | 577 | 217 | 441 |
| | 6,081 | 8,367 | 8,819 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| SALES— | | | |
| Total sales of new crop to date | 8,244 | 5,992 | 9,059 |
| Sales of new crop to date. Original inspection | 7,337 | 5,395 | 8,129 |
| REJECTIONS— | | | |
| Rejections this week: | | | |
| Burley | 693 | .... | .... |
| Dark | 8 | .... | .... |
| Total | 701 | 564 | 615 |
| Percentage of rejections to auction sales: | | | |
| Burley | 22 | .... | .... |
| Dark | 19 | .... | .... |
| Total | 41 | 23 | 23 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 1,790 | .... | .... |
| Dark | 80 | .... | .... |
| Total | 1,870 | 1,175 | 2,120 |
| RECEIPTS— | | | |
| Receipts this week | 2,492 | 1,835 | 1,730 |
| Receipts, Jan. 1 to date | 5,939 | 4,891 | 6,093 |

### Official Quotations at Louisville, January 20, 1922

| | Dark Red | Burley, Old: Bright Red | Burley, Old: Colory | Burley, Old: Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common Lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good Lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Common Leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common Leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium Leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and Selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Burley, 1921 Crop: Bright Red | Burley, 1921 Crop: Colory |
|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound | 8 to 10 | 8 to 10 | 12 to 14 |
| Common Lugs | 10 to 12 | 10 to 14 | 16 to 20 |
| Medium Lugs | 12 to 16 | 14 to 18 | 20 to 25 |
| Good Lugs | 16 to 20 | 18 to 22 | 25 to 30 |
| Common Leaf (short) | 12 to 16 | 14 to 16 | 20 to 25 |
| Common Leaf | 16 to 18 | 16 to 20 | 25 to 28 |
| Medium Leaf | 18 to 25 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and Selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Total 1921 Burley Sold Up to Jan. 14, 1922

LEXINGTON, Ky., Jan. 21.—The following table shows amount of the 1921 crop of burley tobacco sold, with average prices, up to Jan. 14, 1922, and the amounts estimated remaining to be sold on the various markets now operating:

| Market | Pounds | Average | Estimated to be sold |
|---|---|---|---|
| Louisville | 6,807,000 | ..... | 14,000,000* |
| Lexington | 5,273,300 | $22.12 | 12,000,000 |
| Horse Cave | 2,848,327 | 21.87 | 4,000,000 |
| Richmond | 2,525,060 | 27.08 | 4,000,000 |
| Greeneville, Tenn. | 2,393,667 | 32.39 | 4,500,000* |
| Huntington, W. Va. | 2,083,585 | ..... | 4,500,000* |
| Madison, Ind. | 2,083,585 | 21.76 | 3,000,000 |
| Glasgow | 1,742,922 | ..... | 3,000,000* |
| Covington | 1,652,075 | 23.76 | 5,000,000 |
| Danville | 1,500,955 | 23.26 | 2,000,000 |
| Springfield | 1,267,935 | ..... | 2,500,000* |
| Maysville | 1,169,910 | 21.10 | 3,000,000 |
| Shelbyville | 725,330 | 19.82 | 3,500,000 |
| Batavia, Ohio | 721,500 | 21.50 | 2,000,000 |
| Hurricane, W. Va. | 597,130 | 24.59 | 1,000,000 |
| Carrollton | 485,990 | 22.14 | 1,500,000 |
| Harrodsburg | 452,350 | 19.27 | 750,000 |
| Abingdon, Va. | 428,304 | ..... | 750,000* |
| Cynthiana | 426,845 | 22.07 | 1,000,000 |
| Galliopolis, Ohio | 298,400 | ..... | 500,000* |
| Johnson City, Tenn. | 287,152 | ..... | 500,000* |
| Cincinnati, Ohio | 205,640 | 27.68 | 500,000* |
| Owensboro | 142,460 | ..... | 250,000* |
| | 36,390,822 | | 73,750,000 |

*Incomplete reports from these markets, therefore these estimates were made in Lexington and are conservative. All other amounts under column "Estimated" were reported by the respective markets.


**FRIEDBERG BROS., Inc.** LEAF TOBACCO

Dealers in All Kinds of

BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of
**Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio**

## Paducah Market Strong

PADUCAH, Ky., Jan. 20.—We have had a very active market on loose tobacco throughout the week. Offerings have been heavy on the wagon markets, and loose floors have also had more than usual. Prices have continued very firm on lugs, low and common grades of leaf. The better grades of leaf have held their own. There have been times when the market showed some weakness, but in such cases losses were soon regained, and I would say prices were firm on all grades. The bulk of the offerings were of common to medium leaf selling at 15 to 20 cents. Very little good medium or good leaf appearing. Some sales from the wagons ranged from 23 to 27½ cents, but these were the exceptions.

The weather has turned suddenly cold which no doubt will check the movement of loose tobacco until it moderates.

Buying at the barn doors in the country has become more general and sales have been rather heavy. The bulk of the good and fine tobacco has been sold, and there is more of the low common and medium grades selling now than other kinds. Practically all the buying interests are represented in the market.

Most farmers have gotten their tobacco ready for market and as prices are satisfactory they have been rushing deliveries and with favorable weather conditions no doubt we will see a continuation of heavy deliveries.

It is generally conceded that the crop has been somewhat overestimated in yield, many claiming that the crop will fall far short of last year's yield. No doubt this is having a stimulating effect on the market and helping to hold prices up. Prices are already higher than we expected to see, since export conditions are so unfavorable, and what the future of the market will be remains to be seen.

The planters' Association has sold several hundred hogsheads of low and common grades of leaf and lugs. The leaf being culls out of the 1919 crop which have been hard to sell heretofore. Prices have ranged from 9 cents up, the bulk of it selling around 11 cents average for the leaf and lugs at 4 to 6 cents.—W. B. KENNEDY.

## Large Sales at Mayfield

MAYFIELD, Ky., Jan. 20.—Wright, Smith & Co., leaf tobacco dealers and exporters, report as follows:

During the week auction sales have been very large and, in addition to this, considerable trading has taken place in the country.

Prices remain firm with the exception of probably a slight upward tendency in some of the common to medium grades of leaf, which is due to the first activity of any consequence of a very important interest at this point.

Each day's auction sales for the week, are as follows:

| Date | No. Loads | Leaf Average | Lug Average |
|---|---|---|---|
| Prev. reported | 2,534 | | |
| Jan. 14th .... | 44 | $13.07 | $1.81 |
| Jan. 16th .... | 172 | 13.89 | 1.80 |
| Jan. 17th .... | 114 | 13.00 | 1.79 |
| Jan. 18th .... | 158 | 13.30 | 1.81 |
| Jan. 19th .... | 158 | 13.63 | 1.33 |
| Jan. 20th .... | 97 | 13.02 | 1.80 |
| Total ..... | 3,277 | | |

There is no way by which we can ascertain definitely the quantity of tobacco that has been sold privately in this country, but we would estimate total sales at this market, including auction and private sales, at approximately 6,530,000 pounds; estimating this county as having sold fully 40% of the 1921 production, and included in this 40% is the bulk of the good tobacco in the crop.

Hopkinsville (auction sales) average for the week on 1,147,645 pounds is $15.81; for the season on 5,457,985 pounds, $15.40. We understand considerable trading was done the past week in Christian and adjoining counties.

We find a better feeling in new lugs where they can be had in bulk lots.

## Owensboro Market Report

OWENSBORO, Ky., Jan. 21.—The Kentucky & Virginia Leaf Tobacco Co., Inc., makes report for the week as follows.

**Sales of Pryor and Burley**

| | Pounds | Average |
|---|---|---|
| Sales this week ..... | 2,255,200 | $13.75 |
| Previously reported.. | 17,700,750 | 16.58 |
| Total prior to date | 19,955,950 | 16.26 |
| Sales of burley this week..... | 88,005 | 14.89 |
| Previously reported.. | 142,460 | 14.78 |
| Total burley to date | 230,465 | 14.82 |

**Quotations**

GREEN RIVER

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Dark | 7c to 25c | 5c to 18c | 2c to 6c |
| Brown | 9 to 35 | 7 to 20 | 3 to 10 |
| Red | 15 to 55 | 8 to 25 | 3 to 12 |

ONE SUCKER

| | | | |
|---|---|---|---|
| Dark | 6c to 18c | 5c to 10c | 2c to 4c |
| Brown | 8 to 30 | 6 to 20 | 4 to 7 |
| Red | 9 to 35 | 7 to 25 | 5 to 10 |

BURLEY

| | | | |
|---|---|---|---|
| Dark to Green | 6c to 15c | 4c to 12c | 2c to 6c |
| Dark red | 8 to 20 | 6 to 15 | 4 to 8 |
| Clear red | 15 to 35 | 10 to 25 | 6 to 15 |
| Bright | 20 to 50 | 15 to 40 | 10 to 35 |

With full sales throughout the week the market continued strong and active at outside values for the respective grades.

## Lexington Market

LEXINGTON, Ky., Jan. 23.—Lexington tobacco warehouses selling non-pooled tobacco disposed of 1,529,525 pounds the past week for a total of $332,521.80, an average of $21.74 a hundred pounds. Sales for the season, so far, at the three warehouses selling, totaled 6,792,810 pounds, which brought $1,446,363.90, an average of $21.57 a hundred.

Last week the Jewell warehouse sold 551,200 pounds for an average of $21.32, the Geary house 394,550 pounds at $22.01, and the People's No. 1 house 583,775 pounds at an average of $22.44. The total receipts to farmers for the week, less commissions, was given as $332,521.80.

Preparations are going forward for the opening of the pool houses in Lexington Jan. 26, and in the rest of the burley district Jan. 30. The action of bankers here Saturday in guaranteeing loans of $4,170,700 makes certain that the association will have funds enough for advances on the pooled tobacco delivered.

## Greeneville Average, $29.37

GREENEVILLE, Tenn., Jan. 21.—Total sales for the week, 446,860 pounds; average price per 100 pounds, $29.37. Sold to date of 1921 crop, 2,840,527 pounds; average price per 100 pounds, $31.92.—THE AUSTIN CO.

## Clarksville Market

CLARKSVILLE, Tenn., Jan. 21.—J. F. Smith, supervisor of the Clarksville Loose Leaf Tobacco market, makes report for the week ending Jan. 20:

Sales for week, 511,860 pounds. Sales for season, 2,029,820 pounds. Average for this week, $16.47. Average for this season, $17.26.

Trash, $3-3½; Common Lugs, $4-5; Good Lugs, $5½-10; Low Leaf, $10-14; Common Leaf, $14-23; Medium Leaf, $24-27; Good Leaf, $28-33.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
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MAIL POUCH
The Tobacco that has maintained its
High Standard of Quality
*For Over 40 years*
THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.

Old Hill Side Smoking Tobacco
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
CLOWN CIGARETTES
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
Louisville, Kentucky
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

BINDERS FOR "TOBACCO" Common Sense Kind
Sent by Mail $1.25. Delivered at Office $1.00
Tobacco Trade Journal Co., 10 E. 39th St., New York

The Transcontinental Tobacco Co.
*Importers and Exporters*
1018 W. Main Street, Louisville, Kentucky
Cable "Aledreux," Louisville, Ky. Codes A B C 5th Edition, Western Union, Bentleys
*Foreign Offices:* Paris, France Antwerp, Belgium Mayence, Germany Algiers, Algeria

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Burley, Virginia, Kentucky, Tennessee, Maryland, Pennsylvania, Ohio, Connecticut. Imported tobaccos, Turkish, Brazil, Domingo, Colombian, Mexican, Chinese, etc.

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TOBACCO
106 FRONT ST., NEW YORK
Cable Address: FRELEDER

SAN FELICE
For Gentlemen of Good Taste

The Nation's Choice
For a Quarter of
a Century
2 for 15c
The Deisel-Wemmer Co.
MAKERS
Lima :-: Ohio

Read Tobacco and Keep Up to Date

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CORPORATION
Head Office. 81st Street and East River New York

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS
E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

# How Come This Here Up-State Idear on Prosperity?

## Let George Tell It, He Knows—Prescriptions Filled for Cigars—Fatima Leaves on Arm o'Lord Chesterfield—Fred's Fishin'—Newburgh Famous Again—Delaware, Cigar-o'-Peace—Has Bill Fitzsimmons Got Freckles, Too?

New York State Capitol District,
Feb-Fib Week, 1922

"I don't believe a word of it, Sam, not a word!" insisted Jim Stubb, opening up the morning paper o' Stubb & Ash, Inc., to the sportive page o' the best six-selections in the Habana handicap. "Someone was kiddin' you again about business pickin' up in Syracuse or Schenectady, or where ever it was!"

"Did I even say, y'unnerstan', I should believe it myselfer?" howled Sam Ash, dusting off the six-best-sellers on top of the eight cent cigar case. "Just on account, unnerstan' me, some goof should blow in here with a bag, mebbe, an' say it he was a travelin' salesman an' that business is better in Troy—I ain't gotta believe it, unnerstan'!"

"No, Sam, don't take any stock in it a-tall," advised Jim Stubb, listing three best bets for Clarence Fogarty, "For I hear that some battlin' bird came along and hit Prosperity, and the whole family, includin' Cash Receipts and Charge Accounts, all died!"

### Let George Tell 'Em—He Knows!

"Don't despair, friends, the cigar business has been far worse," encouraged George C. Denike, Manager o' the Gibson-Snow Drug Co.'s cigar department, as he tied fast to the wharf o' the Hot Chair Club's Rising Tide Committee. "It has, of course, been rotten dull, but I now believe the tide is turning.

"That's why Mr. Bradford here, and myself are out in the field once more. We are come to sell you more cigars! Wait! Wait 'til I'm thru! For I say we come to sell you more cigars because you'll surely need 'em very soon!

"Yes, I know the average dealer is stocked for the present. But, when the wave o' prosperity rolls in, how many drug and cigar dealers will be on the beach in their bathing suits? Very few, I'm 'fraid! Because each and every one is skidding along on very thin shelves, waiting for the first roller to sweep 'em off their feet!"

### What! Another Drug Store?

"Yeh, yuh should tell 'em, George, yuh been around fairy soap longer'n I have!" nodded Sam Ash, also brushing off the top of the seven cent cigar case, so the nickel trade could take a long look at some good smokes. "Mebbe that's why C. A. Hewitt is startin' a new drug-cigar house at 83 North Pearl street, Albany, N. Y., U. S. A.

"Anneyways, Hewitt is out as Vice-President o' that there Bradt Drug Co., an' his new store is in a busy spot—right under the Business College, y'unnerstan'. An' I hear it that his cigar department will be a live section, unnerstan'—even more so than that there cigar counter in the Broadway store of the Bradt Co., an' that's a good 'un."

### Lord Chesterfield Moves—with Doyle!

"Well, I'm going up on North Pearl street myself," announced P. V. Doyle, Cap'n-General o' the cigaret section of the Capitol District Liggett & Myers' outfit. "On February first we move from the Bruce MacDonald Co., 110 State, to 360 North Pearl street, near the New York Central viaduct.

"There we will have more space for our advertising-display construction and supply departments. Just now we are making more signs in Albany than ever before, and we will now have a studio and warehouse conbined under more satisfactory conditions."

### Fred's Bin Fishin', Likely!

"Satisfactory conditions are needed in the cigar business, I'll say," spoke up Fred Lewis, opening a line o'samples for the inspection of the Those-Who-Know Committee, as he parked in from his Saugerties jobbing house. "Never have I seen the jobbing trade in worse confusion.

"Everybody seems to be waiting for something to happen. And it will happen to a lot of 'em if they don't watch out! Lowering prices haven't helped a bit, either. In fact, with each drop, trade freezes up a bit tighter, like a frost on a fish-hole."

### Newburgh Was Washington's G.H.Q., Once!

"Still, I can't complain," confessed Jim Barrett, Hudson Valley missionary for Fitzpatrick & Draper, Kingston, as he stopped off on his West Shore voyage to Newburgh. "My business has been pretty good. Not wonderful, you understand, but good for the day and date.

"And now we are about to open up more River territory. Newburgh is next on the list. So my G. H. Q. will probably be in G. Washington's jolly old den 'til we discover more worlds to conquer. For, with both the F & D and Monogram brands, we are tying 'em all down in the two-for-a-quarter and ten cent grades right now!"

### Big Chief Bennett Pow-Wows, Too!

"Nice to know someone's happy," smiled Big Boss Bennett, of J. M. Bennett & Son, Oneida, as he took off his rubbers in the Hot Chair Club lobby. "Because, to tell the whole truth, and nothing but the truth, business isn't very good.

"Sure, I know it's spotty. Here and there you'll find some fair trade, but the bulk o' business is not good. So I'm merely trying to hold my own with the Delaware brand. Can't look for tremendous extensions, I believe, 'till we all get mighty serious, and return to *work!*"

### How Did Fitzsimmons Get In, Hey?

"Right you are!" assented Jim Stubb, making note of just two more probabilities at the N'Orleans track, "We've all got to go to work! Evidently, the boys at the Dearstyne Brothers Tobacco Co. have the same impression, for they have now finished inventory and elected officers for 1922.—The Smoker.

HEYWOOD, STRASSER & VOIGT LITHO. CO.
Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
Selling Representatives
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E. ROSENWALD & BRO.
145 WATER STREET, NEW YORK
IMPORTERS EXPORTERS & PACKERS OF TOBACCO

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

**List of jobbers, importers and manufacturers on application.**

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**15 William Street** **New York**

Established 1870
Incorporated 1902

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**B. Wasserman Co., Inc.**

**Importers and Jobbers of**

**Cigars & Cigarettes**

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**ROBERT E. LANE**

Representing CIFUENTES, PEGO & CO., of Havana, Cuba

**"PARTAGAS"**

107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

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*The Leader in All the World's Markets*

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*The Aristocrat of*

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FERNANDEZ Y PALICIO
Marques Gonzalez 10
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UNITED STATES AND CANADIAN REPRESENTATIVE
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303-305 FIFTH AVENUE
NEW YORK CITY

**METROPOLITAN TOBACCO CO.**

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Main Depot.....22 Fourth Avenue, New York City
Harlem Branch.....179-185 East 116th St., N. Y. C.
Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch.....Hudson & Clinton Sts., Yonkers, N. Y.
Staten Island Branch.....1180 Castleton Avenue, West New Brighton, N. Y.
Jamaica Branch.....22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch.....114-116 Ocean Avenue, Patchogue, N. Y.
Bronx Branch.....4581 Park Avenue, New York City
Newburgh Branch.....Cor. First & Chambers Sts., Newburgh, N. Y.

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Cuba**

*S. S. Mexico* —Jan 17

| | Cases |
|---|---|
| Acker, Merrall & Condit Co | 2 |
| G. W. Faber | 6 |
| United Cigar Stores Co | 7 |
| B. Wasserman & Co | 4 |
| Grosvenor Nicholas & Co | 2 |
| Park & Tilford | 1 |
| C. H. Wyman & Co., St. Louis | 1 |
| New York & Cuba Mail S. S. Co | 3 |

*S. S. Siboney* —Jan. 24

| | Cases |
|---|---|
| Park & Tilford | 4 |
| United Cigar Stores Co | 3 |
| B. Wasserman & Co | 4 |
| Acker, Merrall & Condit Co | 4 |
| G. S. Nicholas & Son | 1 |

**Cigarettes from Cuba**

*S. S. Siboney* —Jan. 24
Park & Tilford .....1 case

**Little Cigars and Cut Tobacco from Cuba**

*S. S. Mexico* —Jan 17
United Cigar Stores Co.....1 case

**Tobacco from Cuba**

*S. S. Mexico* —Jan. 17

| | Bales |
|---|---|
| E. A. Krausman | 10 |
| S. Rossin & Sons | 75 |
| J. Bernheim & Son | 400 |
| E. P. Cordero & Co | 32 |
| E. Rosenwald & Bro | 50 |
| Maurice Winter & Co | 49 |
| Lichtenstein Bros. | 118 |
| Morris Rosenburg Co | 20 |
| S. L. Goldberg's Son | 10 |
| B. Rosenbluth | 25 |
| H. Duys & Co., Inc | 168 |
| Keiser & Boasberg | 85 |
| Fred de Grave & Son (New Haven) | 70 |
| Gallagher & Asher (Chicago) | 2 |
| British-American Tobacco Co. (Melbourne) | 410 |
| British-American Tobacco Co. (Sydney) | 160 |
| | Barrels |
| A. Martinez & Co | 2 |
| S. Ruppin, Inc | 319 |
| Morris Rosenburg Co | 2 |
| Selgas & Co | 60 |
| Ernest Ellinger & Co | 25 |
| E. P. Cordero & Co. | 24 |
| Hinsdale, Smith & Co | 158 |
| E. Rosenwald & Bro | 39 |
| Max Schwarz | 16 |
| Jose Fernandez | 6 |
| E. R. Montero | 6 |
| Lichtenstein Bros. | 40 |
| | Packs |
| Yocum Bros. | 33 |
| Leindorfer & Dale | 10 |
| E. P. Cordero & Co. | 19 |
| B. Feifer & Co | 8 |
| I. Kaffenburg's Son | 10 |
| E. A. Kline & Co | 11 |
| Lichtenstein Bros. | 21 |
| Selgas & Co | 3 |
| S. L. Goldberg's Son | 3 |
| New York & Cuba Mail S. S. Co. | 410 |
| Pa. Warehouse & Safe Deposit Co. (Philadelphia) | 59 |

*S. S. Siboney* —Jan. 24

| | Bales |
|---|---|
| J. Bernheim & Son | 20 |
| Felipe Alvarez | 3 |
| Luis Rovira & Co. | 9 |
| General Cigar Co., Inc. | 12 |
| Morris Rosenberg & Co. | 6 |
| A. Hussey Leaf Tobacco Co. | 3 |
| H. Duys & Co., Inc. | 270 |
| S. Ruppin, Inc. (Canada) | 953 |
| Henry Oppenheimer & Co. | 11 |
| C. D. Stone & Co. (Chicago) | 15 |
| E. F. Corder & Co. | 36 |
| Harry E. Spingarn & Co. | 9 |
| Ernest Ellinger & Co. | 50 |
| N. Y. & Cuba Mail S. S. Co. | 652 |
| | Barrels |
| Cruz Bros. | 6 |
| Stern, Mendelsohn Co., Inc. | 4 |
| Ernest Ellinger & Co. | 12 |
| Harry E. Spingarn & Co. | 3 |
| Hinsdale & Co. | 232 |
| Max Schwarz | 46 |
| A. Hussey Leaf Tobacco Co. | 3 |
| Ed. Younghart & Co. (Montreal, Can.) | 10 |
| S. Rossin & Sons | 78 |
| S. Ruppin, Inc. (Detroit, Mich.) | 25 |
| Henry Oppenheimer & Co. | 25 |
| S. Ruppin, Inc. | 287 |
| Felipe Alvarez | 8 |
| Morris Rosenberg & Co. | 15 |
| New York & Cuba Mail S. S. Co. | 28 |
| | Packs |
| New York & Cuba Mail S. S. Co. | 35 |
| Cruz Bros. | 11 |
| Congress Cigar Co. (Philadelphia) | 123 |
| Penna Warehouse & Safe Deposit Co. (Phila.) | 33 |
| Max Schwarz | 3 |
| A. Hussey Leaf Tobacco Co. | 11 |
| Jacob Sutter & Sons (Chicago) | 9 |
| Henry Oppenheimer & Co. | 5 |
| Consolidated Cigar Corp. | 100 |
| J. Bernheim & Co. | 214 |
| Victor Toledo | 7 |

**Cigars from Porto Rico**

*S. S. San Lorenzo* —Jan 16

| | Cases |
|---|---|
| Porto Rican-American Tob. Co. | 139 |
| Jose Pastrana & Co | 5 |
| Pedro Costa | 3 |
| E. A. Jacobs | 2 |
| El Acoro Import & Exp. Cigar Co. | 2 |
| U. O. Smith | 5 |
| Porto Rican Express Co. | 4 |
| United Cigar Stores Co. | 38 |

*S. S. Philadelphia* —Jan. 23

| | Cases |
|---|---|
| United Cigar Stores Co. | 28 |
| Porto Rican American Tob. Co. | 220 |
| V. Martinez | 1 |

*S. S. Ponce* —Jan. 23

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 93 |
| United Cigar Stores Co. | 15 |
| Jose Pastrana | 3 |
| G. W. Sheldon & Co. | 2 |
| Porto Rican Express Co. | 1 |

**Tobacco from Porto Rico**

*S. S. San Lorenzo* —Jan. 16

| | Bales |
|---|---|
| Rosenstadt & Waller | 17 |
| Durlach Bros., Inc. | 39 |
| Leo Hirsch | 40 |
| Robert Gans | 13 |
| Strouse & Hartman | 25 |
| Joseph Holzman | 12 |
| E. Lopez | 16 |
| Julius Marqusee & Son, Inc. | 74 |
| P. Lorillard Co | 460 |
| Hamburger Bros. & Co. | 17 |
| | Barrels |
| American Sumatra Tobacco Co. | 490 |
| Rosenstadt & Waller | 135 |
| Durlach Bros., Inc. | 189 |
| Leo Hirsch | 43 |
| E. A. Jacobs | 70 |
| Max Gans & Sons | 20 |
| Julius Marqusee & Son, Inc. | 105 |
| Hamburger Bros. & Co. | 65 |

(*Continued on page* 33)

**TADEMA HAVANA CIGARS**

**ARGUELLES, LOPEZ & BRO.**

**MAKERS**

GENERAL OFFICE AND FACTORY: TAMPA, FLA.

EASTERN OFFICE:
222 PEARL ST., NEW YORK

WAREHOUSE
HAVANA, CUBA

# Baltimore Now Blessed with Rival Attractions

**Cigar and Tobacco Salesmen and Automobile Show Claim Attention of the Oriole City—Animating Marathons for the Local Dealers' Bank Rolls—Hotel Belvedere Cigar Stand Fracturing Records—Tradesmen and Visitors in Limelight.**

BALTIMORE, Md., Jan. 23.—The Auto Show which opened today, and continues throughout the week, affords an opportunity for local merchants to select their car for the coming season. Fortunately for Henry all are not partial to Pierce Arrows or Cadillacs, and with Fords around $400 quite a number will no doubt join the ranks of the Fresh Air Society.

All of which may happen providing the vanguard of salesmen that arrived during the latter part of last week give the prospective autoists a chance.

By to-morrow this army of creators of business, and dispensers of good cheer, should be showing their wares and (let's hope) taking orders. Many familiar faces are in the ranks, and quite a number have made new connections.

However else the trade responds to their message, for the maintenance of Baltimore's reputation, it should and undoubtfully will receive these knights of the grip hospitably.

### Imported Goods Among Leaders

Adroitly featured by Eddie Micheau and John Storm the sale of imported cigars is surpassing all seasonal records at the Hotel Belvedere cigar stand. The commodious case displays the various sizes so attractively that coupled with the sterling salesmanship of the two gentlemen in charge it is easily understood why old records are being broken. La Corona, Partagas, and Romeo & Julieta are among the leaders.

Fans of the ivorys and green cloth are being treated to some rare matches at Klein's Billiard Academy, Hanover & Fayette Sts. These matches are part of a series that Johnny Klein has arranged for the current season, and this popular place is enjoying good business. The well stocked cigar stand is a very popular part of the Academy during these matches.

Located within a square of Union Depot the Liberty Hotel caters to a large transient trade, and, consequently, sells many nationally distributed brands of cigars. Noticed in the case were: El Producto, Robt. Burns, El Rio-Tan, Admiration, and Muriels.

Production among the cigar manufacturers, with the exception of two or three, is below normal according to Harry Cruse (Geo. W. Cruse Sons), 21 S. Calvert St., leaf dealers. Only one reported to have exceeded last December's production.

Paul N. De Crette, who was confined to his home on account of illness for the past week, is again at the Chancery Inn. Mrs. M. De Crette is looking for another good location suitable for a high class restaurant.

Duke of Tampa cigars 8c, 2 for 15c; by the box $3.50 for fifty, are attracting considerable attention in the Baltimore St. window of Goodman & Miller, Baltimore & Light Sts. All of the popular brands of cigars are splendidly displayed in a spacious case.

Under the managership of Frank Ruddy the Mmerson Hotel cigar stand is starting the new year in banner form. M. W. Kane assists in meeting the demand for Epocas, Emerson Specials, and La Coronas. Melachrino cigarettes, all sizes, are steadily increasing in sales.

### Adds Four Sizes

Jake Hable has recently added four sizes of Gonzales & Sanchez clear Havana cigars to the stock now carried. Several large sizes of La Corona, Romeo & Julieta, and Hoyo de Monterey are noticed in the case to satisfy the desire of some smokers for quality and quantity.

In the midst of several large apartments and many private residences the Greenway Pharmacy numbers among its patrons, many smokers of high grade cigars. It successfully caters to this trade by displaying Partagas, La Corona, Bock Panetelas, El Poderso, Gonzalez & Sanchez, Cortez, Admiration and Ad. Patti. Little cigars in packages are exceedingly popular.

### Transferred

Mr. Bohrer, formerly in charge of the Turkish cigarette department sales in this territory for P. Lorillard Co., has been transferred to Washington. Wm. Turnbull has taken over the sales of this department in addition to plug, chewing, and smoking tobaccos. Mr. Little continues to direct the sales of the little cigar department.

### Trade Visitors

Edw. Wodiska, representing S. H. Furgatch & Co., New York.

Herbert W. Schloss, with a complete line of pipes and smokers' requisites, representing S. M. Frank & Co., New York.

A. Goldwater, introducing Lucella cigars to the trade.

J. B. Annis (Gradiaz, Annis & Co.), in the interest of Don Julian cigars.

C. E. Taylor, boosting the sales of Melachrino cigarettes in this territory.—ORIOLE.

## Hopkinsville Average, $15.81

HOPKINSVILLE, Ky., Jan. 20.—Total sales for the week, 1,147,645 pounds; average price per 100 pounds, $15.81. Sold to date of 1921 crop, 5,457,985 pounds; average price per 100 pounds, $15.40. Sold to same time last year, 1,106,920 pounds; average price per 100 pounds, $9.61.—J. W. HANCOCK, Chairman Sales Committee.


SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU. Agent, 35 Wall St. New York

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

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LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

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*The* Celebrated Dill's Best

*Long Cool Smoke*

*Dealers* CAN NOW GET DILL'S BEST THROUGH ANY REGULAR JOBBER

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN

All Kinds of Havana Leaf Tobacco

129 Lealtad St., cor. Dragones St. HAVANA, CUBA

# Key West Factories Getting in Regular Strides

## Working with Practically Same Number as at Holiday Closing Time—Old Timer Tells of Early Cigar History in Key West —Many "Sojourners" in Havana Return to the Arid Land of the U. S. A.—Various Personal and Trade Items.

KEY WEST, Fla., Jan. 22.—The factories are working about as last week. The E. H. Gato Cigar Co. resumed business on Monday with practically the same number of workers as were employed at the holiday closing time. Other factories that report working conditions as usual are the Mi Favorita, Havana American, Thompson & Co., R. Lopez Trujillo. El Ecio is a new factory recently opened on Pearl street. Julius Collins is owner and manager of this factory. S. & F. Fleitas also report their factory as working. This is one of the oldest firms in the city. Francisco Fleitas, the manager, is well known to the tobacco trade.

### Reminiscent

Among the many interesting visitors to Key West this week was Thomas F. Gray, the oldest cigar salesman on the road today in point of service. Mr. Gray owned and operated a cigar factory in this city back in 1886. In an interview Mr. Gray stated that a cigar firm was started in Key West in 1879 known as the Cespedes, Perez & Navarro, composed of Manuel Cespede, son of the revolutionary president of Cuba; T. Perez and J. F. Navarro. Mr. Gray was appointed salesmanager. Later this firm sold out to F. Castillo & Co. who sent Miguel Thimon to manage the New York office. ."Thimon got into trouble with the banks," said Mr. Gray. "He was some financier, both in Key West and New York, and after getting things terribly mixed up he took sick and died. The Key West bank sent John W. Sawyer to New York, who closed up the concern and left me without a job."

"In 1881 I left New York for Key West and entered into partnership with Walter Lightbourn, and opened a factory here. Lightbourn was later a partner of LeRoy Myers. Jerry Warren was our bookkeeper. I was burned out in the fire that swept the island in 1886, and then went as manager of the Jose R. Angulo factory on Whitehead street. This is my first visit in 30 years, for after losing my factory I met with the O'Hallorans and decided to go back to New York." Mr. Gray has travelled every state in the Union. In 1915 he left the Garcia Pandoh Co. to go with the Ruy Lopez Co. He is now with the Lopez Brothers in Tampa.

### Back from Havana

E. H. Gato, Jr., Thomas H. Gato, Edwin P. Oakes, and Dr. E. Rodriguez, who had been visiting in Havana, returned to the city Wednesday on the steamer *Cuba*. Thomas H. Gato, and Edwin P. Oakes, after having expressed regrets at not being able to leave on the steamer with the other members of the party when they went over, rang a surprise on their friends by hopping on board the flying ship and leaving here just a short while after the steamer pulled out, furnished a great surprise to the passengers on the steamer when they docked at Havana when they were met by young Gato and Oakes standing on the dock awaiting them. The party reports having had a most enjoyable time while in Havana and surrounding points.

Frank Alvarez, conected with the cigar industry in Havana, who had been over here in the interest of his firm, returned to his home in Havana Tuesday morning.

J. Leon, president and treasurer of the San Martin & Leon Cigar Co. of Tampa passed through this city on the way to Havana where he will remain several days on business connected with his firm.

William Torres, who had been in Miami for several weeks in the interest of his cigar business, returned to this city Tuesday morning.

Aurelio Perez, connected with the cigar business in Tampa, who had been spending the holidays in this city, returned to his home and business in Tampa this week.

Juan Borgas, resident of Key West, removed to Tampa this week where he will make his future home. Mr. Borgas is well known in the cigar industry.

Rafael H. Lomera, connected with the cigar business in Havana, after a short stay in this city, left over the Florida East Coast Railway for Chicago, where he will spend several weeks.

A. L. Coon, manager of the Consolidated Cigar Company factories, left Saturday night for Tampa, after a week spent in this city.

August Kautnaur, tobacco dealer, was included in the arrivals in Key West Monday morning for a few days' visit in the Island City. While here, Mr. Kautnaur was the guest of the Casa Marina, Key West's new hotel.

Henry L. Roberts, manager of the branch factory of Thompson & Co. in Tampa, returned to this city, Monday, on account of the illness of his mother, Mrs. Maggie Roberts. Mr. Roberts returned to Tampa on Saturday night.

Francisco Diaz, prominent cigar manufacturer of Tampa, accompanied by his wife, were arrivals here from Cuba this week. After visiting in this city they returned to Tampa.

Dionision Fernandez, prominent cigar manufacturer of Havana, Cuba, made the flight to Cuba in the large seaplane Balboa. The ship left here at 11.30 a. m. Thursday morning.

## Planters' Warehouse to Open Next Season

GLASGOW, Ky., Jan. 21.—R. H. Barton, president of the Planters' Loose Tobacco Warehouse Co., announces that the planters' warehouse will open next season, at the usual time, for the sale of tobacco, as heretofore. He further says:

"We will remain open this season as long as there is tobacco for us to sell, and will open for the sale of the 1922 crop at the usual time.

"We have the assurance of all buyers that have been represented here in the past, to buy any tobacco that we offer next year."

OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.

PASBACH-VOICE LITHOGRAPHING CO. INC.

ART LITHOGRAPHERS

GRAND STREET AND MORGAN AVENUE

BROOKLYN, N. Y.

CIGAR -LABELS—CIGAR BANDS

# Tampa Tidings

TAMPA, Fla., Jan. 21.—Jose Arango & Co., who are working over 160 men in the old E. A. Garcia building, are looking for a new and larger location. As soon as this is accomplished, Mr. Arango will close his Chicago factory and make the celebrated Forbes shade-grown brand of the Julius Fernbach & Co. here. The clear Havana Cyrillas have kept him so busy filling in corners and corridors of the factory with extra benches and tables, so as to keep up with the demand, constantly increasing, that for the time being he will have to leave the Forbes brand with the Chicago factory.

Salvador Rico & Co., Inc., have completed their reorganization and have been granted their charter. The capital stock is $100,000. Officers are, Victor M. Diaz, president; S. C. Rainey, first vice-president and sales manager; Pedro Villadonga, second vice-president, and Salvador Rico, secretary and treasurer. There will be no other changes.

E. N. Ackerman, formerly with the Y. Pendas & Alvarez factory, has been signed up by Cuesta Rey & Co., to succeed John W. King, with headquarters in New York. He is well and favorably known in this territory, and Cuesta Rey & Co. are to be congratulated in securing him as an addition to their already perfect organization.

Don L. Farmer, formerly with the J. B. Withers Cigar Co., and one time salesman for the San Luis Cigar Co., will head the new A. Fuente & Co., Inc., and will immediately apply for a state charter. The other officers will be A. Fuente, vice-president; Victor Diaz, treasurer, and Joe Ferrina, secretary. The capital stock is to be $60,000. With the impetus of this new organization behind them, the already well known Garcia Bouquet may be expected to move far and fast.

A. T. Rollins, formerly of the San Luis Cigar Co. has accepted the position of office manager of the new A. Fuente & Co., Inc.

R. S. Tatum, sales manager for the A. Yanez & Co., has packed his sample case and he and Miss Tampa are off for a whirl through Montgomery, Atlanta, Louisville and Wheeling.

Francisco Gonzales, manager of the Garcia & Vega factory, who is in Havana buying leaf for the made in bond El Mas Noble, is expected to return to Tampa Sunday.

The last packet of orders received by Enrique Henriquez indicates that his star salesman, Meyer Abraham, is in (or over) Frisco. No need of the wireless here—date lines on orders tell the tale.

Harry Slavinsky of the G. & M. Cigar Co., South Bend., Ind., passed through Tampa from Havana en route to New Orleans.

A. Straus of Chicago, a member of the Celestino Vega & Co., will be in Tampa next week.

## Chicago Leaf Trade

CHICAGO, Jan. 21.—A slight pick-up in buying of leaf tobacco was noticeable in Chicago during the past week. Leaf merchants here, said that the increase in business was not heavy but that it was sufficient to indicate a stronger movement in the future. Every member of the industry here looks forward to a great improvement in business as the year grows older and many of them expect to see signs of improvement next month.

February business is generally looked forward to with a more hopeful anticipation than January's. In February, many of the leaf merchants feel, the manufacturers will have liquidated their stocks carried over and will be ready to enter the market for new supplies. This will be true, they think of the small manufacturers. Some of the larger manufacturers are said to be carrying stocks of leaf sufficient to last them for some time.

"Every one is expecting business to grow much better this year," said A. W. Kaercher this week." There is more optimism in business right now than there has been for some time. All trades feel that 1922 will bring back a better trend to business in general. Buying in many lines is said to be returning to the methods used before the abnormal business period. Many buyers for big houses are looking for quality rather than price, and that is a strong indication that competition is about to arrive which will lift the standard of quality which always means better business. Business done on price is detrimental, whereas business done on quality is a stimulant for any industry."

## Greensboro News

GREENSBORO, N. C., Jan. 22.—All the local wholesalers seem satisfied with present business conditions, several declaring yesterday that although the weather during the past week was decidedly unfavorable they were all kept busy filling orders from early morning until late in the evening every day. Collections, they reported, are much better than they were during last Fall, and that the retail men are apparently pleased with the business that is coming their way.

Cigarette smokers, generally perhaps, did not know there was a scarcity of Chesterfield here the first of the week that necessitated the Callum Tobacco and Candy Company getting a shipment by express from Durham Tuesday. In the shipment there were 130,000 cigarettes and the Callum Company disposed of all of them before noon that day in supplying the retail trade.

H. C. Watkins, secretary and treasurer of the Callum Tobacco and Candy Company, is confined by illness to his home at 918 Spring Garden street, suffering from an attack of la grippe.

John T. Rees, president of the El-Rees-So Cigar Company, told the reporter yesterday that his company is a week behind on orders, and although they are running with full force they are unable so far to catch up with the famous brands of this concern. Unsolicited orders continue to come in almost daily from a widely separated territory.

## Experimental Work

The Society for the Improvement of Connecticut Tobacco, formed not long ago, has decided to begin experimental work in raising seed. Under the direction of Dr. George H. Chapman, the society will grow for seed shade, Havana, broadleaf and round tip, devoting a couple of acres to each variety. Scientific methods of fertilization will be adopted, and the experiment should result in giving the farmer better seed than he now produces for himself.

The society's object is to increase both the quality and quantity of Connecticut tobacco. It is studying the question of the proper fertilizers and the adaptation of them to the soil. It has already done much in the fight against wildfire and is working in close co-operation with the Connecticut Agricultural Experiment Station. Its members have raised some $15,000 to be spent annually in this work in addition to $5,000 allotted by the State of Connecticut.


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Clear Havana
Cigar Factory

Manufacturers of

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de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
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Distributors for
Greater New York
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CALATRAVA
REG. U. S. PAT. OFF:
OFFICE & FACTORY TAMPA, FLA.
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World's Finest Havana Cigars
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INCORPORATED
GROWERS AND PACKERS OF
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96 COMMERCE STREET HARTFORD, CONN.

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PLANTATIONS
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South Windsor
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GROWERS AND PACKERS OF
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Warehouses: Hartford, Conn.; Portland, Conn.
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Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

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Fassler & Silberman
(Incorporated)
109-115 Commerce St., Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.; Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

PORTOCUBA CORPORATION
IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
165 Water St., New York

# Connecticut Tobacco Market Continues Inactive

## Buyers Prospecting But No Startling Sales Heralded—Prices Are Closely Guarded—Figures Showing Estimated Cost of Growing Broadleaf Place Amount at 40 Cents per Pound—N. E. Tobacco Growers Association to Meet Feb. 8.

HARTFORD, Jan. 23.—Business in tobacco circles has been quiet the past week, the market being very inactive. A few out of town buyers were here but no great sales are heard of. In the new tobacco, while there is some driving, only an occasional sale is heard of, and it is certainly safe to assume that the price was not as much as it was last year. In some instances the price has been found to be considerably below last year; in fact only about one-half of 1920 prices.

Even at these prices, there has been no general buying, and the buyers seem to be in doubt as to what to do. After going around among the growers and getting their ideas as to prices, and learning what the tobacco is, they leave without buying or even trying to buy.

There is some call for 1920 in the growers' hands, but the prices have been all cut to pieces, and the growers feel that they are "up against" the real thing in holding two crops without hardly getting an offer for it.

### Estimated Cost of Growing Broadleaf

Last week there appeared an article in one of the local papers showing the actual cost of growing the 1921 crop as being 40 cents per pound up to the bundle and ready for assorting. The figures shown were made up by growers who keep pretty close tabs on the cost. They were as follows:

**Cost Per Pound for Growing 1921 Broadleaf Tobacco and Getting It Into the Bundle**

| | |
|---|---|
| Cover crop ½ bushel timothy seed | $2.00 |
| Labor sowing | .50 |
| Team harrowing, before and after | 3.00 |
| Tobacco stems, manure & fertilizer | 180.00 |
| Shed, land, tax, insurance | 180.00 |
| Spreading stems or manure | 6.00 |
| Plowing or wheel harrowing in twice | 8.50 |
| Sowing fertilizer | 2.00 |
| Harrowing twice | 3.50 |
| Plants, growing and pulling | 15.00 |
| Setting, drawing water and in poisoning | 8.00 |
| Plants and resetting | 3.00 |
| Cost of poison and bran | 1.00 |
| Cultivating 5 times | 8.00 |
| Hoeing 3 times | 12.00 |
| Topping | 4.00 |
| Harvesting | 60.00 |
| Care of shed | 4.00 |
| Taking down, stripping and baling | 20.00 |
| Paper and twine | 3.00 |
| Depreciation, tools and shed | 21.00 |
| Insurance on tobacco | 10.00 |
| Team, 6 months, no work | 8.00 |
| Total | $562.50 |

At 1,400 pounds per acre, $.40 per pound.

These figures do not go beyond the cost of putting the tobacco into the bundle and if it is assorted it will add at least 8 to 10 cents per pound more to the costs.

Some of the local packers have been out of town with samples to see if they could do some business and return with some orders.

The Hartford County Farm Bureau is holding meetings in various towns in the tobacco growers' interests, and it is expected that growers will pool their orders for fertilizers for 1922, and thereby save on the price.

### New Spitzner Warehouse

The new warehouse of C. H. Spitzner & Sons, at Suffield, Conn., has been opened by their local agent, Karl C. Kulle. It is one story high, of brick construction, with a floor area of 100x200 feet, with a boiler room adjoining the main building. The entire building is equipped with the latest sprinkler system connected wth 6-inch mains, and the starting of a single sprinkler will ring a large gong on the outside of the building and start a pump to increase the pressure of the mains.

### May Start Buying Soon

Fred B. Griffin, vice-president of the American Sumatra Tobacco Co., has located his office in the company's warehouse in East Hartford. It is rumored that they will start out their buying forces at an early date to buy up what 1921 tobacco they require.

The annual meeting of the New England Tobacco Growers' Association is to be held in Hartford on February 8. Considerable interest is centered on this meeting, as a report on the tariff is to be heard and Mr. Wilkinson of the Bureau of Markets at Washington is expected to explain standardization and grading of tobacco, and warehouse problems.—X. Y. Z.

## Latvian Tobacco Situation

WASHINGTON, D. C., Jan. 24.—The tobacco manufacturing industry in Latvia is confined almost entirely to the making of cigarettes, or papiros, as they are locally called, according to a report to the Department of Commerce by H. Lawrence Groves, Trade Commissioner at Riga. Only an insignificant quantity of tobacco is grown in the country, and this is of inferior quality. Imported tobaccos are also of the poorer qualities, since local conditions are such that high-priced cigarettes find little sale.

The domestic production of cigarettes, which amounted to 474,700,000 in the first six months of 1921, is practically sufficient to supply the home market. The industry has the protection of a relatively high customs tariff which has the effect of excluding the cheapest grades of foreign cigarettes through levying tariff according to weight, thus making the duty and resulting retail price relatively lower on the more expensive makes. Cigarettes are manufactured almost exclusively after the Russian style, with approximately one-half their length taken up with a paper tube, whence the name "papiros." The quantity of tobacco used is about one-half that in the ordinary cigarette.

### Importation and Custom Duties

During the year 1920 the imports of tobacco in various forms were as follows: 1,800,000 pounds of raw and semi-manufactured tobacco, of which 50 per cent was shipped from Denmark, 20 per cent from England, and 8 per cent from Sweden; 241,560 pounds of cigarettes, of which about 40 per cent came from Denmark and 20 per cent from England; cigars, 195,120 pounds, of which about 40 per cent came from Denmark and 35 per cent from England.

The present Latvian customs duty on tobacco in various forms, calculated on the basis of gold francs per kilo, is as follows: Leaf tobacco in various forms and stems, 1.50 francs; cut tobacco, smoking tobacco, snuff, and all flake tobacco in bundles or rings, 6 francs; cigars and cigarettes, 12 francs. The tariff must actually be paid in Latvian rubles at an arbitrary exchange rate between the ruble and the hypothetical gold franc, which at present is fixed by the Finance Ministry at 100 rubles per franc; the exchange value of the Latvian ruble is at present (November, 1921), 285 to the dollar.

L. B. HAAS & CO. Established 1853 Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

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Every Grade and Shade to Suit the
Most Exacting Requirements of the
Cigar Manufacturing Industry

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The Most Complete Line in the World

**American Sumatra Tobacco Co.**

131-133 Water Street, New York

LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO.. ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
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LEAF TOBACCO
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NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

# Pennsylvania Tobacco Moving Out of First Hands

**Prices Remain About the Same as Previous Week—Less Desirable Grades Bring Eleven to Twelve Cents—Bayuk Bros. Liberal Buyers—Revenue Agents Checking Up Inventories—Cigar Manufacturers Report Business as Good.**

LANCASTER, Pa., Jan. 21.—Tobacco crops in farmers' hands have been moving slowly this week, and prices have been about the same through all the different sections of the country. Fifteen cents for wrappers and 3 cents for filler grade have been the prevailing prices, with a number of crops not quite up to the standard demanded by the fastidious buyers, selling for 11 to 12 cents for wrapper grades and 3 cents for fillers.

### Bayuks Buying Freely

The large interests are still holding aloof from the field and seem in no hurry to buy. The single exception being Bayuk Bros., of Philadelphia, who are buying freely, but only the choicest and best handled crops. They intend buying and packing upward of 10,000 cases and are compelled to do so to supply the ever increasing demand for their cigars. This concern is as busy as the proverbial bee, and their factories throughout the State are pushed to their capacity. They are oversold on Philadelphia Hand Made, Havana Ribbon, and Mapacuba brands.

The buyers out in the field, interviewed by the writer, state that this crop is a poor and slow burner and will also cure slowly and will take a lot of sweating and manipulation to make the tobacco fit for a good cigar. Lots of conservative buyers are keeping out of the field for these reasons. Tobacco must burn freely and "eat away" when touched with a flame, and this year's crop seems to lack proper combustion. Of course, there are exceptions—there always are, but taking the crop as a whole it is very disappointing to the packers for the reason it is treacherous in the burn and a slow curer. The tobacco contains a lot of gum which will be hard to eliminate and the product will take two years to cure properly, whereas ordinarily one year is sufficient.

### Some Sales Noted

The following farmers have sold their crops: Frank Eshelman, 17 and 4; Tobias Holbein, 16 and 4; Christ Newman, Mt. Joy, R 2, 12 acres at 15 and 3; Jacob Lindermuth, 12 acres at 15 and 3.

Tobacco experts are very pessimistic about this crop.

Lots of poor and indifferent tobacco will not be sold until 'way toward the summer, and then at a very low figure. This is not only my prediction but the opinion of buyers of long experience, and they know of what they are talking.

### Revenue Agents on Job

Four hundred and fifty tobacco factories will be visited this week in the county by revenue agents in connection with the annual inventory being made by the Revenue Department.

Today four deputy collectors arrived here to assist Chief Deputy Lautz in verifying the inventories made by the tobacco men.

Figures show there are 191 leaf tobacco dealers, 38 manufacturers of tobacco, which includes snuff and other tobacco products, and 222 cigar manufacturers.

The manufacturers have already made inventory of their stock but the department employes must inspect each factory and verify the inventory according to departmental rules. The men from the Philadelphia office are: Deputies Duquesne, Coolbaugh, Brinton and Wilson.

### Case Continued

The case of R. L. Kimbrough, local tobacco man, charged with false pretense, was continued to next term of criminal court. This action was taken before Judge Hassled at the request of the defendant's counsel, B. F. Davis, Jr., who filed a demurrer to the indictment.

### Geo. S. Rhoads Ends Life

George S. Rhoads, a prominent tobacco dealer and packer, residing near Maytown, this county, committed suicide shortly after 8 o'clock Wednesday night last, by shooting himself through the heart. He died within a few seconds. Rhoads, whose home was three-fourths of a mile southwest of Maytown, near Reich's meeting house, had been confined to his home for several days with an attack of the grippe, and was being treated by Dr. George H. Harter, of Maytown. At intervals during the past few days he had been acting strangely, but at no time was his condition such as to cause alarm. Relatives and his physician believe that the man was delirious when he sent the bullet crashing into his body. He had not complained of any trouble and his friends say his financial status was good. His untimely end is mourned by his family and a large circle of friends.

### Much Tobacco Sold

There have been a number of buyers here this week from different sections of the country and quite a lot of tobacco has been disposed of. S. Brudno of Imperial Tobacco Co., Cleveland, O., is here and has bought quite a number of cases of the 1920 crop, and incidentally is inspecting the 1921 crop with prospects of future purchase.

Louis Kramer, accompanied by Sam Bayuk, of Bayuk Bros., of Philadelphia, are here buying the 1921 tobacco, and up to present writing, have secured about 600 acres.

### Selling Florida Leaf

A. F. Porro, of Porro Tobacco Co., Quincy, Fla., is here disposing of his 1921 crop of Florida tobacco, and is confining his efforts in placing these goods in this and York counties.

### Gets Political Plum

Simon Shissler, local tobacco jobber, and ex-Mayor of this city, is being congratulated on his recent appointment as City Countroller by our newly-elected Mayor—Frank Musser. Mr. Shissler richly earned the job, as it was by his efforts and hard work Mr. Musser swept the city in the recent election.

### Joins Tobacco Colony

Albert Koshland, formerly buyer for Wertheimer Bros., of Baltimore, is locating here temporarily and intends buying and packing several thousand cases of the 1921 tobacco. He is accompanied by his wife and they have been received in the tobacco colony here with open arms.

Joseph Froelich, buyer for Fendrich Cigar Co., of Evansville, Ind., with packing houses at Mountville, Pa., has bought about 300 acres of tobacco so far. He bought one especially fine crop at Goodville for 14 and 3, 120 acres in the lot.

E. S. Brill, of W. S. Brill & Son, of 173 Water street, New York, has been driving all week inspecting the new crop, but as yet has made no purchases.

Ben Meyer, general manager of the General Cigar Co., was here on Thursday of this week and spent several days driving through the country looking over the 1921 crop, and it is rumored here that their local representatives, Morris Levy & Sons, will soon be out in the field buying.

Paul Hirschorn, of Weil & Sons, 170 Water street, New York, accompanied by M. M. Schoener, of I. J. Schoener & Co., 169 Water street, New York, were here this week buying 1920 tobacco, and from the looks of quiet contentment on both their faces they succeeded in finding what they were looking for.

Charles Hipple, of Hipple Bros. & Co., 151 North Third street, Philadelphia, is here looking over the 1921 tobacco.

Charles Martinez, old standby and salesman for E. A. Calves, Philadelphia, Havana importers, was here this week and succeeded in securing several desirable bills of goods.

Max Kalisch, of City Leaf Tobacco

(*Continued on page* 32)

# During the Civil War—

both the Blue and the Grey fought for and smoked "That granulated tobacco made at Durham's Station."

Today as Genuine "BULL" DURHAM this "granulated tobacco" retains all of the fine smoking quality that made it famous before it had trade-mark or name.

## 50 *good* cigarettes 10c

**We want you to have the best paper for "BULL." So now you can receive with each package a book of 24 leaves of RIZLA+ the very finest cigarette paper in the world.**

GENUINE
"BULL"
DURHAM

Guaranteed by
The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York

OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37TH STREET
BROOKLYN, N.Y.

HIGH GRADE
CIGAR LABELS
AND
BANDS

170 WEST RANDOLPH ST., CHICAGO, ILL
723 BRYANT STREET, SAN FRANCISCO, CAL.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

CIGARETTE FACTORY SUPPLIES

Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.

*Write or phone for quick service.*

New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820

## Pennsylvania

(*Continued from page* 30)

Co., York, Pa., was here this week. His mission was to rent a warehouse to sort and pack tobacco in this county. He succeeded in renting the brick warehouse at 210 West Walnut street, this city, and now occupied by the Wilson Candy Company.

Julius Marqusee, the dynamic Water street tobacco merchant, was here today looking over the 1921 tobacco. Mr. Marqusee said he looks for a big improvement in business in the near future, and seems to be optimistic as to the outlook for the success of the cigar and tobacco business this year.

J. F. Stover, leaf packer, of Lititz, Pa., succeeded in disposing of his packing of 1920 tobacco, consisting of 246 cases, to a New York party; reported price of some was 24 cents running sizes.

Cigar manufacturers report business good and say they are satisfied this will be a banner year for them, and from all indications their predictions will come true.—DICKIE.

## New York

(*Continued from page* 8)

### Recuperating

Billy Sam (everybody knows Billy) is taking the rest cure at Atlantic City. His numerous friends will be glad to learn that he is "feeling pretty good again."

* * *

### On Purchasing Trip

Percival R. Lowe, leaf broker of 155 Water street, left Monday for Hartford in company with W. B. Jacob of the San Telmo Cigar Manufacturing Co., of Detroit.

* * *

### Packing Broadleaf

Ben Meyer, of Isaac Meyer & Co., leaf dealers of 160 Water St., is at the firm's packing house at Windsor Locks, Conn., superintending the packing of broadleaf.

* * *

### Improving

H. Anton Bock & Co., cigar manufacturers, 1228-30 Second avenue, say that the recent holiday quiet is disappearing with growing increase in the number of orders coming in.

* * *

### In Lone Star State

R. F. Donovan was in Galveston last week, telling the dealers there how good Benito Rovira's Lafayettes are. He will be away from his Memphis headquarters for about a month.

* * *

### Getting Repeat Orders

T. C. Connor, representing A. Martinez & Co., 2 Lispenard street, left on Saturday for the Middle West. The house is getting many repeat orders and the prospects for the year are bright.

* * *

### Southward Bound

Irving Studwell, manager of the cigar department of Park & Tilford, leaves this week for Havana, Key West and Tampa, to be absent two or three weeks. Rudolph Ludwig will accompany him to Key West.

* * *

### On the Firing Line

P. Loewenthal & Co., leaf dealers at 138 Water street, report business improving and good orders coming in. Harry Loewenthal is in New York State this week; S. M. Stern is in Milwaukee and Adolph Loewenthal is in Detroit.

* * *

### Out After 'Em

Harry Holzman, of Jos. Holzman, leaf importer, 185 Water street, is in the Middle West; Harry Hoelflisch is traveling in Western Pennsylvania and Sam Holzman left Tuesday for a trip through Lancaster and York Counties.

* * *

### Year Starting Well

The American Exchange Cigar Company's factory has been open since the 9th. Business is improving, the Rosa del Rancho brand is going well and the others are holding their own. Charles T. Ellis, New England representative, was in New York for a couple of days last week.

* * *

### Swinging Around Circle

M. Robinson, of Benito Rovira Co., Inc., cigar manufacturers of 315 East 62nd street, was in Boston last week, and is visiting dealers in New York State this week on his way to Detroit. He plans to return by way of Pittsburgh, being away from the home office a couple of months.

* * *

### Doing Satisfactory Business

Schwab Brothers & Baer, cigar manufacturers of 625 West 43d street, have been keeping busy through January. After only a two-day shut down for inventory the factory started up on the 5th. Prospects are bright for the year. Business at present is satisfactory.

Clark "CUTAWAY"

Tobacco Baling Presses

The Chicopee Line

Tobacco Hoeing Machines

Bateman and Companies, Inc.
Grenloch, N. J.

Telephone Canal 1198 — Cable Adverb New York

Yale Brevda & Son

LEAF TOBACCO DEALERS

We handle Turkish, Greek, Russian, Chinese, Virginia, Ohio and Burley Tobacco.

*IMPORT AND EXPORT*

135 Grand St., New York

THE JOBBER AND THE RETAILER
can obtain this

BIG 5c.

straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

ILANG-ILANG
is packed in 100s

*Exclusive territory for*
JOBBERS

Dont Delay—Get this brand for your territory.

Henry Ottenberg
146 Front Street New York

# Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind. New York, secretary.

## Cleveland

(*Continued from page* 16)

was spent at Five Points, near Erie, Pa., where both parties to the agreement report having a wonderful time. This firm of Brown & Jones, by the way, is right "there," owing a chain of stores in Geneva, everyone of which does an exceptional business. All standard brands are featured, Paramount, Bobby Burns, La Palina, El Dallo, and Henry the Fourth, being among the best sellers in Geneva, so A. H. declares.

### Reynaldo Doings

Walter Arnheim, president of the Reynaldo Cigar Co., of Reading, Pa., is spending the week here in town. Mr. Arnheim is here to confer with the Baer-Wolf Co., distributors of his popular cigar. Mr. Arnheim has just recovered from a ten day sick spell which came over him in New York recently.

Van B. Winters, local representative for the Reynaldo Co., has just left on a short business trip to Michigan. He expects to get home soon, but not without a bunch of Reynaldo orders in his grip.

### Back from Gotham

A. J. Mitchell, local representative of the Garcia Grande cigar, is back in Cleveland after a short stay in Gotham. The Garcia Grande is looked after, here, by the Wallace & Schwarz Co.

### To Handle Dunhill Pipes

The J. B. Moos Co., Cleveland and Cincinnati jobbers, have taken over the distribution of Dunhill pipes. This brand is surely among the best in its class and the J. B. Moos Co. is assured of some wonderful business in the pipe line.

### Doing Some Good Work

Herman Werth, of the Rauch Cigar Co., of Indianapolis, has surely done some remarkable work in lining up jobbers for the Lincoln Highway brand. The Lincoln Highway now has a perfect system of distribution in Ohio, mainly through Mr. Werth's good work. The E. H. Johnson Cigar Co. is the distributor for Cleveland.

### A Wonder of Wonders

For one whole week there has not been a cigar store that has been reported as robbed! What is this world coming to, anyway?—HERB.

## Imports

(*Continued from page* 24)

### Tobacco from Porto Rico

*S. S. Ponce* —Jan. 23

| | Bales |
|---|---|
| J. B. Lichtenstein & Co. | 86 |
| Rosenstadt & Waller | 70 |
| Durlach Bros., Inc. | 43 |
| Leo Hirsch | 64 |
| Portocuba Corp. | 52 |
| Julius Marqusee & Son, Inc. | 5 |
| Robert Gans | 38 |
| Hamburger Bros. & Co. | 38 |
| Rosenstadt & Waller | 65 |
| Durlach Bros., Inc. | 82 |
| American Sumatra Tob. Co. | 800 |
| Leo Hirsch | 106 |
| Villar, Lanza & Co. | 40 |
| Portocuba Corp. | 20 |
| Julius Marqusee & Son, Inc. | 74 |
| Max Gans & Sons | 101 |

*S. S. Philadelphia* —Jan. 23

| | Bales |
|---|---|
| J. Cohn & Co. | 26 |
| Porto Rican American Tob. Co. | 2 |
| P. Lorillard Co. | 407 |
| E. Rosenwald & Bro. | 20 |
| Hamburger Bros. & Co. | 2 |

| | Barrels |
|---|---|
| J. Cohn & Co. | 62 |
| Portocuba Corp. | 81 |
| Porto Rican American Tob. Co. | 1 |
| Durlach Bros., Inc. | 150 |
| Stern-Mendelsohn Co., Inc. | 120 |
| Hamburger Bros. & Co. | 32 |

*S. S. Caye Mambi* —Jan. 22

| | Bales |
|---|---|
| I. Lewis Cigar Mfg. Co. | 275 |
| Durlach Bros., Inc. | 28 |
| Bosch Bros. | 26 |
| E. Rosenwald & Bro. | 18 |
| Julius Marqusee & Son, Inc. | 81 |
| R. A. Eschevarria | 200 |

| | Barrels |
|---|---|
| Selgas & Co. | 103 |
| Bosch Bros. | 33 |
| R. A. Eschevarria | 223 |
| Villar, Lanza & Co. | 90 |
| E. Rosenwald & Bro. | 60 |

### Cigarettes from Porto Rico

*S. S. Philadelphia* —Jan. 23
Porto Rican Amer. Tob. Co. ..2 cases

### Cigars from Manila

*S. S. Tydeus* —Jan 19
Philippine Tobacco Co. .....11 cases

### Tobacco from Manila

*S. S. Jadden* —Jan 19
Bendheim & Hochreuther. ....50 bales

### Cigars from Kingston

*S. S. Turrialba* —Jan. 19
British American Tob. Co. ....6 cases

### Cigarettes from Varna

*S. S. Acropolis* —Jan. 24
M. G. Peters (Mt. Vernon, N. Y.)1 case

### Cigarettes from Piraeus

*S. S. King Alexander* —Jan. 20
N. A. Galanos & Co. .....1 case

### Tobacco from Piraeus

*S. S. King Alexander* —Jan. 20
Pialoglou Tobacco Co. .....1854 bales

*S. S. Acropolis* —Jan. 24
Athanasiou Mercury Co. .....62 bales

### Tobacco from Smyrna

*S. S. King Alexander* —Jan. 20

| | Bales |
|---|---|
| Papastratos Freres | 900 |
| Order | 1617 |
| Standard Commercial Co. | 2379 |

*S. S. Winona* —Jan. 22

| | Bales |
|---|---|
| G. A. Georgopoulo & Co. | 30 |
| National City Bank | 39 |

*S. S. Acropolis* —Jan. 24

| | Bales |
|---|---|
| J. Barky | 45 |
| Order | 1,206 |
| G. Grassopoulis | 50 |
| Standard Commercial Co. | 2,032 |

### Tobacco from Cavalla

*S. S. Winona* —Jan. 22

| | Bales |
|---|---|
| Universal Leaf Tobacco Co. | 3,278 |
| Order | 2,873 |
| P. A. Angelopoulo. | 348 |
| P. Lorillard Co. | 2,210 |
| P. A. Angelopoulo | 11 cases |

### Tobacco from Constantinople

*S. S. King Alexander* —Jan. 20

| | Bales |
|---|---|
| Irving National Bank | 673 |
| T. Pavlon | 135 |
| M. Canaris & Co. | 102 |

### Tobacco from Trieste

*S. S. Presidente Wilson* —Jan. 18

| | Bales |
|---|---|
| American Tobacco Co. | 1264 |
| P. Lorillard Co. | 300 |
| S. Chatzian | 16 |
| Liggett & Myers Tobacco Co. | 507 |

### Cigarettes from Liverpool

*S. S. Cedric* —Jan. 20
Downing's Foreign Express....1 case

*S. S. Scythia* —Jan. 20
Kinney, Dukebranch .....4 cases

### Tobacco from Demerara

*S. S. Maraval* —Jan. 23
Dart Tobacco Co. .....¼ hogshead

### Pipes from London

*S. S. Valacia* —Jan 19
United Cigar Stores Co. .....5 cases

### Cigar Bands from Cuba

*S. S. Calamares* —Jan. 23
Max Schwarz .....1 case

## Philadelphia

(*Continued from page* 15)

doubtedly are important, and they will receive due consideration, but the transcendent duty of the hour is to organize, organize, organize. If we shall, through this association, in the next year make a fair start along this line, I feel we shall have justified our being. I wish through the columns of TOBACCO to extend an invitation to all retailers in the city to attend our next meeting, whether or not they come prepared to become members, because I am convinced that if they mingle with the earnest fellows now in the association and have their eyes open to the necessity of an organization, and the opportunities for helpfulness, which the present one affords, they will be only too glad to avail themselves of the privilege of membership."

### The Federal Settlement

The manner in which the creditors of the Federal Tobacco Co., 831 South street, sub-jobbers, of which David Myers was the reputed proprietor, settled their claims against the company is regarded of great importance to the trade, and as pointing out a course to be followed in the future of great value to those who may be concerned When the creditors were informed by counsel for Mr. Myers that he was financially embarrassed, and that he was only able to settle on a basis of 25c. on the dollar, certain influential creditors who were members of the Philadelphia branch of the National Association of Credit Men, decided to invoke its offices. At the meeting of creditors there were present 22 out of the 25 concerned, and only one was represented by an attorney, the others having decided to place their case with the Credit Men's Association. The investigator of the adjustment bureau of the association, C. H. Keeler, made a report on the Federal Co.'s affairs, under the direction of Thomas Latimer, Jr., manager of the association. It was shown that the liabilities were about $9,200 and that all these had been contracted since Nov. 25. As a result of the recommendation of the Credit Association there was secured from the embarrassed firm a 50 per cent settlement offer, just double that originally made, and involving no necessity for expensive legal payments. This offer has been accepted, and thereby has been a most effective demonstration of what can be accomplished through the Credit Men's organization.

By the will of the late Henry Jacoby, a well known Philadelphia cigar merchant, who died during the week at his Summer home in Atlantic City, the Jewish Maternity Hospital of Philadelphia will be the ultimate beneficiary of his $60,000 estate.

### Trade Paragraphs

Antonio Roig & Lansdorf, as creditors, are among petitioners who have filed a petition in involuntary bankruptcy against the Cafe Martin, 1205 Walnut street. An attorney familiar with the case said that the liabilities are about $97,000 with virtually no assets.

The cigar store of J. Levin, 28th and Poplar streets, has been sold to P. Doorman.

George A. Bausley, formerly superintendent of the factory of the Halpern Cigar Co., has resigned his position and withdrawn his interest. No successor thus far has been announced. Joseph L. Halpern is looking after the Lititz and Denver factories, and Robert A. Halpern is on the road through Pennsylvania and Ohio.

Bayuk Bros. report a continued rush with orders galore from all parts of the United States in which they have distribution.

Jack Plancko, proprietor of the branch and factory bearing his name, called on the Philadelphia trade during the week preparatory to a three and a half month's trip as far as the Pacific coast.

F. E. McKaig has been added to the sales organization of Allen R. Kressman's Sons. He is now working in the Wilmington territory.

John Van Miller, manager of the cigar department of Reeves Parvin & Co., has returned from a trip to Scranton, Wilkes-Barre and Harrisburg.

George Fring, 2nd, son of Victor Fring, has joined the sales organization of Fring's Bros. Representative Hauseman is working in connection with Fring's Bros. in marketing the Turol cigar.

A missionary crew of five is working the city in the interests of I. Lewis & Co.'s Cobbs and Telonettes.

Henry Ottenberg, and Aldrich Dale of S. M. Frank & Co., and Samuel Mannheimer of Koffman Bros. & Bondy made trade rounds during the week. A new caller was Mr. Gray of Arguillez, Lopez & Co.

The Dusel-Goodloe Co., jobbers, are pushing the Robert Emmett, which is now being offered for the first time, in a new size, ten in a vacuum tin. Representative Marshall, from the Emmett factory, is co-operating in this work.

Godfrey S. Mahn announces at his 13th and Chestnut street store that he has re-established three more prices on his As You Like It, Triangulares, retailing at 6 for $1.

## German Tobacco Duty Reduced

The German Reichstag on Dec. 15 finished the third reading of the bill empowering the finance minister to reduce the tobacco duty. The bill is now a law and the finance minister immediately notified all custom offices to that effect. The reductions are limited to the following figures: Leaves, 60 marks; ribs and stems, 23; tobacco lyes, 37 marks per 100 kilograms. The law is retroactive up to Oct. 1, 1921.


## CLASSIFIED ADVERTISEMENTS

FOR SALE—1 Tobacco Cutting Machine Himoffs No. 12, with knives; 1 Tobacco Cutting Machine Himoffs No. 7, with motor attached; 1 Cigarette Machine Grinder, motor attached, with stand, no belting. All machines guaranteed to be in first-class condition. YALE BREVDA & SON, 135 Grand St., New York.

**"Ask who is ALONSO RIERA in Porto Rico"**

Growers, strippers, manufacturers of high grade cigars, manufacturers of brevas 4½" from $16.00 up, f. o. b. San Juan, P. R., Class A. Ask samples and prices from

JAVIER ALONSO
Principal Office: P. O. Box 39, Tetuán 14, San Juan, P. R.
BRANCHES: Mayaguez & Ponce

FOR SALE—Johnson's Resistant White Burley seed, both Standup and Drooping. Highest germination. Best quality and color. Northern Grown seed insures greater vitality and early maturity. Price $1.00 per ounce prepaid. Commission agents wanted.
THE BIGGAR PELTON CO.,
Leamington, Ontario, Canada.

FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.
E. B. HAUENSTEIN,
Lincoln, Lancaster County, Pa.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

**H. DUYS & CO., Inc.**

*Headquarters for*

***Sumatra and Java***

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**142 WATER ST., NEW YORK**

Telephone 3956 John — Cable Address—MARQUESE, New York

**JULIUS MARQUSEE & SON, Inc.**

***Leaf Tobacco***

141 WATER STREET — NEW YORK

Warehouses: New Milford, Conn., Lancaster, Pa., Dayton, O., Viroqua, Wis.

**PERCIVAL R. LOWE**

*Leaf Tobacco Broker*

**155 Water Street, New York**

*"THEY LEAD THE LEADERS"*

**GRAHAM-COURTNEY MILD HAVANA BLEND**

26 Sizes

**Acker, Merrall & Condit Company**

61 West 13th St., NEW YORK

**CIGARETTE PAPER**

*Imported French in Bobbins, Reams and Booklets*

**Peter J. Schweitzer, 220 5th Avenue, N. Y.**

*"Call for Philip Morris"*

BOND STREET CIGARETTES

**EL DALLO**

*"Each Cigar In Its Own Humidor"*

Made ONLY by

WERTHEIMER BROS. Baltimore, Md.

IN ITS CLASS
LARGEST SELLING CIGAR IN THE WORLD

FACTORY OUTPUT 225,000 DAILY

**7-20-4** R.G. SULLIVAN'S

FACTORY MANCHESTER N.H.

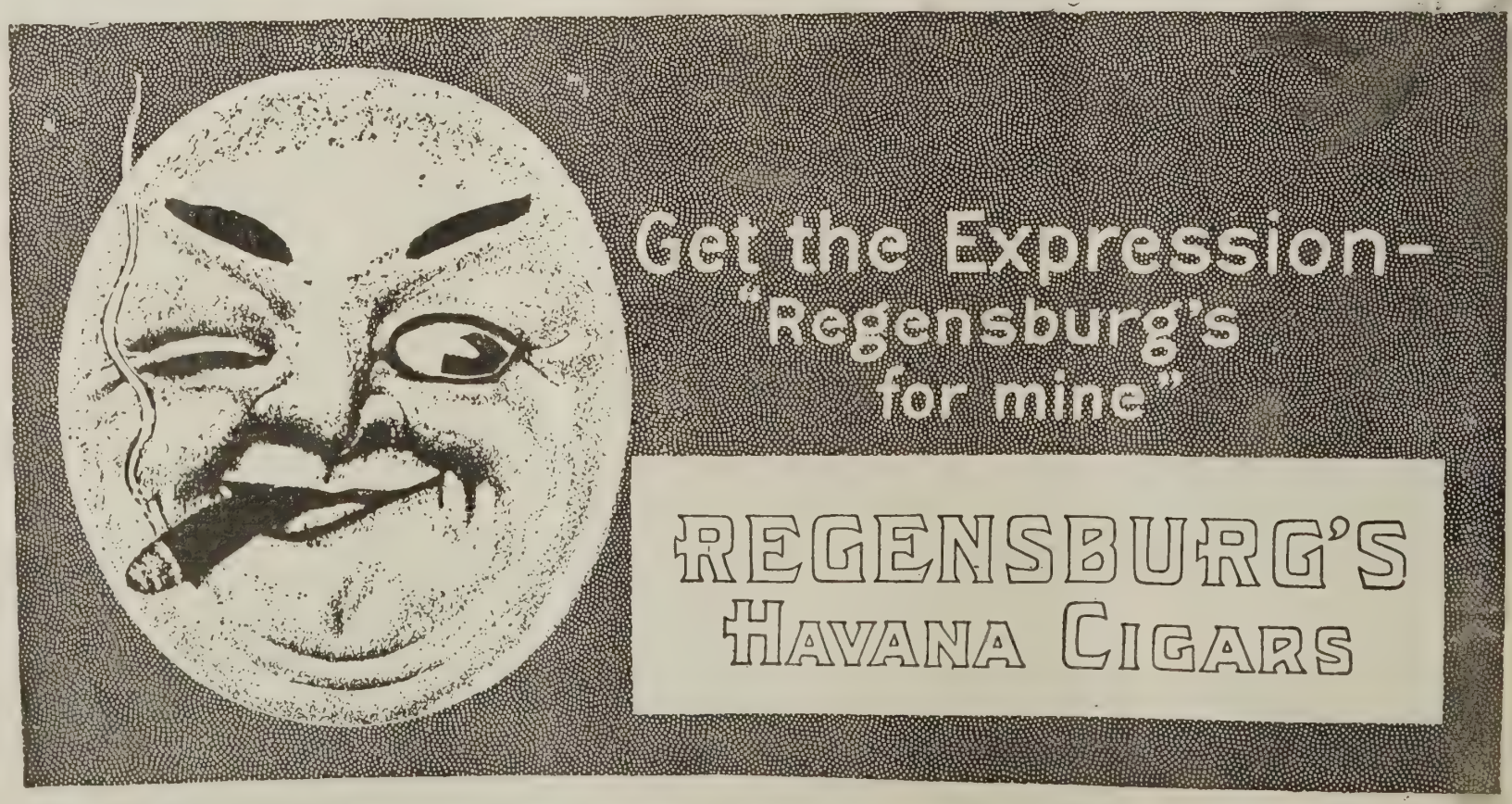
AT WHOLESALE IN NEW YORK AND NEW JERSEY BY

S. MONDAY & SONS, 34 SOUTH FIRST ST. BROOKLYN, N.Y. RUTH & DRISCOLL 99 JOHN ST. NEW YORK

JERSEY CITY TOBACCO CO., JERSEY CITY, N.J. J. SCHENKER 72 SUMMER AVE. BROOKLYN, N.Y.

HUDSON COUNTY TOBACCO CO. JERSEY CITY, N.J.

**MAN IN THE MOON ENJOYING "REGENSBURGS"**




**E. REGENSBURG & SONS :: Factory, Tampa, Fla.**

OFFICE, 47 WEST 34th STREET (MARBRIDGE BUILDING) NEW YORK

# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 14 NEW YORK, FEBRUARY 2, 1922 Per Annum $3.00 Per Copy 10c.


## Burley Tobacco Pool Growers Warehouses Opened

### Director Ralph M. Barker Estimates Four Million Pounds Delivered—One Million Pounds at Lexington Warehouses—Loans to Association Total $5,438,150—Market Inspectors Appointed—Prepared to Meet Rush.

LEXINGTON, Ky., Jan. 30.—Warehouses of the Burley Tobacco Growers' Co-operative Association in Lexington re-opened this morning for the delivery of the pooled crop and at the same time all the other warehouses under the control of the association in every county of the burley district were opened.

This placed at the disposal of the growers who pooled their crops 120 plants in which to deliver it and it means the paying out of a considerable sum of money in advances to the growers.

Lexington warehouse floors were cleaned up Saturday in preparation for today's arrivals of tobacco. Redrying concerns under contract to handle the association's tobacco already are at work receiving tobacco from the Lexington houses and additional facilities for redrying will be available when needed.

#### Four Million Pounds Received

Director of Warehouses Ralph M. Barker estimated that four million pounds of tobacco had been delivered throughout the district. About one million pounds was delivered to the ten Lexington houses, he said.

The first tobacco redried for the association was turned over to Manager of Storage Dr. S. H. Halley by the G. F. Vaughan Tobacco Co. It consisted of three hogsheads. Dr. Halley said that about 97 hogsheads were turned over to his department today, making the total redried and in storage 100 hogsheads, or about 100,000 pounds.

#### Loans Reach $5,438,150

Loans from banks and individuals to help the association to finance the receiving of the 1921 crop today reached the total of $5,438,150. This includes the $1,000,000 loan of Judge Robert W. Bingham and the personal advances made by bankers and bank officials whose institutions had agreed to lend the association their legal limit.

#### Seven Market Inspectors

Chief of the Field Division Joseph Passonneau today announced the appointment of seven market inspectors. The men chosen by him are Will Adams, Richmond; Hartford Matherby, Springfield; J. Perry Ingram, Danville; H. R. Terry, Cynthiania; John L. Applegate, Batavia, Ohio; E. M. Mansfield, Carrollton.

#### Watching Pooled Weed

Every precaution is being taken against the sale over independent floors of any pooled tobacco. Chief of the Field Service Joseph Passonneau, in whose department this work will come, has already called attention to the fact that penalties are provided for those who may attempt to violate their contracts to deliver their tobacco, not only in the Bingham co-operative marketing but in the pooling contract itself, and that such attempted violations are likely to prove an expensive proposition.

#### Prepared Against Rush

Reports to the headquarters from all the towns in the district where warehouses are to be operated told of preparations to receive the crops of the growers so that none may be delayed in the handling of his crop and steps taken to prevent the delivery of more tobacco in any one day than the warehouse forces can handle effectively and conveniently.

#### No Dissatisfaction Heard

President James C. Stone said he had yet to see the first dissatisfied grower following the deliveries on the Lexington floors.

"We have,to my mind, done remarkably well," he said, "considering the newness of the system to all of us, officials of the association, as well as members and growers. I had one man say to me that if he had known the new system would have worked as well as he had seen it work, he would have put his tobacco in the pool.

"Let me say, however, that the excellent results so far attained in this big enterprise are due, in the main, to the loyalty of the faithful and patient members of this association. This association, the biggest of its kind in America, is theirs. They made it possible by joining it, for after all, its success depended on the number of growers who joined it and the dependableness and faithfulness of those growers to the movement for co-operative marketing. These men have the utmost confidence in the final outcome of this co-operative marketing movement. They did not join until that confidence was developed and until they were convinced that only in the Sapiro system of marketing lay their future salvation and that of their industry.

#### Handling System Explained

Many inquiries have been received at the offices of the association in regard to the new system of handing burley tobacco. One of these inquiries came from the *Country Gentleman*, a big eastern agricultural periodical, which sent a man to the offices to look into the new plan of marketing tobacco.

Briefly, the system, as explained by Secretary H. L. Earley, is as follows:

As tobacco is received at the warehouse from the member growers, it is first graded, each separate grade being placed in a separate basket, as under the old system, and the baskets of each grower kept together. The official grader of the association marks the grade on the basket ticket, and the baskets are then trucked to the scales.

As each grower's lot of baskets is weighed, the weigher marks the weight on the basket tickets and coupons. The weigher's coupons are detached by him from the basket ticket, each grower's coupons being kept together and these coupons are passed to the warehouseman or bookkeper.

The warehouseman then issues a participation certificate showing the amount of tobacco delivered by the grower. A duplicate of this participation certificate is delivered to the member grower, *but the amount of the draft issued is omitted on the duplicate.* A triplicate copy of the participation certificate must be kept at the receiving warehouse.

When the participation certificate is made out, a draft drawn on the Burley Tobacco Growers' Co-operative Association is issued to the member grower in an amount determined by the quantity and quality of his crop.

If mortgage or lien drafts are issued for the account of any member grower, the amount of such drafts must be deducted from the amount of the "advance" draft, which is issued to that member grower.

## Fell to Death Through Skylight

DANVILLE, Va., Jan. 27.—James Temple Rice, age 26, tobacco warehouse manager, was almost instantly killed today when, while attempting to sweep snow from skylights on the warehouse roof, he stepped through the glass and fell twenty feet on a concrete floor, landing on his head. The man plunged among a crowd of farmers getting ready for a sale. He died in three minutes. He is survived by his widow and a small child.

## Albany Jobbers Buy $100,000 Building

ALBANY, N. Y., Jan. 28.—Deeds were passed today for the Boardman & Gray Piano Co.'s building on the corner of Broadway and Steuben street, this city, to the Dearstyne Brothers Tobacco Co.

About $100,000 was paid for the location, which is directly opposite the Union Railroad Station. And, within the year, the Dearstynes will move their complete wholesale business from South Pearl and Division streets to this new address.

This plan will enable the largest tobacco jobbing firm in the Capitol District to concentrate its business within four walls, as the present arrangements on South Pearl street do not permit of a concentrated distributing point.

Whether or not the retail store of the Dearstynes will be continued is a matter for future planning. Lease upon the ground floor of the building now occupied extends to May 1, 1923, and by that time other provision may be made for the retail department.

Closing of their local cigar factory a year or more ago gave to the Dearstynes more space on the upper floors of their old location, but it has been the desire of the corporation to acquire some such building as they now have, so that permanent control could be maintained of a large warehouse and office.—THE SMOKER.

## Prize Winners

HARRISBURG, Pa., Jan. 28.—The first awards of the State Farm Products Show were announced this week. They were made as the result of the judging of the exhibits of tobacco and the winners were:

Cigar wrappers, long cut, John Banzhoff, Gordonville; leaf binder, Henry M. Kolp, Landisville; leaf filler, Harry Eshelman, Salunga; Havana wrapper, Hayes Dorey, Lock Haven; Havana binder, O. K. McDonald, Washington, Lancaster County; Havana filler, B. M. Bair, Lock Haven.

## E. Hoffman Co. Absorbs Paley-Bonham Co.

CHICAGO, Jan. 30.—The E. Hoffman Co., jobbers of La Palina, New Bachelor and various other brands for Chicago, has absorbed the Paley-Bonham Co., distributors of La Palina for Illinois.

In the future the consolidated companies will devote their entire efforts to developing brands they control for Chicago and adjacent towns known as Chicago territory, and will continue to conduct business under the firm name of E. Hoffman Co. In effecting this merger, Louis Neumann retires as president, to be succeeded by Otto E. Schaefer, president, and William Paley, secretary and treasurer. The reorganized company assumes all assets and liabilities of both firms and will continue as an Illinois corporation.

#### To Increase Selling Force

The new management will immediately increase its selling force, by adding to its already efficient staff of salesmen, with the object in view of building a large business on a few standard brands.

Louis Neumann, eighteen years ago, entered the E. Hoffman Co., having at that time retired as a partner in the jobbing house of Clarence Hirschhorn & Co., with whom he was connected for several years. He will take a vacation and will again become active in the cigar game, as he is one of the stockholders of the Charles Barker Co., large south side jobbers, located at 4351 South Halsted street.

William Paley, the new member of E. Hoffman Co., is a brother of Sam Paley, of the Congress Cigar Co., Philadelphia. Otto Schaeffer is a young man well versed in the cigar business. He has been the inside manager of E. Hoffman Co. for the past three years, previous to this he was cigar department manager of the Hotel La Salle, with the American Cigar Co. and Steele Wedeles Co. The E. Hoffman Co. did a business in 1921 of over one million dollars.

—H. L. H.

## Opens Cigar Factory

HAMILTON, O., Jan. 28.—Henry Brinker, former councilman at large, sent the first box of cigars to be made in his new factory, South Third street and Maple avenue, to John E. Northway, secretary of the Chamber of Commerce, for his approval and in commemoration of the help that Mr. Northway has given him in starting this enterprise.

Mr. Brinker was previously engaged in this business, and is putting on the market today three brands of cigars at different prices.

## Warehouses Collapse

ROXBORO, N. C., Jan. 28.—Friday night one of the largest brick structures, the Pioneer warehouse, was practically demolished when the roof collapsed from weight of snow. T. C. Bradsher, leaf tobacco buyer of Roxboro, barely missed being hit as the building piled in the street.

A few hours after collapse of this, the Winstead warehouse gave away in the middle, doing damage that will amount to thousands of dollars.

# Use These Washington Birthday Selling Ideas

**By Frank H. Williams**

Every tobacco store proprietor can make Washington's Birthday help business considerably if he will only spend a little time planning good window displays and sales stunts for use in connection with the event. Washington as the "Father of His Country," commands constant attention and for this reason the tobacco store which gets up original and unique sales stunts for use at the time of his birthday will be pretty sure to realize exceptionally good returns from the efforts put forth.

There are many points regarding Washington's career which have not been played up in recent years and which would probably seem almost like new and novel facts about the famous Virginian to a great many folks. For instance, there's the fact that Washington was a great hunter. Why couldn't the tobacco store use this fact in helping the sale of tobaccos to sports lovers?

The store might, for instance, arrange an attractive window display of boxes of cigars, cartons of cigarettes, pipes, etc.—all these being goods which would particularly appeal to sportsmen—and might use a big picture of Washington in connection with this display and a placard reading like this:

"HUNTING IS GREAT SPORT—JUST AS IT WAS IN WASHINGTON'S DAY.

"Did you ever know that George Washington, the Father of Our Country, was a great hunter?

"It was a great pleasure for Washington to go into the woods with a big party of friends, a plentiful supply of tobacco and good hunting equipment and bring home a big bag of game. Even with the primitive guns of the first days of the republic, Washington was an excellent shot and never failed to get a good bag of game.

"Nowdays, though game isn't plentiful as it was in Washington's time, hunting is still great sport—especially when you are well equipped for it and carry with you a plentiful supply of tobacco to enjoy while in the field or woods.

"Also, all sport is great fun when you have a plentiful supply of tobacco to enjoy along with the sports.

"Look at all the various kinds of tobaccos displayed here and then come into our store and secure some of these tobaccos so that your enjoyment of sports may be greatly increased."

Surely this sort of a window display would be different from the usual run of tobacco store window displays used in connection with Washington's Birthday and surely such a display as this would be a great help to the store in selling more tobacco.

In this connection it would be a good stunt for the store—if it is possible to do so—to secure some relics of Washington's times and to display these in the show window. If possible it would be a good stunt to get a pipe of the Colonial days and to display it alongside a present day pipe. If it is not possible to secure such a pipe, and it is quite likely that the store couldn't secure such an article, it would be a good idea for the store to secure a book from the local public library which gives a picture of the sort of pipes that were used in Washington's time and to display this illustration in the show window beside a present day pipe. People always like to make comparisons between present articles and those of old times and this sort of a stunt would give them a timely opportunity for making such a comparison and would thereby greatly enhance the interest of the store's windows.

Another interesting fact concerning Washington which could be used by the store for the purpose of boosting its sales of goods is the fact that Washington was a great lover of society and was always entertaining at his home or going to entertainments at the homes of other people. This being the case it would be a good stunt for the store to make a striking display of humidors for the home, fancy boxes of cigars and cigarettes and to then use with this display a card reading like this:

"WASHINGTON STARTED THIS COUNTRY'S REPUTATION FOR HOSPITALITY.

"George Washington, the great Virginian, was a great lover of society. He was constantly attending affairs at the homes of other people.

"And, of course, when Washington entertained, his affairs were on a scale befitting his prominence in the young nation. His table service was always perfect. There was always plenty of tobacco for the men visitors.

"There's nothing that makes you feel more like entertaining people and that makes people feel more like coming to your home, than a plentiful supply of tobacco for your visitors. If you have plenty of cigars and cigarettes in your house, you always feel perfectly capable of showing a good time to all your men visitors.

"Look at the home tobacco supplies displayed here. Think of what an addition they would be to your home. And then come in our store and secure some of these articles NOW."

In connection with such a display and such a placard it would be a good idea for the store to use a time table showing when to offer cigars and cigarettes to male visitors. This time table might suggest that the host offer a certain brand of cigarettes to visitors upon their arrival, that he offer another brand of cigarettes just before the meal, and that after the meal to offer the visitors a certain brand of cigars and also have pipes to offer such visitors as prefer pipes. Then later on the time table might suggest that the host offer another brand of cigars. This would be a novel stunt and would be sure to attract a considerable amount of attention.

Another interesting point about Washington's life is the fact that he is the only planter to be elected to the presidency. This fact could be used by the store in connection with an attractive display of tobaccos which would have a particular appeal to all persons connected with agriculture. In the center of the display the store might place a picture of Washington and a placard reading like this:

"WASHINGTON WAS NOT ONLY A GREAT PRESIDENT BUT A GREAT AGRICULTURALIST.

"Did you ever know that Washington was the only planter to be elected to the presidency?

"Washington was a surveyor in his youth and was a planter at the time he was named first president of the United States.

"Washington was easily one of the greatest agriculturalists this country has ever produced.

"Washington raised good tobacco and appreciated good tobacco.

"And how he would appreciate the tobaccos carried by this store which are particularly designed for use by agriculturalists.

"Look at the tobaccos on display here and then come in our store and secure some of these tobaccos for your own use.

"Once you have patronized this store you will feel like continuing to patronize it because this is the friendly sort of

(*Continued on page* 33)

## George Washington, the Most Famous Tobacco Grower in the World, Raised Good Tobacco, and Appreciated Good Tobacco

HOUDON'S STATUE OF WASHINGTON
(In the Capitol)
Richmond, Va.

# Important Mergers in Sumatra Tobacco Concerns

## The Cultuur My De Oost Kust, Organized in 1921, Offspring of the "Big Four," Provides a Mutual Meeting Place for the Giants—Independent Companies Produced Only 11½ Per Cent of the Total Sumatra Crop in 1920.

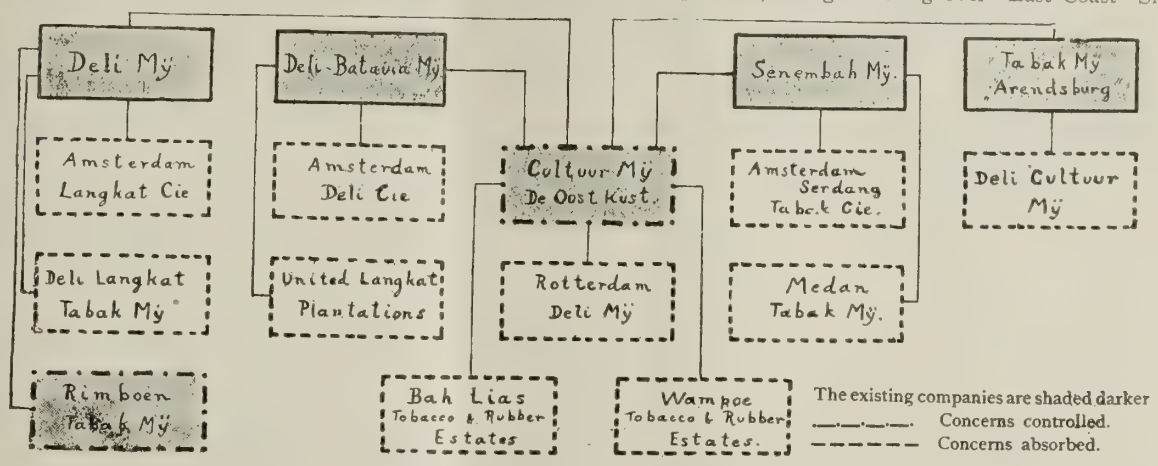
The "'Winning' Ways of Sumatra Tobacco Companies," constituted the caption given an interesting story reproduced from *Holland's Import & Export Trader*, which appeared in TOBACCO, issue of Sept. 15, 1921. And now our Netherlands contemporary follows it up with another important article, giving a graphic representation of the combination which has taken place within the last few years in Sumatra tobacco companies. Whereas until comparatively recently twenty-five companies were engaged in tobacco planting in Sumatra, besides the Big Four—the Deli Co., the Deli Batavia Co., the Senembah Co., and the Arendsburg Tobacco Co.—and the Plantation Co., the "East Coast" created by these four, there are now only a few independent concerns left. The East Coast Plantation Co. was established in 1921 with an authorized capital of *f* 30,000,000 divided into shares of *f* 100,000 each, *f* 12,000,000 of these were issued and fully paid up, the Deli Co. taking *f* 2,000,000 and the Deli Batavia *f* 3,000,000, the Senembah *f* 2,000,000 and the Arendsburg Tobacco Co. *f* 1,000,000. (The normal value of a florin is 40.02 cents; at the present rate of exchange it is about 36.68 cents.) This company is managed by a board of directors consisting of not less than seven members in which only managers and delegate directors of the companies just mentioned have a seat. The tobacco estates of the Rotterdam Deli, which were at first taken over by the Deli Co., were subsequently, with the exception of the Arnhemia estate, brought into the East Coast Plantation Co. as a producer, and it appears to be the intention that the parent companies shall in the future not compete against each other in absorbing existing concerns, but that properties which may be further acquired shall be brought into the East Coast Co.

The independent tobacco companies which still remain are the Amsterdam Trading Co. (Handelsvereeniging "Amsterdam" or H. V. A.), which well known trading and plantation company has only recently taken up tobacco growing when it acquired the shares of the Tobacco Growing Co. (Tabakscultuur My), further the Holland Deli Co., the Holland Sumatra Tobacco Co., the Netherlands Langkat Plantation Co., the Serdang Plantation Co., the Shanghai Sumatra Tobacco Co., the Soengei Lipoet Plantation Co., the Krapoh Tobacco Co., and the Tjinta Radja Tobacco Co. All of them together produced 16,689 bales of tobacco in 1920, or not 11½ per cent of the total Sumatra crop. Besides this, the Krapoh Tobacco Co. is financially in a very unsound position and will probably give up the ghost ere long. The Netherlands Langkat Plantation Co. is also a weak concern. Without further mergers the share of the independent companies in the total crop will probably decline still more. It is however to be expected that further combination will hasten the decline. There have already been vague rumors as to the Holland Deli Co., and the Holland Sumatra Tobacco Co. being absorbed, and we can hardly help thinking that these rumors will ere long become facts. No doubt the other companies will in some way or other come to an arrangement with the "Big Four." It does not appear to us as very probable that these four will be merged into one large concern. Probably plans have been ready for this, but we think we can infer from the establishment of the East Coast Plantation Co. that such a combine would involve too great practical difficulties for it to be carried through. It may, however, be very well assumed that a liaison has been created by the East Coast so that unity of action is assured.

Finally we append a table giving the respective capital of the group which dominates Sumatra tobacco growing.

| Compania | Capital Issued to End of Last Financial Year | Issued Since | Outstanding Capital at at Present | Participation in the East Coast Plantation Co. |
|---|---|---|---|---|
| Deli Co. ..... | *f* 18.240.000 | *f* 6.080.000[1] | *f* 24.320.000 | *f* 6.000.000 |
| Deli Batavia Co.. | " 9.000.000 | | " 9.000.000 | " 3.000.000 |
| Senembah Co. ... | " 5.000.000 | " 2.500.000[2]<br>" 2.700.000[3] | " 10.200.000 | " 2.000.000 |
| Arendsburg Co... | " 1.500.000 | " 1.200.000[4]<br>" 300.000[5] | " 3.000.000 | " 1.000.000 |
| Total ..... | *f* 33.740.000 | *f* 12.780.000 | *f* 46.520.000 | *f* 12.000.000 |

[1]) Rate of issue 150 per cent. [2]) Paid out in dividend (50 per cent). [3]) In exchange for Medan shares. [4]) Assuming that all Deli Plantation shares are exchanged. [5]) Issued up to 350 per cent, owing to taking over "East Coast" Shares.




## Garcia & Vega to Concentrate on Clear Havana Line

The demand for Garcia & Vege Tampa made-in-bond cigars has increased all over the United States to such an extent that the firm has decided to concentrate its entire efforts on the production and distribution of this high-class, bonded, clear Havana line. With this object in view, Garcia & Vega have decided to close the New York factory, but will keep their main headquarters and show rooms in New York, which will hereafter be located in the Calvert building, 1452 Broadway, corner of 41st street. From this central location they hope to give their distributors and dealers more efficient co-operation and service and extend a hearty welcome at all times to their many friends. All are invited and requested to consider the Garcia & Vega headquarters as their own headquarters for whatever service be rendered to visitors.

## Burley By Train Load

GREENEVILLE, Tenn., Jan. 28.—Up to the present time, or since the opening of the tobacco market here in December, almost 3,000,000 pounds of burley tobacco has been sold, the general average being about $38 per hundred, the highest average known for years. This represents about seven solid carloads a day or more than a train load a week handled out of Greeneville by the Southern Railway, notwithstanding the fact that a large quantity is purchased by local companies and stored here.

It was at first thought that the Greeneville market would not sell more than 3,000,000 pounds the present season, but the estimated sales are now placed at something like 5,000,000 pounds.

Prices have remained good since the opening and this one fact has done much to stimulate the growth of burley throughout this entire tobacco belt this year. Had it not been for the revenue derived from their tobacco this season, many farmers would have been unable to pay their 1921 taxes, as prices on all farm products, live stock, etc., have been unusually low.

If surface indications count for anything, there will be fully 30,000,000 pounds of burley tobacco grown throughout the tobacco belt this year and tobacco men state that the present good prices are sure to prevail for several years to come.

## Another La Palina Booster

NEWARK, N. J., Jan. 28.—Another live wire has been added to the sales force of the Congress Cigar Co. in the person of E. Wallace Banta. Wallie is now selling La Palina cigars in New Jersey. He is an old-timer in the game and known by most of the Jersey boosters. Schwarz & Son are the big Newark jobbers handling La Palina cigars.

## Tobacco Store Blaze

BAYONNE, N. J., Jan. 24.—Considerable damage was done to the stock in the tobacco store of B. Eisler, of 353 Broadway, by a fire of unknown origin that broke out shortly before noon recently. The blaze was discovered by Patrolman Patrick Cosgrove, who immediately sent in an alarm to which the fire department responded. The firemen extinguished the blaze before it could spread. The loss is covered by insurance.


CIGAR CANS

Standard Square Round Corners For 25 Cigars

Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies

Large Round For 50 Cigars

Round Humo-Tray For 25 Cigars

Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES

NATIONAL CAN COMPANY
50 NATIONAL CAN BUILDING DETROIT, MICHIGAN

SAMPLES ON REQUEST

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, FEBRUARY 2, 1922

## CIGARETTE PAPER HARMLESS

Cigarette paper is the most harmless part of the cigarette, says an expert in one of our European contemporaries. Paper is a product of plant fiber matter and its residue, after combustion, is the same as that of tobacco itself. If there is any superiority the prize should be given to paper. Good cigarette paper, when burned, is converted into pure carbon, which, furthermore, is absorbed by the ashes, the residue of the mineral component parts of paper. Good cigarette paper will not cause the "paper odor." The "paper odor," so called, is rather caused by the tobacco itself, according to experiments made. And everybody may repeat the experiment. Draw in the smoke of a cigarette giving the offensive odor by the nose, then quickly remove the paper and take another whiff through the nose. You will find the odor is the same, with or without paper. In fact, paper improves the odor of the cigarette, the aroma, as it is called, by facilitating the process of combustion. In other words, tobacco encased in paper will burn better than tobacco unencased. The more briskly paper burns in conjunction with tobacco, the less carbonic oxide gas is formed and the less noxious odors will emanate from the smoke. This means that a cigarette encased in good paper that burns well will taste so much better. Therefore, only paper consisting wholly of pure plant fibers should be used in the manufacture of cigarettes. At the same time, some countries very proficient in the manufacture of paper have been unable to produce good cigarette paper. It is claimed that the water used in paper mills has a great deal to do with the quality of cigarette paper. In Germany, for instance, the right kind of water to produce perfect porous, absorbing cigarette paper has never been found. For this reason Germany has to import most of her cigarette paper.

## TOBACCO STAMP TAX IN GERMANY

During the fiscal year of 1921 tobacco tax stamps amounting to 2,700,000,000 marks were sold in Germany. The tax on 6,226,379,000 cigars and on 19,633,310,000 cigarettes was paid. In the case of the former the total sum amounted to 546,904,886, and in the case of the latter 1,890,701,173 marks. In 1913, the last peace year, the number of cigars produced amounted to nearly 9 billions. Accordingly, Germany is still far removed from normal production, as far as cigars are concerned. Another interesting item disclosed by those figures is the fact that the cigarette paid almost four times as much as the cigar. The growing popularity of the cigarette and the comparatively high price of cigars were, no doubt, essential factors in bringing about such a result. The tax on cigarette tobacco yielded 64,205,489 and that on smoking tobacco 150,679,037 marks. The amount of cigarette tobacco (for self-rollers) taxed was 1,370,474 kilograms, that of smoking tobacco (for pipes) was 26,069,677 kilograms. Snuff yielded 4,733,415 and plug 10,852,498 marks.

These figures do not include the whole tax that tobacco has to bear in Germany. Custom duties and the sales tax have to be added, which will bring the total up to about 4½ billion marks.

## COB PIPE LEFT

A bill to repeal the present anti-pass law has been introduced in the Kentucky legislature. We're for that. Time was when a cob pipe, a railroad pass and a common school education was about all that a fellow needed to run a country newspaper comfortably. Since they took our passes and the Kentucky Kernel of State University has gone and given away the fact that most of us are indifferently educated and many of us hopelessly ignorant, about all the fun has gone out of the game. The only consolation one has left is the cob pipe and the satisfaction of knowing that the life of a prohibition enforcement officer is harder.—Carlisle (Ky.) *Mercury*.

## HOW DID ZEP FIND HIS LOST PEP?

Friends, meet Zeptha B. Jinks,
Dealer in segars and sigarets,
Cut-priced to bargain-ginks
Not without sincere regrets;
For cigarets Zep often sold
With loss of ten per cent,
While segars in foil and gold
Made a deficit in his rent!

So this here clever feller Zep
With an old established trade,
Ladder-built, step by step,
Soon saw it go down-grade,
Until it was the cheapest store
Of any in the entire city;
And Zep he got awful sore
When his bank N.G.'d another kitty!

Then Zep he sat him down to frown,
With very white paper and very black ink,
But figger up or add it down,
Zep quickly saw he was on the blink;
Every bill payable was there,
But his register had a stroke,
And he realized exactly where
He'd go if he went broke!

Well, Zep just about lost all his pep,
And sat there in a haze o'blue,
Until he remembered his previous rep,
And how he always paid a bill when due;
That is why Zeptha B. Jinks,
Now sells at regular rates
And has ironed out those kinks
With advertised brands, and no rebates!

The Smoker.

## TOBACCO TRIUMPHANT

Why did tobacco survive, in spite of all persecutions? How did it become so popular among all classes and all races? Dr. Richard Kissling, who has made a scientific study of tobacco, answers those questions as follows: "Because tobacco satisfies the human desire for a stimulant in a manner which cannot be equalled by any other product, be it natural or artificial."

## BANKERS TAB ADVERTISERS

The banker has found it profitable to advertise liberally, as the public has found out, but a thing the public has not found out is that the banker watches closely the advertising done by other people. The advertising policy of an industry, corporation or individual has an influence which few people suspect upon the banker's own financial policy toward that concern or individual.

Guy Emerson, vice-president of the National Bank of Commerce, of New York, discussed this question in an interesting way recently in an address on "What the Banker Thinks of Advertising." The banker, said Mr. Emerson, not only considers advertising of value for his own banking institution, but bankers must study and understand advertising as they are obliged by the nature of their work, to understand the fundamentals of all vital branches of business. The banker needs to know something of advertising in detail as applied to specific lines of business, but broadly speaking, it is not and never will be, the banker's job to pass upon the advertising policy of the companies to which his bank is lending money. It is Mr. Emerson's information that on an average of $865,000,000 is spent every year in newspaper and magazine advertising, and as a matter of course the banker is concerned with an economic fact of that kind. That the bankers have obtained a pretty clear insight into the fundamentals of advertising is indicated by the results of their investigations. Mr. Emerson says it has been shown that the bankers whose contact gives them a knowledge of these concerns are thoroughly convinced of the value of advertising. In at least one recent case of a nationally distributed article, where the distributing company became involved in financial difficulties, the bankers advised a continuance of the advertising appropriation on a maximum scale. In this case the bankers' committee had, of course, absolutely final authority as to all expenditures of this company.

It is becoming more and more common, says Mr. Emerson, for bankers to regard a radical cutting down of an advertising expenditure with close attention. The sharp reduction in the advertising of nationally distributed articles has been followed so regularly by a marked falling off in sales that the need for caution in such cases is widely recognized by financiers.

The ultimate tendency of modern salesmanship is, believed by thoughtful business men who have studied the question to be in the direction of operations on a large scale. If this be true, the great sales successes of the future will be based upon volume and wide distribution. The test of success under such conditions will be an honest product, manufactured with the highest efficiency and economy and marketed widely on a small margin of profit. In its development advertising will be a powerful, perhaps the deciding, factor.

## PRIZES TO CIGARETTE DEALERS

In order to encourage the consumption of Swedish made cigarettes the Swedish monopoly offers prizes to dealers. Any dealer who sells cigarettes worth 3,000 crowns during the first ten months of the current year will get a rebate of 7 per cent, and one selling cigarettes worth 4,500 crowns and more will get a rebate of 15 per cent. The offer has been made, it is announced, for the purpose of reducing unemployment.

## A HOPELESS CASE

Considering the effect of a sedentary life on the average office-worker, a life insurance examiner informs us that a man who sits most of the time cannot stand as much and our own experience teaches us that the man who lies constantly loses his standing entirely.

# Perique Tobacco, Its Culture and Uses

**By Dr. ARTHUR SELWYN BROWN**

The tobacco plant, like other vigorous vegetables, easily adapts itself to changed conditions of growth and cross fertilization. These provide agriculturists with the means of developing innumerable classes of tobacco plants and types of tobacco. Should we take a tour around the world today with observant eyes, we should find that every large continental area possesses its own particular type of fruit—its wine grape—for example, its own vegetable—a potato—perhaps, and its own species of tobacco plant—like the peculiar shaggy plant which supplies China's millions with so much pipe and cigarette tobacco. Not only would a world traveller find new and strange types of tobacco plants, but unique manufacturing processes which are turning out many strange classes of tobacco products. Only a limited number of standard tobacco plants and manufactured goods are commonly placed on the American markets and we are liable to lose sight of the fact that there is a vast variety of tobacco plants and of commercial tobaccos throughout the world catering to particular tastes.

Novel tobaccos, however, are not all confined to Oriental countries. The old type known in America as Perique possesses as many unique features as any of the most extraordinary type of Asiastic tobacco.

Perique tobacco has been made in America since the time of the first European settlements. It was made in South and Central America in the time of the Spanish Conquistadores. The French settlers in Louisiana, known as the Arcadian colonists, made perique extensively in the bottom lands in St. James and Assumption parishes, in Louisiana. These are the chief producing centers today.

The annual production of Perique tobacco leaves in the United States in 1897 amounted to 50,000 pounds. The present production exceeds 250,.000 pounds annually.

Many believe that Perique tobacco is obtained from a particular tobacco plant. Dr. Stubbs, a former director of the Louisiana Experiment Station, in a report written more than twenty years ago, said: "True Perique is a fine fiber, medium leaf, with small stems; is strong, rich, gummy, tough and dark, and when taken from the presses has a beautiful glossy appearance. On account of its strength, it is mixed with milder kinds, both for smoking tobacco and cigarettes. By Louisianians, it is also chewed. There is a material variation in the quality of leaf grown. On a sandy soil it has a delightful aroma, highly prized, which declines with the increase of clay in the soil. The crop is graded into wrappers, fillers and smokers. At one time, every leaf was brushed and cleaned before being subjected to curing. This is not now generally done.

"The tobacco will show a yellowish, mottled appearance, with leaves crisp and easily broken, about the 1st of July, when it is ready to cut. Contrary to the general practice elsewhere, the plants are cut during the hottest part of the day, three inches from the ground, leaving two or three leaves on the stump which are regarded as worthless, having served their purpose of protecting the rest of the plant from the sand and dirt. Sharp-pointed pieces of swamp cane are stuck in the end of each stalk, making a hook by which each plant is suspended upon a rope stretched lengthwise in a shed, the plants 6 inches apart on the rope and each rope placed a foot apart. As the plants wilt, and the leaves become brown, they are removed from the stalk, and the mid-rib, still green, is taken out. The first leaves are pulled from the stalk in about ten days and one to three leaves, at intervals of a few days thereafter, until the stalk is completely stripped. The leaves, after the removal of the mid-rib, are twisted into rolls of 20 to 30 leaves each and packed in boxes for fermentation under pressure."

The inference drawn by most readers of Dr. Stubbs' celebrated report is that the above description applies to a particular species of tobacco plant—the Perique plant. The truth, however, is that there is no such plant. Perique is simply a particular type of American tobacco obtained through a unique method of manufacturing. Good Perique tobacco can be made from practically all the better kinds of dark tobacco plants. The seedlings of lighter types like Burley and Bright Yellow do not yield the best results.

The Bureau of Internal Revenue and all modern tobacco authorities are now agreed that Perique tobacco is the product of a special kind of manufacturing process and not the result of the growing of a particular variety of the tobacco plant.

The principal perique-growing district today is a small area in St. James Parish, Louisiana, on the eastern bank of the Mississippi River.

The farms are small and have between 9 and 15 acres of dark tobacco varieties under cultivation in addition to some sugar cane. The land is usually the higher and drier portions of the alluvial farms. It is generally heavily bedded and set with about 2,500 plants per acre. The plant rows are between 5 and 6 feet apart. Annual crops are raised, but, after harvesting the tobacco in June, crops of cowpeas are raised in order to prepare the land for the following year's planting of tobacco. The usual advantages of crop rotation are thus obtained on account of the exceptionally rich character of the alluvial soil. About 200 pounds of cottonseed meal, or their equivalent in other fertilizers, are plowed into the land before the tobacco is planted out. The plants are topped and suckered in the usual way.

When the tobacco is harvested, dried by hanging on wires stretched across a barn and then twisted into ropes, it is cut into lengths about a foot long, weighing about a pound, and packed in strong boxes 11 inches square and 16 inches in height, to undergo the sweating process. Up to this time, the leaves resemble the leaves harvested in the dark tobacco districts of Tennessee and Kentucky. Lever presses are then utilized to compress the twists until the tobacco juices ooze out of the leaves in a black and sticky mass. The juice is allowed to remain outside the tobacco until fermentation is completed. It is then permitted to be re-absorbed. In order to promote re-absorption, the boxes are opened every few days and the twists are "worked" by being loosened so that the air, with its moisture, can reach the tobacco. Once or twice during the process, the twists are opened out completely so that any dry leaves, from which no juices have been expressed, may be discovered and put on the outside of the twists. These are dampened by blowing a water spray, and formerly, a little rum, upon them before they are returned to the boxes and pressed.

When the fermentation is finished and the bulk of the tobacco has shrunk to one-half the original size, the pressure on the leaves is renewed. The tobacco is then allowed to rest for several months in order to mellow. During this period it acquires its strong aromatic odor and its peculiar characteristics.

Chemical investigations have disclosed that in curing tobacco leaves by hanging in barns, all the starches and sugars disappear. There is an increase in citric acid and ammonia. The protein is largely lost with decreased nitrogen and nicotine contents. The cellulose does not apparently change.

It is probable that the principal characteristics of perique tobacco are acquired during the fermentation and mellowing processes. These processes are caused by engymatic agencies. Enzymes are soluble ferments, or active organic substances, which are secreted by cells and have the property, when conditions are favorable, of facilitating chemical and physiological reactions without entering into the composition of the various resulting products. A very common example of their wonderful work is shown in the assimilation of food. The food of animals and plants is not directly assimilable. It requires the intervention of a substance called diastase to cause fermentation and bring about chemical changes before the food contents are converted into food substances. A special branch of chemical science known as fermentation deals with the phenomena of enzymatic activities. Meat, milk, eggs and other human food when taken into the stomach cannot be abstracted until acted upon by the gastric and pancreatic juices. When these are examined it is found that their chief offices are in supplying the enzymes which cause fermentation.

When perique tobacco is fermented, nearly half its weight is lost. A similar loss occurs when a seed germinates. The two processes are similar. The starch and sugar in the tobacco leaves are transformed into other substances. When a grain of barley is left for about two weeks in a dark place it loses about 40 per cent of its weight. Intense oxidation appears to have been developed. It is found, however, that a more complicated series of reactions have been carried out. Grain diastases were released which acted on the starches and cellulose. The starches are dissolved gradually and converted into maltose and a part of this is changed into cane sugar. The cellulose is dissolved and precipitated as a new body of a nitrogenous character.

These processes are now most extensively used in the chemical industries. Brewing, cheese-making and many other important industries are based upon enzymatic fermentation.

Other common results of bacteriological and enzymatic actions are seen in the processes of putrefaction which are essentially digestive activities differing from natural digestion chiefly by reason of the products instead of being chemical solutions are principally gaseous products.

The manufacture of perique tobacco has been evolved as a practical industry from the primitive methods of the Indians and early colonists. The chemistry of the process has never been completely investigated. Enough is known about it to indicate that it is very complicated.

A small quantity of perique tobacco is sold locally in the form of cylindrical rolls called carrotes. The export trade is supplied with the juicy twists taken from the mellowing boxes.

Perique is chiefly used in small quantities for mixing with high grade smoking tobaccos to improve their appearance, aroma and taste. It is also mixed with chewing plugs and certain cigar makers use a little perique to add body and richness to their cigars.

The uses of perique are steadily increasing.

# The Value of Tobacco Seed Treatment in the Control of Wildfire and Blackfire

By F. D. Fromme, Plant Pathologist
Virginia Agricultural Experiment Station

The tobacco season of 1921 in Virginia showed a great contrast to that of 1920 in the injury caused by the wildfire and blackfire diseases, there being only a small amount or none at all of these diseases in the majority of fields during the present season, while many crops were ruined in 1920. The great difference was due chiefly to weather conditions which were unfavorable for the spread of the germs which cause these diseases. The treatment of tobacco seed, as advocated by the Department of Plant Pathology of the Virginia Agricultural Experiment Station, naturally did not show striking results this year owing to the general absence of disease in the fields. Sufficient evidence was obtained, however, from the inspection of plant beds sown with treated and untreated seed to show that the treatment would have shown good results in most cases if the season had been favorable for the development of disease in the field. One of our tests shows in a convincing way that these diseases may be carried on the seed and that seed treatment is effective. Sample lots of seed taken from seed sent to us by farmers for treatment, were sown in small sections of a plant bed. Ninety such lots were used, a sample of each being taken both before and after treatment. Blackfire (angular-spot) developed in 23 different lots where untreated seed was used, while none whatever developed in any of the corresponding treated lots. These samples came from all parts of the State and it may be concluded from this, that, of the seed used by farmers last year, about one lot of seed in four, carried the blackfire disease. The test also indicates that seed treatment can be expected to eliminate, or at least greatly reduce, this source of danger.

Additional proof that blackfire is carried on tobacco seed or in the chaff and dirt mixed with the seed was obtained in another test in which a section of a plant bed was sprinkled with chaff cleaned out of tobacco seed. Blackfire developed on the plants in this section but did not develop on the other sections of the bed on which no chaff was used. It does not seem likely that tobacco seed can be cleaned thoroughly enough in a blower to eliminate this source of danger but cleaning alone undoubtedly will help to reduce it.

Our inspection of plant beds on farms has furnished additional proof, to that previously obtained, that there are other sources of infection in addition to the seed. The evidence shows that these diseases may be carried on old canvas, in soil and in manure, and that, consequently, seed treatment alone can not be expected to provide adequate insurance against infection. For convenience we have separated the farmer's plant beds which we inspected into 3 groups: (1) those in which the seed was treated and the canvas was boiled; (2) those in which the seed was treated and the canvas was not boiled; (3) those in which the seed was not treated and the canvas was not boiled. The difference in amount of disease in these different groups was as follows: 71 per cent of the beds in group 1 were free from disease or contained only a very slight amount, while 67 per cent of those in group 2 and 82 per cent of those in group 3 showed abundant infection. It was evident in several cases that the plant bed had become infected from nearby tobacco fields. These beds were located on the edge of a field of the previous season on which the suckers had been allowed to stand over winter. The disease was most abundant in the side of the bed nearest the fields. A few cases were also seen where the disease had lived over winter in the field and had infected the crop after it was transplanted. These cases also occurred where suckers were allowed to stand over winter. It seems that danger from this source will be greatly reduced if the suckers are turned under in the fall or early winter. The season's experience has also shown that if boiling of the canvas is attempted it must be done thoroughly. The boiling should be done in a vessel large enough to contain the canvas and it should be continued for 2 or 3 hours. Evidence was also obtained to show that the disease may be carried to the plant bed in manure and it seems evident that it is unsafe to apply manure in any form to the plant bed.

Of the two materials which we have used in the treatment of tobacco seed, formaldehyde and corrosive sublimate, the latter seems preferable. Neither causes any appreciable amount of injury to germination but the formaldehyde treatment often causes a delay in germination. The corrosive sublimate solution should be used in the one to one thousand strength and the seed should be soaked in this for 15 minutes. It is a deadly poison and must be handled with great care. The treating must be done in glass or wooden vessels.

To summarize: The experience of the past season shows that the treatment of tobacco seed is of value in the control of blackfire and wildfire, but that it must be supplemented by the use of new canvas, or old canvas that has been thoroughly boiled. The treated seed should not be put back into a bag that has been used previously for tobacco seed nor stored in any place where it has a chance to become contaminated. The same precautions should be observed with the canvas after boiling. In addition, the plant bed should not be located near a tobacco field or bed of the previous season and no manure should be used on it. The danger of carrying the disease over in the field, where old land is used, will be greatly reduced by fall plowing.

## May Sell Matches in Spain

Washington, D. C., Jan. 30.—American Consul Merrill at Madrid has sent a cablegram to the Department of Commerce to the effect that the Council of Ministers have decided to open Spain, in principle, to foreign manufacturers of matches, who will be permited to sell their products in Spain upon the payment of special taxes. The Minister of Finance has been authorized to present a bill to the Cortes to give effect to this decision.

The importation of foreign matches into Spain has hitherto been prohibited, their manufacture and sale in the country having been a Government monopoly. —Lamm.

### Dissolve Partnership

Petaluma, Calif.—Thomas Bros., cigar dealers, have dissolved partnership, Manuel W. Thomas continuing the business.

### Sold to Hepburn

San Francisco.—Rogers & McAdoo have sold their cigar store at 126 Turk street, to Robert Hepburn.

### Opens Factory

Redding, Cal.—William B. Layden has opened a cigar factory here.

### Chicagoan Visiting Tampa

Ludwig Lasker, of Perfecto Garcia & Bro., is at present on a visit to the factory which is located in Tampa.

*The large number of cigar and tobacco manufacturers now using Tindeco Boxes for packing their goods is ample proof of the reliability of these boxes and a guarantee of the contents wherever sold.*

Tindeco Boxes are designed to retain the particular virtues or quality secrets of a brand—they are made to deliver to the consumer that particular flavor which is so characteristic of your tobacco.

The manufacturers listed below are a few of the satisfied users of Tindeco Boxes, proving that the name TINDECO on your box will guarantee the contents wherever sold.

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*American Exchange Cigar Company*
*E. P Cordero*
*Gans Brothers*
*Frishmuth Bros. Co.*
*Bobrow Brothers*
*Julius Klorfein*
*Pipitone Brothers*
*Joseph Berran*
*Sig. C. Mayer*
*William J. Seidenburg*
*E. M. Schwartz*
*William Boucher*
*Carl Upman*
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*R. G. Dun*
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Branch Office—Liggett Building

**41 East 42nd Street**

*Telephone Murray Hill 5631*

Inquiries solicited regarding the

**American Tobacco Company**


## Tobacco Securities

**By Marketwise**

TUESDAY MORNING, Jan. 31.—The general list continues without any definite trend and the only generality that applies is that we are in the midst of a specialty market; individual stocks have shown notable advances or declines and in most cases without any logical explanation. The tobaccos have shown no pronounced change during the past week, with the exception of American Sumatra, which at the present price has touched the low for the year. Figures reached and net changes are as follows:

| | | |
|---|---|---|
| American Sumatra ..... | 28 | —5¼ |
| American Tobacco ..... | 132½ | +4⅜ |
| American Tobacco B..... | 129 | — ¼ |
| Consolidated Cigar ..... | 27 | +1 |
| General Cigar ..... | 68½ | —2⅞ |
| Liggett & Myers..... | 160 | +2 |
| P. Lorillard ..... | 148 | —2 |
| Tobacco Products ..... | 63½ | + ¼ |
| United Retail Stores..... | 57⅝ | —1⅝ |

Among the unlisted stocks the outstanding feature was the perpendicular rise of American Machine & Foundry. This stock was offered at 130 some three weeks ago without any real bid around that figure. Recent sales have taken taken place as high as 165. The stock has not paid dividends in four years and inasmuch as the company seems averse to publicity it is hard to say what is behind the rise; the buying is pretty much centralized and undoubtedly the people that are picking up the stock know what they are about.

The George W. Helme Co. at a special meeting of stockholders yesterday increased the authorized common stock from $4,000,000 to $8,000,000; at the present writing the directors have given no indication what disposition will be made of the new stock, but it is generally felt that a stock dividend, probably 50 per cent, will be declared.

The Reynolds "B" continues strong around the present level while recent sales of the "A" or voting stock have taken place at the lowest figures for over a year. At the present levels the "A" and "B" stocks are the closest together they have been since the par value of the common stock was reduced from $100 to $25 about a year and a half ago.

The amount of American Tobacco Scrip common in the market is very limited and as the demand for this security continues it holds very strong at the present level, the highest in its history. As the maturity date is only a year off and the "B" stocks shows no downward tendency, it is probable that the scrip will gradually creep upward.

Philip Morris, on the curb, continues very strong around the 10 level and its companions, Tobacco Products Export and United Profit Sharing, hold up well.

## G. W. Helme Co. Increases Common

George W. Helme Co. shareholders, at special meeting, approved increase in authorized common to $8,000,000, from $4,000,000. All of the old authorization of $4,000,000 is outstanding. There is also authorized and issued $4,000,000 7 per cent preferred. No change was made in the preferred. Company has no funded debt. Management stated there is no intention at present of offering any of the additional common for sale. The Street regards the decision to increase the common as a forerunner of a stock dividend.


# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

**INVESTMENT SECURITIES**

**60 Broadway**
**New York**

**100 Grosvenor Bldg.**
**Providence, R. I.**

**53 State Street**
**Boston, Mass.**

**557 Pleasant Street**
**New Bedford, Mass.**


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff .....112½ | | 115 |
| American Snuff Pfd..... | 80 | 100 |
| American Sumatra ..... | 29 | 29¼ |
| American Sumatra Pfd... | 55 | 62 |
| American Tobacco .....133 | | 133¼ |
| American Tobacco "B"..129 | | 129¼ |
| American Tobacco Pfd.. 99½ | | 100 |
| Consolidated Cigar ..... | 26 | 27½ |
| Consolidated Cigar Pfd.. 60½ | | 62 |
| General Cigar ..... | 67 | 68 |
| General Cigar Deb. Pfd. | 97 | 98 |
| General Cigar Pfd.....100 | | 102¼ |
| Liggett & Myers .....160 | | 163½ |
| Liggett & Myers "B"....150 | | 163 |
| Liggett & Myers Pfd....108 | | 110 |
| Lorillard, P. .....147¾ | | 148½ |
| Lorillard, P., Pfd.....107 | | 110 |
| Tobacco Products ..... 61¾ | | 62* |
| Tobacco Products Pfd.. 92½ | | 96 |
| United Cigar Pfd.....107 | | 112 |
| United Retail Stores.... 52⅞ | | 53⅛ |

*—x dividend.

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com..... | 67 | 71 |
| American Cigar Pfd..... | 82 | 86 |
| American Mach. & Fdy... | 160 | 175 |
| American Tobacco Scrip.. | 118 | 120 |
| Bayuk Bros. Pfd..... | 80 | 90 |
| British-Amer. Tob. Co.... | 13 | 14 |
| Conley Foil ..... | 11 | 14 |
| Eisenlohr & Bros. Com... | 60 | ... |
| Eisenlohr & Bros. Pfd.... | 89 | ... |
| Geo. W. Helme Com..... | 180 | 195 |
| Geo. W. Helme Pfd..... | 104 | 108 |
| Hav. Tobacco Com..... | 1/16 | 3/16 |
| Hav. Tobacco Pfd..... | ¼ | 1 |
| Imperial Tobacco Co..... | 10½ | 11½ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil ..... | 90 | 100 |
| J. S. Young Com..... | 80 | 90 |
| J. S. Young Pfd..... | 87 | 95 |
| McAndrews & Forbes Com. | 105 | 108 |
| McAndrews & Forbes Pfd. | 88 | 94 |
| Mengel Co. Com..... | 27 | 31 |
| Philip Morris ..... | 9½ | 10½ |
| Porto Rican A. T. Co..... | 63 | 69 |
| Porto Rican A. T. Scrip.. | 75 | 85 |
| R. J. Reynolds "A"..... | 60 | 70 |
| R. J. Reynolds "B" .... | 38 | 39½ |
| R. J. Reynolds Pfd..... | 107½ | 109½ |
| Schulte Retail Stores..... | 28 | 33 |
| Tobacco Prod. Export.... | 3½ | 6½ |
| Tobacco Prod. 8% Scrip.. | 99 | 102 |
| Tobacco Prod. 7% Scrip.. | 99 | 101 |
| United Cigar Stores..... | 130 | 145 |
| Universal Leaf Com..... | 120 | 130 |
| Universal Leaf Pfd..... | 97 | 102 |
| United Profit Sharing..... | 1¾ | 2¼ |
| Weyman-Bruton Com..... | 145 | 155 |
| Weyman-Bruton Pfd..... | 104 | 108 |

## Weyman-Bruton Proposed Stock Increase

The New York Stock Exchange has received notice from the Weyman-Bruton Co. of the proposed increase in common stock from 90,000 shares, par value $100, to 360,000 shares of no par value.

Under date of Monday, Jan. 30, the company, through its secretary, I. L. Elliott, gave the stockholders the following notice:

"That the annual meeting of the stockholders of Weyman-Bruton Co. for the election of directors and the transaction of such other business as may properly come before said meeting will be held at the company's principal office, 15 Exchange Place, Jersey City, N. J., at two o'clock in the afternoon of Tuesday, March 7, 1922.

"That a special meeting of the stockholders of said company will be held at the same place on the same day at 3:30 o'clock p. m. for the purpose of considering and acting upon resolutions adopted by the Board of Directors at a meeting held on the 30th day of January, 1922, and among other things declaring it advisable (a) to so amend the certificate of incorporation as to change the name of the company to 'United States Tobacco Company,' enlarge the objects to the manufacture of tobacco products of all kinds and change the existing common stock of the par value of $100 per share into common stock without par value on the basis of four shares of the latter to one of the former, and providing for the manner of issuing the preferred stock and common stock; and (b) to abrogate existing Article XV of the By-laws (providing a bonus to certain officers) and substitute in its place a new Article XV of the By-laws providing a supplement to salary of officers and employees owning common stock of the company; and for the transaction of such other business as may properly come before the meeting. A copy of said resolutions is being mailed to stockholders.

"Stockholders of record only as of the close of business February 9, 1922, shall be entitled to vote at such annual and special meetings."


## Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

**We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.**

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
**Tel. Hanover 7733**


## Tobacco Costs, Prices and Readjustments

WASHINGTON, D. C., Jan. 30.—In connection with the National Agricultural Conference which was held in Washington last week, a report signed by Robert W. Bingham, chairman, and F. B. Wilkinson, secretary of sub-committee 5-f, of the committee on costs, prices and readjustments, dealing with tobacco, had the following to say:

"Sub-committee (f) on Costs, Prices and Readjustments in the Tobacco Districts has carefully considered the subjects, and wish to submit the following recommendations for your consideration in preparing your report to the National Agricultural Conference:

"The committee recommends that the Federal Government, in co-operation with state agencies, conduct such investigations as may be necessary to determine the most economic methods of producing and marketing tobacco, particularly with respect to:

"(a) Statistics on cost and amount of production, stocks on hand, and rate of consumption by form, types and grades as far as practicable.

"(b) Information relative to varieties of tobacco most suitable for particular soils, kinds of fertilizer most suitable, and the best methods of controlling insect pests and plant diseases.

"(c) Establishing standards for the classification of tobacco of the different types.

"(d) Standardizing the warehouse system under appropriate regulations."

This report was made a part of the permanent record of the Conference.—LAMM.

### American Tobacco Co. Dividend

The American Tobacco Co. has declared regular quarterly dividends of 3% on common and common "B", payable March 1 to stock of record February 10.

## What They Say About "Tobacco"

**William B. Shaw, of Shaw & Theyskens, leaf tobacco importers and exporters, 136 Front Street, New York, says:**

"I take this occasion to congratulate you on the wonderful improvement in TOBACCO. The editorials and articles that are of so much interest to tobacco men are to be commended and I predict for TOBACCO a very successful career. The very fact of your covering the entire field, both cigar leaf and bright leaf tobaccos, as manufacturing in all its branches, gives you a magazine that is of value to the leaf trade and manufacturing interests as a whole.

"Your Porto Rico number is well gotten up and contains a great deal of interesting reading matter. I have heard nothing but praise of this issue from the trade."

**Walter J. Johnson, secretary of the Florence Chamber of Commerce, Florence, S. C.:**

"Please, accept my compliments on your Porto Rico number and the improved cover colors. The first was excellent and interesting—not to mention educational. The new color, I think, is a big improvement over the other, though it was a good one.

"I feel a great deal of interest in TOBACCO because I boost it here whenever the opportunity offers."

**The General Cigar Co., 119 W. 40th St., New York, says:**

"In regard to your Porto Rican number, it is replete with such knowledge and information as to make it a great credit to your efforts and foresight."

**Carrier Engineering Corporation, 750 Frelynghuysen Ave., Newark, N. J., says:**

"Congratulations on the Porto Rican number. It is a corker. We will watch results with much interest. The new cover is, beyond question, a great improvement which should react to your immediate advantage."

**Bosch Brothres, importers and packers Porto Rican tobacco, 126-8 Maiden Lane, New York, says:**

"We wish to state that we consider your Porto Rican number a very excellent work. Porto Rico is truly represented by the circulation of this issue throughout the States."

**Porto Rican American Tobacco Co., of Porto Rico, San Juan, P. R.:**

"We are in receipt of your December 29th special number on Porto Rico, for which we thank you very kindly.

"It affords us pleasure to say that we find this number a most business-like and at the same time most attractive publication, and a real credit to any publishing institution.

"It furnishes the most complete information on Porto Rico tobacco that we have ever seen, and we feel that the very attractive manner in which it has been gotten up, as well as the valuable and authoritative statements and the historical data offered by it, will greatly lead to the spreading of knowledge of Porto Rican tobacco in the United States, and to the consequent enhancing of the trade derived therefrom."

## Leaf Tobacco Held by Manufacturers and Dealers

**January 1, 1922 and 1921, and October 1 and July 1, 1921.**

WASHINGTON, D. C., Jan. 31, 2 P. M.—These statistics represent for dealers in and manufacturers of tobacco other than the original growers: (1) The quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who, on an average, had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the preceding calendar year. (2) All imported leaf tobacco in United States bonded warehouses and bonded manufacturing warehouses.

POUNDS OF LEAF TOBACCO ON HAND.

| Types | January 1 1922 | January 1 1921 | Oct. 1, 1921 | July 1, 1921 |
|---|---|---|---|---|
| Aggregate* | 1,561,848,372 | 1,446,914,469 | 1,547,439,732 | 1,672,017,169 |
| Chewing, smoking, snuff, and export types: Total | 1,174,807,983 | 1,061,696,401 | 1,136,484,421 | 1,235,156,013 |
| Burley | 293,605,859 | 237,777,164 | 324,351,157 | 371,662,086 |
| Dark Dist. of Ky. and Tenn. —Total | 243,233,877 | 235,919,234 | 256,310,276 | 305,023,383 |
| Dark fired of Clarksville, Hopkinsville, and Paducah Dist. | 132,098,769 | 138,165,575 | 155,730,543 | 190,673,074 |
| Henderson | 8,175,289 | 9,815,480 | 7,930,033 | 11,376,244 |
| Green River | 50,515,297 | 46,318,238 | 45,014,679 | 50,212,891 |
| One Sucker | 52,434,522 | 41,619,941 | 47,635,021 | 52,761,174 |
| Virginia Sun Cured | 10,145,875 | 7,171,765 | 9,467,028 | 9,812,090 |
| Virginia Dark | 36,526,953 | 32,492,507 | 34,615,071 | 41,679,065 |
| Bright Yellow Dist. of Va., N. C., S. C., and Ga. | 570,153,641 | 523,912,560 | 482,739,692 | 483,109,364 |
| Maryland | 14,127,156 | 16,549,191 | 19,404,698 | 12,434,935 |
| Eastern Ohio Export | 6,864,617 | 7,564,521 | 9,355,595 | 11,205,800 |
| All other domestic, including Perique-Louisiana | 150,005 | 309,459 | 240,904 | 229,290 |
| Cigar types: Total | 313,315,823 | 297,471,822 | 388,201,814 | 359,094,774 |
| New England, including Connecticut—Total | 66,617,987 | 60,370,378 | 63,678,286 | 68,141,467 |
| Broad leaf | 26,141,786 | 26,726,389 | 29,981,716 | 31,719,927 |
| Havana seed | 31,389,230 | 26,850,489 | 26,042,908 | 29,969,101 |
| Shade grown | 9,086,971 | 6,793,491 | 7,653,644 | 6,452,439 |
| New York | 3,553,745 | 2,647,296 | 3,546,640 | 4,021,958 |
| Pennsylvania | 69,853,917 | 69,444,959 | 83,072,395 | 93,621,921 |
| Ohio | 71,413,601 | 70,172,609 | 78,303,267 | 76,224,671 |
| Wisconsin | 82,766,780 | 77,181,052 | 93,474,974 | 103,535,326 |
| Georgia and Florida | 9,499,148 | 7,934,890 | 8,311,509 | 5,544,193 |
| Porto Rico | 9,407,908 | 9,541,028 | 7,698,041 | 7,865,653 |
| All other domestic | 202,737 | 170,610 | 116,720 | 139,585 |
| Imported types | 73,724,566 | 87,746,246 | 72,753,497 | 77,766,382 |

*Leaf tobacco on hand Jan. 1, 1922, includes 1,196,663,549 pounds, for which the "Marked weight" was reported (i. e., weight at time it was packed or baled), and 365,184,823 pounds for which the "Actual weight" was reported. The corresponding amounts included for 1921, were 1,083,419,188 and 363,495,281 pounds, respectively; for Oct. 1, 1921, 1,176,852,511 and 370,587,221 pounds, respectively, and for July 1, 1921, 1,256,669,857 and 415,347,312 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "Marked weight" was reported, in order to ascertain the actual weight. The total for Jan. 1, 1922, includes 1,379,543,756 pounds of unstemmed and 182,304,616 pounds of stemmed leaf tobacco.

## One's Enough!

"Viva victrola!" yelped Jim Stubb, banging down his two bedroom-and-bath grips, one crushful o' Chinese merchandise in the way of soiled-you-know, and the other rumbling with the rattle o' non humified cigars, three weeks gone in New England prohibition area. "Blime, Sam, but I'm glad Albany is only two hundred miles from Boston!"

"From the expression on yuh're face, then, I should say yuh had it a customary rotten business!" gloomed Sam Ash, once more tackling the first-o'-the-month statement circularizing for the account o' Stubb & Ash, Inc., wholesale tobacconists—and retail, too. "But I bet yer a broken corona yuh should have it a scheme, mebbe two or three, on how to improve retail trade, y'unnerstan'. Am I right or wrong?"

"Right, Sam, right!" glowingly approved Jim Stubb, removing both his kuppenheimer and his goodyears for a restful wheeze with the faithful few o' the famous Hot Clair Club. "And this here idear, Sam, which I shall relate to you now is one of Johnny Zinser's stunts, over there at his Pittsfield emporium for the sale o' cigars, snuffs, and stamps!

"But it's *cigars* Johnny wants to sell, Sam, so he keeps a permanent window display just for a quick daily change. Yep, Johnny is a singin' bird, alright, when it comes to keepin' track o' the notes in the newspapers!

"All the time he is watchin' for new stuff! Takes a ordinary news item, Sam, an' hitches it up to somethin' he has in stock, zippo! Just for the day, maybe only for a few hours! So he keeps the boobs in line, watchin' for the next bulletin!

"Some of 'em simple stunts, too, Sam. Even you could dope one out. For, while I was there last Tuesday, he clipped a nice colored ad from a magazine showin' palms, an' beach, an' sunshine, an' all that, y'know! It was slushin' an' snowin' outside at the time, Sam, an' that made it more chummy.

"Anyway, Johnny rushes over to the window, pulls out what was in it, grabs a box 'bout the size of a Camel carton, covers it with a whip o' bloddy red velvet with a loose train wanderin' off in a corner—you know the way.

"Then his boy runs in with a nifty lil' orange tree from the florist across the street. Loaned for the day, Johnny told me, for a few belvederes he sent over for ransom. This here orange grove Johnny sticks in the nigh corner of the display. Then he gets out a *single* box of his private brand o' Tampa goods, Sam, in the boite nature packing. This he puts atop the velveteened camel-case, open end up.

"All that looked pretty swell so far, but Johnny wasn't satisfied. For he digs out a framed sign, neatly and plainly lettered, like this:

Fresh From Florida!

This cigar is made where warm waves and orange groves now offer the chilly Northerner a bit o' paradise!

In flavor and bouquet you can have a smoke which brings a bit o' Florida right to your very own taste for fifteen cents the test!

"And say, Sam, I guess we got some Florida goods, too, ain't we? What's the matter with puttin' in a lil' imitation o' Johnny's ad by usin' some of those Flor de Garcia-Esperanzos over there on the gallery shelf? You can't tell—it may make the cash register almost so happy as a sleigh-bell!"—THE SMOKER.

### The Espina Brand

By request of their many customers, Leopold Powell & Co., of 408 to 412 East 93rd street, New York, announce that they "will again push to the front their Espina brand of clear Havana cigars, made of the finest tobacco that can be procured on the Island of Cuba."

### Miller Cigar Co., Inc.

WATERTOWN, Wis.—The Miller Cigar Co. has been incorporated. Capital stock, $25,000. Incorporators, Charles H. Mueller, Sdgar C. Miller and Mathilda Miller.

### Sells Cigar Store

BERKELEY, Calif.—Geo. Patch has sold his cigar store at 3021 Adeline street to L. C. Baker.

### Gives Bill of Sale

CROCKET, Calif.—Leo. B. Struer has given a bill of sale on his cigar store to R. M. Nutting.

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
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Mild Havana-Tampa, Fla.
New York Office
120 Maiden Lane
STORM-FISHER & Co
LORD TEMPLE
Sumatra Wrapped
Get a line on our Merchandise and Prices

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145 WATER STREET, NEW YORK
IMPORTERS EXPORTERS & PACKERS OF TOBACCO

CIGAR LABELS

CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

CIGAR BANDS and LABELS

WM. STEINER SONS & CO.

257 West 17th Street New York

Herminio Madera

ALONSO RIERA & CO.

PACKERS OF

Porto Rico Leaf Tobacco

Importers and Exporters

*The Tobacco Palace*

SAN JUAN, PORTO RICO

EL RISDAL

A Mild, Aromatic Cigar

MADE IN PORTO RICO

Thirteen Sizes

SPANISH HAND-MADE

*Correspondence Invited*

J. M. GONZALEZ & CO.

SANTURCE, P. R.

## A. Gonzales Font Returns to Porto Rico

Abelardo Gonzalez Font, Assistant Treasurer of the territory of Porto Rico, who has been combining business with pleasure in a protracted visit to the United States of more than a month's duration, sailed for San Juan, Porto Rico, Saturday last, on the *San Lorenzo*.

Sr. Font was escorted to the pier by J. F. Vazquez, by special appointment of the Porto Rican Legislature the official tobacco and cigar guarantee agent in the United States; also by José M. Matienzo, and George H. Mills, of the Millsco Agency, publicity representatives in this country for the Porto Rican Government.

The work of rendering the trade at large familiar with the official tobacco and cigar guarantee stamps, as issued by the Porto Rican government, is going progressively on in this country, under the personal supervision of J. F. Vazquez, who, with his staff of office assistants and tobacco experts, has headquarters at 126 Maiden Lane, New York City.

These identification and classification stamps will permit a cigar or tobacco handler to detect at a glance whether he is dealing in a straight Porto Rican product or a mixed commodity, wherein Porto Rican leaf has been blended with other tobaccos, or whether he is passing upon a shipment of leaf or cigars from Porto Rico that is entirely a foreign product to the Porto Rican soil, though transmitted there for resale or for cigar manufacture. Such means of positive identification offered by these official stamps are bound to become more and more valuable as the propaganda of education and instruction goes on through the leading tobacco trade publications of the entire country, all of which have done real service in bringing the new Porto Rican stamp regulations before the trade's eye in a manner that should prove lasting and leave no progressive cigar manufacturer shorn of that knowledge to guide him in the future purchases of leaf incoming to the United States from the Island of Porto Rico.

## An Optimistic Firm

Lep Holzman, of the firm of Strouse & Holzman, importers of Porto Rican tobacco, and leaf packers, has just returned from a business trip through New York State and Pennsylvania. He says that his trip was very successful. The other member of the firm, Ira Strouse, is scheduled to start out Sunday for a selling trip through the West. They are both experienced in the selling game and believe that getting business is largely a matter of going out after it.

## Fort Wayne News

Fort Wayne, Ind., Jan. 28.—"Gold Seal" and "Univoco," strong favorites among Fort Wayne smokers in former years, have reappeared on the market, George W. Gemmer having recently started to manufacture these brands which were formerly made by Al Hazzard, before he retired from the cigar making business. Mr. Gemmer has been long in the cigar business and carries 18 years' experience into his new enterprise. The standard of quality that popularized these two well known brands will be maintained in the future, says Mr. Gemmer. They are being manufactured at his shop at 522 Calhoun street.

### Have Bought Habit Cigar Store

Bert Dennis and Walter MacConnell have purchased the Habit cigar store at the corner of Calhoun and Baker streets. The Wayne Cigar Stores formerly owned the store. Mr. Dennis was formerly manager of the cigar store at 822 Calhoun street, and has had a wide experience in the business.

### To Follow Trend of Trade

Several owners of cigar stores are planning to open new stores this year in the east end of the city where the big new truck plant of the International Harvester Co. will be located. This truck plant will be the largest in the world eventually and C. F. McCormick, president of the Harvester Company, announced here personally at a meeting of the stockholders of the Greater Fort Wayne Development Co., that work on the plant will be started the middle of March. The development company is a million dollar concern formed to erect homes for the workers in the plant. Local tobacco store proprietors feel that their business will be greatly boosted by the erection of this plant.

### Blind Woman Conducts Cigar Stand

Grown totally blind as the result of three years in the government service in the inspection of fine threads placed on the caps of high explosive shells, Mrs. Anna Pocock is now successfully conducting a cigar stand in the corridor of the Utility Building on East Wayne street. She knows the exact location of all the brands of cigars she sells and finds them by the sense of touch.

## Cigarmakers' Wage Question

Binghamton, N. Y., Jan. 28.—Cigarmakers in this city will accept a cut of $2 per thousand, it was announced recently, following an investigation and series of conferences between representatives of three local unions and local manufacturers. The cut is to become effective as soon as the measure has received the sanction of union headquarters.

### Increases Capital Stock

Bethesda, O.—The Orrison Cigar Co. has increased its capital stock from $25,000 to $50,000.

RAMON MORAN & CO.

*Growers, Packers & Exporters*

MANATI, PORTO RICO

*Correspondence invited.*

PORTO RICAN LEAF TOBACCO

WM. B. SHAW

Importer and Exporter

Porto Rico and San Domingo Tobaccos

136 Front St., New York

Packing Plants: Porto Rico Santo Domingo

Cable Address: Shawleaf, N. Y.

HERMANN J. ROSE

Packer of

PORTO RICAN CIGAR LEAF TOBACCO

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

*Quality, Not Price*

Santurce, Porto Rico

A. M. LEÓN

257 West 116th St. New York

Porto Rican Leaf Tobacco

Representing Salvador Gallart, Cayey, P. R.

Madera, Vigil & Co.

*Importers and Exporters of*

Leaf Tobacco

San Juan, Porto Rico

## Watson's British Quotations and Annual Review

LIVERPOOL, Eng., Jan. 6.—The subjoined quotations and annual review are culled from the regular report issued by Frank Watson & Co., Limited:

### Quotations

PRICES IN PENCE PER POUND

| | |
|---|---|
| Western Leaf— | |
| Dry Filler | 9 to 14 |
| Medium to Good | 15 to 20 |
| Good to Fine | 21 to 24 |
| Burley | — to — |
| Virginia Leaf—Dark— | |
| Dry Filler | — to — |
| Wrapper | — to — |
| Bright— | |
| Semi | 15 to 24 |
| Medium | 25 to 39 |
| Good | 40 to 47 |
| Fine | 48 to 50 |
| Fancy | 51 to 56 |
| Western Strips— | |
| Common to Good Filler | 12 to 15 |
| Short Medium | 16 to 21 |
| Medium | 22 to 26 |
| Good to fine | 27 to 30 |
| Burley | — to — |
| Virginia Dark— | |
| Common to Good Filler | — to — |
| Medium to Good and Fine | — to — |
| Bright— | |
| Semi to Good Semi | 18 to 30 |
| Medium | 31 to 42 |
| Good to Fine | 43 to 52 |

### December Transactions

A fair business was transacted during the month of December, comprising Virginias and Westerns in about equal proportions.

### Review of the Year 1921

The year 1921 in the tobacco trade, in common with most other industries, was a time of readjustments. These have not been accomplished without sacrifices, which, although painful at the time, tend ultimately to better conditions, and the trade can now enter the New Year with hope and renewed energy to overcome the difficulties, not by any means small, which confront it in the coming twelve months.

The preferential duty on Empire tobacco has proved of great benefit, and with material improvements in the grading and handling, Empire tobacco is being used in increasing quality.

### North American Tobacco — Virginia and Carolina Brights

Owing to the unsatisfactory prices obtained for the 1920 crop, a smaller planting was made in 1921, and although very strenuous efforts were made to produce better tobacco, the efforts of the farmers were defeated by unfavorable seasons, which resulted again in a preponderance of low grades, with a great scarcity of the better classes, which have reached very high prices.

At the close of the market only a negligible quantity has remained in the hands of the farmers, and it is not expected this will add greatly to the stocks of desirable quality.

### Westerns

In Kentucky and Tennessee the farmers' efforts were concentrated on growing good tobacco, and while the crops are small, the quality is good, and with the exception of the Owensboro district, where good color is decidedly absent, the crops generally are better than for the last three or four years.

The keen demand has fixed prices on a basis which, while very satisfactory to the Kentucky farmers, leaves no margin to the manufacturer here; consequently we expect importations will be small and only for strictly necessary quantities of special grades, as pending a stabilization of exchange, it is altogether too dangerous to bring tobaccos over which have not been already engaged.

### Macedonian, Greek, Turkish and Russian Types

Although considerable purchases have been made for re-export, there still remain very considerable stocks, which interfere with free markets.

### China Tobaccos

Stocks on offer are comparatively small, but in the absence of pronounced demand there is no inducement to import.

### Latakia

With the expectation of decidedly smaller imports in 1922, prices have firmed up to a certain extent, although still very disappointing to the importer.

## Liverpool Monthly Report and Market Comment

LIVERPOOL, Eng., Jan. 3.—The following figures and comment are taken from the regular monthly report issued by Edwards, Goodwin & Co., leaf tobacco merchants, for the month of December:

### Virginia

| | Leaf | Strips |
|---|---|---|
| Stock Nov. 30 | 96,746 | 55,337 |
| Imported in Dec. | 4,393 | 1,942 |
| | 101,139 | 57,279 |
| Delivered in Dec. | 3,859 | 1,590 |
| Stock, Dec. 31 | 97,280 | 55,689 |
| Viz.:—Hhds | 18,899 | 11,468 |
| Tierces | 78,381 | 44,221 |

### Western

| | | |
|---|---|---|
| Stock, Nov. 30 | 12,642 | 14,252 |
| Imported in Dec. | 131 | 99 |
| | 12,773 | 14,351 |
| Delivered in Dec. | 763 | 703 |
| Stock Dec. 31 | 12,010 | 13,648 |
| Viz.: Hhds. | 4,931 | 6,763 |
| Tierces | 7,079 | 6,885 |

### Quotations

PRICES IN PENCE PER POUND

#### Leaf

| Western— | 1921 | 1920 |
|---|---|---|
| Filler | —@ 9@12 | —@12@15 |
| Medium | 14@18 | 16@20 |
| Good to fine | 19@25 | 21@22 |
| Burley | —@16@24 | —@15@24 |
| Virginia Dark— | | |
| Filler | —@12@15 | —@15@18 |
| Medium | 16@20 | 20@24 |
| Good to fine | 20@24 | 25@27 |
| Virginia and Carolina Bright— | | |
| Semi-dark to semi-bright | —@13@18 | —@18@27 |
| Medium bright | 19@30 | 28@39 |
| Good to fine | 32@42 | 40@48 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to semi-bright | —@14@18 | —@20@27 |
| Medium bright | 19@23 | 28@32@36 |
| Good to fine | 24@30@— | 37@42@— |

#### Strips

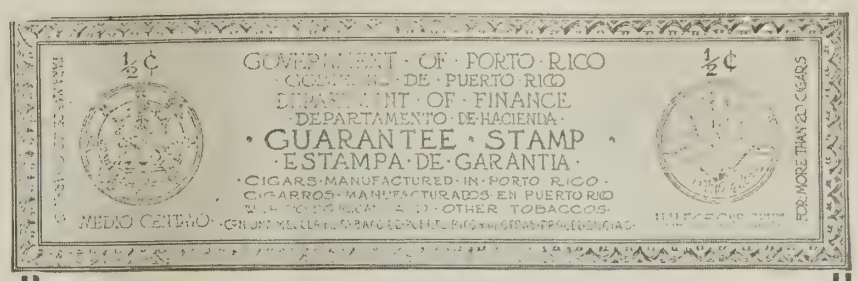
| Western— | | |
|---|---|---|
| Filler | —@11@15 | —@16@20 |
| Medium | 16@22 | 21@25 |
| Good to fine | 23@28 | 26@28 |
| Burley | —@20@30 | —@18@27 |
| Virginia Dark— | | |
| Filler | —@16@20 | —@20@24 |
| Medium | 22@28 | 25@30 |
| Good to fine | 30@36 | 31@33 |
| Virginia and Carolina Bright— | | |
| Semi-dark to semi-bright | —@14@20 | —@20@30 |
| Medium bright | 21@33 | 31@42 |
| Good to fine | —@— | 43@54 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to semi-bright | —@15@24 | —@24@— |
| Medium bright | 25@30 | Nominal |
| Good to fine | —@— | Nominal |

### Market Comment

The sales for December aggregate above the normal, nearly all grades participating, though medium cutting and fillery Western strips and semi-bright leaf account for the bulk of the sales, the latter at lower prices than those quoted.

* * *

The past year has not been one which can be reviewed with much satisfaction by sellers of tobacco, for most manufacturers were overstocked with purchases made under war conditions. Much of this has not been liquidated, yet the amount of business transacted sums up to a fair total, and except for low grade Western, semi-bright Virginias, and to a certain extent Nyasaland leaf, prices have been fairly maintained with, if anything, an advancing tendency for the best grades of both dark and bright tobaccos.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SOLD IN THE UNITED STATES

THERE ARE SIX STAMPS

3 for Tobacco and 3 for Cigars

TOBACCO:

*WHITE—Genuine Porto Rican Growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries*
*PINK—Tobacco of Foreign Growth.*

CIGARS:

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd. in P. R. with Tobacco not a product of P. R.*

*For Informat on Call or Write*

GOVERNMENT OF PORTO RICO
TOBACCO GUARANTEE AGENCY

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By giving VALUE, thus keeping the trade you already have and paving the way to build upon it. HENRY the FOURTH cigars are VALUE—the Material used and Workmanship employed cannot be excelled. They Duplicate because they're GOOD. Once placed they are their own best salesmen.

***Sizes retailing from 10c to 20c.***

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*Makers*

**Preferred Havana Tobacco Co., Owners**
**New York Office, 257 4th Ave.**

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*Head Office. 81st Street and East River New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS
E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora


# St. Louis Business Continues in Good Condition

## Both Jobbing and Retail Trade Doing Better Than Usual at This Season of Year—Excellent Demand for Popular Brands—Some Changes Being Made in the Chas. P. Stanley Cigar Co.—Tobacco Suffered Less Than Others.

ST. LOUIS, Jan. 28.—Business continues good, better than usual at this time of the year. This not only applies to the jobbing trade but to the retail business as well. There is an excellent call for nearly all the popular brands, with the lesser brands holding their own.

### A Change of "Menu" in Same "Pasture"

Ed. W. Marlin, who has been looking after the M. F. Minden Co., line, will after February 1, take hold of the V. Guerra Diaz & Co. output, having closed with them during a trip recently to Tampa. His territory will be from Cleveland, Ohio, West including the Southwest. He will make his headquarters in St. Louis.

### Secures Distribution of Two More Brands

The Fuelscher Cigar Co. has acquired the Mark Hopkins and Sol Smith Russell brands, made by Wm. Tegge & Co., Detroit, and will look after their distribution in this section.

### Big Annual Pipe Sale

A big annual pipe sale, the forty-seventh annual sale by this concern, is being conducted by Moss & Lowenhaupt, and they have an attractive display in their windows, showing all kinds and at all prices.

The resignation of A. C. Lauter, office manager for the Nunn-Buse Leaf Tobacco Co., is announced. It is not known as yet who will succeed him and where Lauter is going.

### Notable Window Displays

Window displays for the year have been started by the leading retail cigar houses. Those now making displays are the Stickney-Hoelscher Cigar Co., who are displaying the Flor de Melba; Dengler & Hatz are exploiting the Garcia & Vega brand in their windows; the Chas. P. Stanley Cigar Co. is showing the Consolation; Rauh-Milius Cigar Co. has a fine display of the La Duse, the Wm. A. Stickney Cigar Co. is showing the El Belmont, and Vandervoort is looking after the Don Julian, in their window display. This cigar is distributed by Brinkman, Meisel & Recker Cigar Co., and Fred Baldwin, is responsible for the distribution.

### Regarding the Chas. P. Stanley Cigar Co.

According to reports in circulation here, Ralph L. Stanley, president of the Chas. P. Stanley Cigar Co., has resigned his office with that company and has or will move to New York. It was also reported that his mother, Mrs. C. P. Stanley, largest shareholder in the company, for the present had assumed control of the firm's affairs.

Mrs. Stanley declined to affirm or deny the report, when asked. She intimated, however, "some changes were being made in the management of the company," but she refused to state whether the presidency has changed hands.

She stated that the company "was going through a reorganization and just at present it was not advisable to publish such changes as may be made in the personnel of the officials."

She denied the report that her son was moving to New York permanently, but she did state that her son, Ralph Stanley and his wife, were at present in the East but stated that he was only on a "business trip."

She belittled the report that there was friction between herself and Ralph Stanley which had caused a change.

John S. Leahy, attorney for the Stanley estate, was out of the city and Walter F. Reilly, trustee with Mrs. Stanley and Ralph L. Stanley, could not be seen.

Chas. P. Stanley died May 1, 1920, leaving the bulk of his estate in trust to his widow. Ten per cent of the income for five years was to go to the three children, Ralph L., Thomas Gerald, and Mary Rose Stanley. After five years the widow was to receive fifty-five per cent and the children 15 per cent each. Ten years after her death the property is to be divided equally among the three children.

The greater portion of the Stanley fortune is represented by the business of the cigar company, which operates a chain of retail stores. Shortly after his father's death, Ralph became the active head of the business and his brother Gerald was made vice-president. There is also a report in circulation, that the trusteeship has been transferred to the Mercantile Trust Co., but this cannot be confirmed.

### Approximately Normal

According to trade conditions during the year compiled by the St. Louis Chamber of Commerce, tobacco suffered less in volume than some other industries. The total volume of trade is approximately the same as the year previous in the opinion of leaders, that is, $65,000,000. Hardships were experienced by some manufacturers in the south during the period of greater business depression there, but general reports throughout the trade characterized 1921 as an almost normal year. Gradual price declines were noted.

### To Open New Place

SEYMOUR, Wis.—Lawler & Jabas are to open a cigar store and pool business here.


METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Main Depot.....22 Fourth Avenue, New York City
Harlem Branch.....179-185 East 116th St., N. Y. C.
Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch.....Hudson & Clinton Sts., Yonkers, N. Y.
Staten Island Branch.....1180 Castleton Avenue, West New Brighton, N. Y.
Jamaica Branch.....22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch.....114-116 Ocean Avenue, Patchogue, N. Y.
Bronx Branch.....4581 Park Avenue, New York City
Newburgh Branch.....Cor. First & Chambers Sts., Newburgh, N. Y.

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Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS

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129 Fifth Avenue, New York

B. B. B. CO. (CANADA), LTD.
Montreal, Canada

Western Representatives

PAUL PIERSON
139 North Clark St., Chicago

ALBERT ABENHEIMER
Windsor Hotel, Denver, Colo.

# Cleveland Trade Ship Running Along on Even Keel

**No Storm Signals Up—Not Even a Ripple Disturbed Calm of Business Waters—Steady, Onward Progress—People Buying, But Not Breaking Necks—Many Salesmen in Town and More Scheduled to Arrive.**

CLEVELAND, Ohio, Jan. 28.—The Cleveland-made, tobacco owned, ship "Trade" traveled on an even keel this week. Not even a ripple disturbed the calm of the waters and the onward progress was steady. No storms were in sight and a big breeze which will push the boat farther on its course is rapidly heaving in sight.

Yes, the week in Cleveland tobacco circles were just an ordinary one. Business was good but not wonderful; people were buying but not "breaking their necks" to do so. Many salesmen were in town this week and many more are expected next week. Dealers are featuring more and more the standard, advertised brands in the belief that these will bring, with satisfaction and quality, a repeat and a steady business. Everybody is an optimist; they are firm in the belief of the success of this year and are inoculating others with this spirit of optimism, the spirit that wins.

### L. A. Blum to Be J. B. Moos Co.'s Dayton Manager

The Cleveland tobacco trade was both sorry and glad to hear of the appointment of Lou Blum as general manager of the Dayton branch of the J. B. Moos Co., one of Ohio's largest tobacco jobbers. They are sorry because they like Lou—who doesn't?—and they will sure miss him. They are glad because it means a boost, another step on the ladder of ambition, and Lou sure deserves it. Mr. Blum's rise to assistant manager of the Cleveland division and then to general manager of the Dayton branch, if related, would sound like a page torn from one of Horatio Alger's story books, only in this case, it is plain, hard, real life. Fifteen years ago Lou started with J. B. Moos Co. as office-boy. Hard work and plenty of it, mixed with a lot of study, brought Mr. Blum successive advancements and there is none can say that he didn't deserve and make good on each job. Some time ago Lou was made assistant manager and now, when comes an opening as general manager at Dayton, who is more fit for the job than L. A. Blum? A. P. Doran, another real fellow, will take down Lou's former job as assistant manager here at Cleveland.

### "Red" Has a Birthday

"Red" McDonald celebrated his thirtieth (?) birthday this week by working with Jack Baer in the day and entertaining him at night. It surely must have been a hard week for "Red." They wouldn't tell us what luck they had at pinochle but they would say that they couldn't wish for anything better than the way orders for Detroit Hand Mades and Humos are piling in.

### M. H. Lambert Visits Town

M. H. Lambert is currying Cleveland with a fine comb this week for orders for Apex cigarette tubes manufactured by Browning & Co. That his search is being successful will be attested to by the many dealers in town who have given him orders for this merchandise.

### A Visitor

Ed Wodiska, now with Furgatch & Co., of New York, was in town this week and showed much happiness in the way Cleveland is taking to his brands.

### Match Smoke Ruins $20,000 Stock

Smoke that rolled out from cartons of burning matches ruined $20,000 worth of cigars and cigarettes in the tobacco warehouse of William Kurtz, 2604 Woodland Ave., Friday. The fumes from the blaze were actually more destructive than either the fire or the water. Battalion Chief McGuire said that practically no fire or water had touched the tobacco stock stored in the warehouse, but that the pungent smoke from the burning matches had penetrated the tobacco and destroyed its flavor. The entire stock of cigars and other tobaccos stored in the place was estimated to be worth $100,000. Eighty cases of matches were destroyed and several hundred dollars damage was done to a quantity of salt stored in the building and belonging to the Frank W. S. Gilbert Co. Damage to the building, a three-story structure, owned by F. A. Catalano, was slight.

### Featuring Own Brand

Turner & Cornsweet are featuring this week their own label, the T. and C Blunt, a fast selling eight cent cigar made for them by Cuesta Rey & Co., of Tampa.

### Grover Mendelsohn Expected Soon

Grover Mendelsohn, who has been on an extensive western business trip, is expected to be in town next week. Mr. Mendelsohn writes that the demand for Paramounts and Decisions in this territory was far beyond his most optimistic expectations.

### He Gets 'Em

Tom Branyon was in town this week. Tom is that popular hustler for Corinas for which he always gets some nice Cleveland orders.

### An Attractive Pipe Display

The Wallace & Schwarz Co., local jobbers, have an extremely attractive display of W. D. C. pipes in their windows this week. This display is more than enough to make any pipe lover "stop, look—and buy." By the way, Harry Boston, who hustles this brand in town, is expected in town very soon. Harry always meets with great success; his merchandise is good and his personality great. Also as usual, his line of jokes will be new and plentiful and he's always assured of a crowd of listeners. Harry "cops" the orders.

### Garcia Grande Doings

A. J. Mitchell, Cleveland representative for the Garcia Grande, is in town "whooping things up" for this brand. A. J. is sure happy over the way Cleveland is "eating up" these Garcia Grande cigars and is happy, again, to be able to tell all this to the "big boss" when he comes to Cleveland next week. Julius Klorfein is the referred to, "big boss," who comes here next week to talk things over with A. J. and the Wallace & Schwarz Co., local distributors.

### Features Duquesne Club

Dave O. Haas is this week pushing hard behind the Duquesne Club brand. "This cigar, at five cents per, makes a quality smoke that is unbeatable in its class," says Dave.

### Another Expected Visitor

Claude Turner is another on the lists of expected visitors for next week. Claude pushes with great success, the Charles the Great brand, which has always been one of Cleveland's favorites. Louis Klein's store in the Cleveland Athletic Club Building, is the "Home of Charles the Great."

### Ed Enners Hits Town

Ed Enners, our well-beloved El Producto friend, showed up in town this week to find that his brand has exceeded even his fondest dreams in regards to Cleveland patronage. Big-time ads. in the local papers have time and again proven advantageous to the El Producto cause. The G. H. P. Cigar Co.'s product is well taken care of here through the distribution of the A. L. Ehrbar Cigar Co.

### Witte Offers His Dollar Sale

Fred Witte has inaugurated his now famous dollar sale with the result that his Union Building store is always crowded with customers. Some of the specials offered for a dollar were: fourteen 8 cent cigars, twelve 10 cent cigars, nine 2 for 25 cents cigars, eight 15 cent cigars, seven 3 for 50 cent cigars, and five 25 cent cigars. All brands were included in the above offer with special reductions in cigars by the box. Six packages of 20 cent cigarettes, and seven tins of 16 cent smoking tobacco were also offered for that "eight bits" with the already-mentioned result.

### Around Town

Tom Gray, that genial Tadema expert, is in town with a chip on his shoulder. Anybody (who wishes to take a chance) can knock it off by saying that Tademas are not one of Cleveland's best-selling cigars.

### In the Successful Class

Val Keough of the Preferred Havana Tobacco Co., is back in town after an extremely profitable business excursion. "Henry the Fourths are smoked by all who know and want a good cigar," chirps Val, who also runs the Hotel Cleveland cigar stand when in town.

### A Busy Place

The Consumers' Cigar Shop on West Superior St., is a real busy place this week. The cause is laid to rabid reductions in price of all cigars, cigarettes, and tobacco.

### Ben Bloch in Town

Benny Bloch is back in the "berg" after a short business trip. "It may have been short," says Ben, "but it sure brought the orders and that's what counts." Ben tells us that the Corona Chicos size of Mi Favoritas, formerly selling at three for a half, will now go to the trade at fifteen cents straight. This sure ought to boost things for Ben and his Park & Tilford brands.

### A Real Stranger Returns

Cleveland tobacco men were real surprised to look up last week and see E. C. Howlett. E. C. hasn't made Cleveland for seven years and it felt good to see him again. The last time Howlett was here he was with Bondy & Lederer; now he's with Haas Bros. of Cincinnati.

### Cigarettes Versus Cigars

Is the cigarette gradually supplanting the cigar with the American smoker? An editorialette in the Cleveland *Press* would lead us to believe so.

"Latest report shows 4,233,283,283 cigarettes produced by American factories in one month. That's about forty for every man, woman and child, 110,000,000, in all, in the country. It is

(*Continued on page* 33)


MEDALIST

GRAND PRIZE — GOLD MEDAL — AWARDED BY THE CALIFORNIA STATE AGRICULTURAL SOCIETY TO A. Hilline & Co. FOR STRAIGHT 5¢ CLEAR HAVANA CIGARS — 1903 1903

We are pleased to call your attention to the revised "Medalist" prices now effective.

| | | |
|---|---|---|
| **CLASS C** | | |
| Petit Ducs | 1/20 | $115.00 |
| Panetelas | 1/20 | 115.00 |
| Puritanos Finas | 1/20 | 115.00 |
| **CLASS D** | | |
| Coronitas | 1/10 | 135.00 |
| Coronitas | 1/20 | 135.00 |
| Deliciosos | 1/10 | 135.00 |
| Deliciosos | 1/20 | 135.00 |
| Deliciosos | 1/40 | 140.00 |
| Invencibles Chico | 1/20 | 135.00 |
| Invencibles Chico | 1/40 | 140.00 |
| Palmas | 1/20 | 155.00 |
| Invencibles | 1/20 | 155.00 |
| Invencibles | 1/40 | 160.00 |
| Perfectos | 1/20 | 155.00 |
| Perfectos | 1/40 | 160.00 |
| **CLASS E** | | |
| Coronas | 1/40 | 190.00 |
| **"MEDALIST" Little Cigars** | | |
| Juniors | 1/10 | 35.50 |
| Juniors | 1/20 | 37.50 |
| Operas | 1/10 | 56.00 |
| Operas | 1/20 | 58.00 |

We recommend Medalist Cigars for your discriminating customers.

**E. A. KLINE & CO.,**
**Knickerbocker Bldg.,**
**Broadway at 42d St.**
**New York**



# La Confesion

**A favorite for forty years**

# Draws Trade

***Because—***

**1—Choice Havana Filler**

**2—Imported Sumatra Wrapper**

**3—Cuban Hand Work**

**4—Nine Popular Sizes**

**Sizes and Prices**

| | |
|---|---|
| Invencible | 3 for 50c |
| Waldorf | 15c Straight |
| Club House | 15c Straight |
| Perfecto | 15c Straight |
| Concha Especial | 2 for 25c |
| Epicure | 2 for 25c |
| Panetella | 2 for 25c |
| Bouquet | 10c Straight |
| Miniatures | 5c Straight |

**Some open territory in middle west.**

**BENITO ROVIRA CO.**
(INCORPORATED)

**311-321 East 62d Street, New York**

# Eduardo H. Gato's

## Mild Clear Havana Cigars

For

## Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

***Write for open Territory***

**E. H. GATO CIGAR COMPANY**

**FACTORY: KEY WEST, FLORIDA**

**OFFICES: 203 WEST BROADWAY, NEW YORK**

**E. P. Oakes** — ***Western Representative***

**153 North Clark St.** — **Chicago, Ill.**

**5th INTERNATIONAL TOBACCO TRADE**

# EXHIBITION

**To be held in**

## LONDON, ENGLAND

**MAY 8, 9, 10, 11, 12 & 13, 1922**

**ORGANIZED BY**

**The Leading Organ of The British and Colonial Tobacco Trade**

# TOBACCO

(ESTABLISHED 1881)

**Your opportunity to show and sell**

**MACHINERY** (working exhibits)

**NOVELTIES** (Pipes, cigarette holders, leather goods, etc.)

**TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS**

**Write now for full particulars to**

**TOBACCO**

Monument Station Bldgs. — LONDON, E. C. 4. ENGLAND


# Chicago Gets Another Blast from Dear Aunt Lucy

**Miss Gaston Turns Her Furfural Fury Loose on the Popular Little "Fag"—Thrusts a Stinging Dart at Small Town Girls—Has Found a New "Kick" to "Kick" About—Trade News and Notes.**

CHICAGO, Jan. 28.—"Have you had your furfural today? The chances are you have. If you are a young girl living in a small town the chances are greater that you have." Furfural, according to Lucy Page Gaston, "famous foe of the fag," is the "kick" in your cigarette. "The furfural poison in one cigarette has as much kick as two ounces of whisky," declared Lucy the other day. "Young girls especially don't seem to realize this and are smoking as they never smoked before—especially the young girls of small towns. It is worse than at any time in twenty years. A year ago there was no smoking among small town girls."

### Visiting Branch Office

Wm. Best and Frank Harwood, of the General Cigar Co., New York, arrived Monday on an inspection tour of the Chicago branch.

H. Foley, general manager for F. Lozano, Son & Co., Tampa, is again back in Chicago after making a road tour with their representative, Sig. Meyer. F. Lozano, Son & Co., will no longer make any short filled cigars under their Lozano label.

### Some Optimo Reductions

Ben Strauss, of Optimo fame, spent several days here this week. Some sizes of the Optimo have been reduced in price. The 3 for 50 cent King size is now to be sold for 15 cents. Ben is headed for the west.

### Pleased with English Oval Sales

Frank Swick, vice-president of Philip Morris & Co., was here this week going over conditions with the local office. Frank is highly pleased over the sale of their English Oval cigarettes in this territory. "Philip Morris" at 10 for 25 cents is also gaining in sales.

### Big Cresida Campaign Starts

E. P. Oakes, of E. H. Gato Cigar Co., came in Monday from Key West. Mort Hammer, his first aid, arrived on Wednesday, and the big Cresida campaign for Ryan & Raphael Cigar Co., starts on Monday.

### Covers the Map

Max Silverberg of Julius Fernbach & Co., has returned from a visit to the Cyrilla factory at Tampa. Everybody in the local trade knows this clever chap, and he has Cyrilla selling in all the stores.

Franklin-MacVeagh & Co., wholesale Grocers, have given up the agency for "Cresida" cigars made by the E. H. Gato Cigar Co.

We hear that Frank Paton is putting over some big deals for his new connection, Gonzales & Sanchez, of Tampa.

### Sustained Fire Loss

Mack & Co., leaf tobacco dealers, located at 230-232 West Lake st., suffered a fire loss a few days ago. The damage was about $3,000.

### The Wm. Penn

The General Cigar Co. will shortly introduce to the trade here, their new 5 cent Wm. Penn cigar. It has long filler and Sumatra wrapper, built to meet the demand for a 5 cent cigar of quality.

### Made Short Stop

O. L. Myers of the Bobrow Bros Cigar Co., stopped off on his way West.

Frank Bolano, one of our best known leaf dealers, is now in Havana on a leaf buying tour.

### Important Conferences

Jacob Paley, of the Congress Cigar Co., Philadelphia, came in early in the week, and after calling on the direct buyers, and holding important conferences with his local agent, Edward Crooks, and also conferring with his jobbers, E. Hoffman & Co., and the Paley-Boham Co., he departed for Milwaukee and Minneapolis.

### Lining Up Situation

Sam Meyers, of the American Exchange Cigar Co., looked over the Chicago market this week.

### In Right, Though

Ed. Crooks has just planted La Palina with the H. M. Schermerhorn chain of stores. Ed. deserved a lot of credit as Sig. Rosenthal is a "hard nut to crack."

### On Visit to Gotham

David M. Zolla, the 26th St. jobber, left Monday on a visit to New York to call on the firms he buys from.

### A Ten Cent Aristocrat

Sprague, Warner & Co., are now placing with their trade the new Corina Aristocrat, 10 cent Tampa made cigar. It is "something new and better" and is packed in tins for counter display.

### Showing Eight Romeo-Garcias

Joseph Slater, 116 North La Salle St., is showing a very fine window display of the well-known Romeo-Garcia, mild Havana cigar, which he features in eight popular sizes.

### With Many Retailers

Julius Rosenthal, sales manager of the Preferred Havana Tobacco Co., is here on a visit to Wm. Tobias, the local sales agent in this territory. Their Henry the Fourth is placed with many Chicago retailers.

### Starts with 50,000

Herbert Masick, of Cuesta Rey & Co., is now making the Harritos eight cent Havanas for H. M. Schermerhorn, Inc. His opening order was for 50,000.

### Confining Efforts to One Brand

John King, who for many years has represented the Havana-American Co., in the middle west, will in the future devote all his efforts to the clear Havana Antonio and Cleopatra brand. He will no longer put in any time on the Kelly Bouquet or La Preferencia cigars.

### Calling on His Trade

Joseph Back, of J. B. Back & Co., Brooklyn, spent several days here calling on the dealers who carry Royal Moor and J. B. Back cigars.

### Looping the Loop

Ryan & Raphael Cigar Co., have already placed the Cresida brand with many new accounts. Gus Jacoby is planting Cresida with the loop dealers in good style.

### To Reduce Laddies

On Feb. 15th the General Cigar Co., will reduce the price of Robert Burns Laddies from $28 to $24. The new retail selling price on that day will be 30 cents.

### To Add New Sizes

Jose Garcia is busy with the big buyers. Joe is telling them that Perfecto Garcia will be reduced in price in the very near future and that several new sizes will be added to their line of this well known clear Havana cigar.

### In the Vanguard

Nathan Fox Co., is out with a new 10 cent size of the Tampa made Lozano, front marked Sidneys. which goes to the trade at $75. Gus Ossor, the Fox Co,'s new sales manager, is making the territory with all their salesmen and he is surely putting new pep in the boys. The sales of Admiration are already showing great speed, while the Popper Eight Center , and Lozano are right up in the front ranks.

### Some General Cigar Co. Changes

The General Cigar Co., has announced changes and reductions in their Robert Burns and Van Dyck brands. The Van Dyck presidentes and staple sizes have been discontinued. The Van Dyck 3 for 50 cent Ambassador size has been reduced from $130 to $115 and now retails at 15 cents. The Robert Burns invincible, 5 in package has gone down from $120 to $117. Van Dyck Bankers, 10 in box, have also been reduced from $98 to $85.—H. L. H.

# San Francisco Dealers "Enjoy" Breathing Spell

**Fag End of January Brings Lull for Both Jobbers and Retailers —No Pessimism Over Situation—Only Temporary Condition After Holiday Storm—Busy With Stock Taking and Tax Figuring—Other Business Activities Noted.**

SAN FRANCISCO, Jan. 24.—The latter part of January is proving the antithesis of the first two weeks, wholesalers and retailers both experiencing a sudden lull in trade that was not anticipated. However, none are pessimistic over the situation, believing it to be a temporary condition after the holiday storm, and looking for a greater activity after the first of February. Every effort is being put forth despite the lull in trading to expand the industry and to make more potent the sales of the remainder of the year. Jobbers generally report that they are now experiencing the quietest season in many months, but as this is inventory time and the period when Uncle Sam's taxes must be figured up the vacation from strenuous business is not going amiss.

### In Again, Out Again

Dave Erdreich, Pacific Coast representative of the Consolidated Cigar Co., returned Saturday from the east. Enroute home he visited in Los Angeles, being the guest of his sister in that city for a week. He is now awaiting orders from headquarters, following the reorganization of the company. He expects to leave for Portland, Feb. 1.

### Pushing Panatellas

John W. Glenn, promotion expert for the Roi-Tan cigar, is conducting an active campaign on Panatellas, which retail for 10 cents. He is finding business very good for this shape and price of cigar.

Mr. Abrams, representing the J-A-Z cigar, was a visitor in San Francisco this week, making his headquarters with the Joseph Rinaldo Cigar Co., Pacific Coast distributor.

### Bon Voyage

John Gerdts, of Frankel, Gerdts & Co., sailed today, with members of his family, on an eight-months' tour of the world. Many of Mr. Gerdts' friends were on hand to wish him bon voyage on his long journey.

B. Zopfi has opened a cigar factory in Santa Rosa and was in San Francisco recently purchasing his initial supply of tobacco.

Announcement was made this week that Lucky Strike cigarettes have been reduced to $7.50 and Omars to $9.50.

### William Parks Passes Away

William Parks, member of the retail cigar firm of Parks & Litchfield, Turlock, passed away recently in that city following a lingering illness. Mr. Parks was an honored member of the Spanish War Veterans and Knights of Pythias, the members of which turned out en masse for the funeral rites.

C. H. Whitney is now manager of the cigar department of Goldberg, Bowen & Co., retail grocers. Mr. Whitney was formerly associated with Haas Bros.

The cigar stand in the Terminal Hotel is being abandoned by Homer Penn, who has removed the stock to his Market-Street store.

### Exquisite Window Display

One of the most attractive window displays ever shown in this city is that being exhibited by Harry Gross, enterprising retailer at Stockton and Ellis Streets. The background of the display, which was arranged in the interests of the Gato cigar by S. Bachman & Co., is of mulberry velour. Special mahogany fixtures add to the dignity of the window, the signs also carrying a most refined note. Only three boxes of Gatos were included in the arranging of the window, these being so placed as to bring them out in bold relief. Mr. Gross reports that the window proved an excellent selling medium.

### Radiates Good Fellowship

H. L. Judell, of H. L. Judell & Co., who is one of the leading members of the United Commercial Travelers of California, recently visited Sacramento, where he participated in a big initiation of travelers into the organization in that city. Mr. Judell likes to get out with the boys and from all accounts he proves the life of the party wherever he goes.

### To Put Up Huge Electric Sign

S. Bachman & Co. have made arrangements to install a huge electric sign over the store of Harry Gross at Stockton and Ellis Streets, considered the second best corner in San Francisco. The sign will be in a most commanding position and will be of such size that a number of words can be used to present the Bachman message.

## British-American's Business Shows Improvement

Discussing the outlook for the British-American Tobacco Co., Ltd., Sir Hugo Cunliffe-Owen, deputy chairman, at the annual meeting of shareholders said:

"Net profits for the past year show an increase of £1,229,000 over the average net profits for the preceding seven years 1914 to 1920, even including the record year of 1919-1920. During the past year we have passed through a period of great difficulty and depression, more particularly in January, February and March. Since that time conditions in our business have gradually improved and are still improving, and during the first three months of the current year this improvement has been maintained. Now that the aftermath of war, so far as we are concerned, is clearing up, I see no reason why the steady growth of our business should not continue. I feel that we are in a very sound and promising financial position, as all our stocks of tobacco and materials have been written down to or below market value; our carry-forward is larger than last year, and we have received since September 30 a very large proportion of our German claims against which we still have on our books the general reserve of £1,500,000."

Thus far the company has realized on loans and current accounts in Germany a total of £1,264,565.

During the fiscal year ended September 30, last, the company transferred its good will in Canada and certain parts of Belgium and New Zealand to subsidiaries, receiving therefor stock in these companies. Goodwill was written down to £200,000 from £505,-114, but the par value of the shares received exceeds the amount of the write-off.

The company's investments in associated companies during the year increased to £15,340,582 from £11,356,-152. This has been due to some extent to the acquisition of shares in companies to which good will was transferred, but also to increase in holdings in subsidiaries, including an investment of nearly £1,000,000 in 7½% bonds of Imperial Tobacco of Canada.

Property at Rochester, N. Y., was disposed of and the company acquired buildings at Southampton and land at Bangkok, Mombasa and Lagos. Property account September 30 last was £550,950, an increase of £8,964 over the preceding year.

### Moved Into New Quarters

MAUSTON, Wis.—H. J. Broezel & Son have moved their cigar business into the McGarty building.

### Burned Out

RACINE, Wis.—Harry Gulbank's cigar and pool establishment burned out. Loss, $12,000. Insurance, $5,500.


# A New WDC Offering

It is no secret that more men are smoking fine pipes. W D C Milano "Extra" Selected Italian Briar Pipes are today being stocked by progressive jobbers and retailers.

**MILANO "EXTRA" COMBINATION NO. 30303**

consists of one piece each of six popular shapes of Milano "Extra" Selected Italian Briar Pipes, on a white plush board, in a glass covered counter display case, and one piece of each number packed separately, making a total of one dozen pipes in this combination.

The bowls are made of superfine selection of the finest quality Italian Briar Root and are guaranteed against cracking or burning through. They are flush mounted with highest quality solid vulcanite bits, and are fitted with sanitary aluminum removable "Katch-All" tubes. Each pipe is packed in a cloth bag and in an individual box.

Mr. Jobber:—The Milano is a fine line that offers you a legitimate profit. Write for a sample of No. 30303 Combination. We'll gladly give you the benefit of a sales plan that will increase your sale of fine goods at a minimum investment.

Mr. Retailer:—If you are unable to buy the Milano from your local jobber, write us for the name of a progressive distributor now handling this nationally famous line.

**WM. DEMUTH & CO.**
**NEW YORK**

***The World's Largest Makers of Fine Pipes***

# Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

**Cable Address "Dibrell"—Danville**

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

## Cobb-Gwynn Tobacco Company, Inc.

**RICHMOND, VA., U. S. A.**

**Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.**

**CORRESPONDENCE SOLICITED** **Cable Address "GWYNCO"**

Cable Address: WILTOBAC, Wilson, N. C.

## WILSON TOBACCO COMPANY

*Dealers in* **LEAF TOBACCO**

**Strips, Scraps and Stems** **Samples submitted on request**

**WILSON, N. C., U. S. A.**

## THORPE & RICKS

Codes—Arnolde Nos. 5 & 15 A. B. C. 5th Edition. Cable Address: THORPE.

**Established 1886**

**BRIGHT LEAF TOBACCO**

TRADE MARK T. R. RESISTERED

Rocky Mount, N. C., U. S. A.

**We have large and improved facilities for buying and handling**

## GEO. A. LEA & CO. Leaf Tobacco Dealers

**DANVILLE, VIRGINIA, U. S. A.**

**Virginia and Carolina Cigarette and Smoking Tobacco a specialty. Export and Domestic Types.**

**Established reputation for careful grading and packing Our own buyers in best markets.**

**Correspondence invited.** **Cable address: "Lea," Danville, Va.**

Cable "IRVINE," Kinston, N. C.

## E. V. WEBB & CO.

**Leaf, Strips, Scraps and Stems**

**ORDER OR CONTRACT** **COMPLETE FACILITIES**

CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION

**KINSTON, N. C., U. S. A.**

C. O. DIXON, President — A. H. BUCHAN, Treasurer

Cable DIBUCO, Mullins, S. C.

## DIXON-BUCHAN TOBACCO COMPANY

Dealers and Exporters

VIRGINIA-CAROLINA TOBACCOS

**Mullins, South Carolina**

Read Tobacco and Keep Up to Date


## Snow Crushes Large Virginia Warehouses

DANVILLE, Va., Jan. 30.—Edmondson's tobacco warehouse at South Boston was totally destroyed on Saturday morning when accumulated snow on the roof following the thirty-eight hour storm caused it to cave in, carrying with it three of the four brick walls. The loss is estimated at about $75,000 with no insurance as few concerns at this latitude undertake to protect themselves against damage by snow.

A furniture store adjoining the tobacco warehouse was damaged. The destruction is so complete that it will necessitate the entire rebuilding of the plant. The warehouse was one of the largest in this section and was owned by Edmondson & Towell. The clerical staff was in the building at the time, when several warning cracks resounded through the building and they had time to leave the building. One section in the middle first went and there were two subsequent movements which laid the large structure in ruins, even the stables being damaged. No horses were killed. Eight automobiles standing in the warehouse were destroyed.

Danville also suffered heavily by the snow, the worst in this section in twenty years. Within a period of 38 hours during which snow fell continuously the total precipitation was twenty inches. The warehouses with their immense roof area were no match for this sudden weight with the result that a large section of the roof of Acrees warehouse caved in as did part of the roof of Union warehouse. On Saturday every warehouse was closed and locked up as a measure of precaution. Some managers succeeded in shoring up sagging roofs. The damage will amount to several thousand dollars. A steel shed at the Export Leaf Tobacco Co.'s plant gave way tearing out a forty foot section of brick wall.—TETLEY.

## Tri-State Growers Elated Over Burley Success

HENDERSON, N. C., Jan. 28.—Leaders in the co-operative marketing project hereabouts have been greatly elated over the success which has met the bid of the burley pool in Kentucky for credit with which to market its crop there. The opening of the books for subscriptions to a big loan of nearly $5,000,000, and its almost immediate over-subscription has served to hearten the growers here, for they now feel convinced that the banks and capitalists of this State cannot do less than has been done by the farmers in Kentucky.

With elections in the three states of Virginia, North Carolina and South Carolina, whose crops will be marketed jointly, set for Monday of next week, it is thought that the actual machinery of marketing the crop will be rapidly set in motion from this time on. Delegates will be chosen at that time to sit in district meetings for the election of one director from each district to represent that body of growers in the State organization. Each county will be entitled to one delegate in the district meetings for every million pounds of tobacco signed up, and the directors in the State organization will be numbered according to a similar ratio.

As soon as arrangements can be made for it, the directors will meet in Raleigh to elect officers for the tri-State pool, and upon the organization of that body it is expected that negotiations will be undertaken to secure credits with which to begin the marketing of the crop, and making advances to the farmers in the fall season for weed turned over to the association.

## Henderson Season Average, $25.99

HENDERSON, N. C., Jan. 28.—A little more than one-quarter of a million pounds of tobacco was sold on the Henderson market during the past week, according to announcement of statistics today. To be exact, the market sold 255,201 pounds, which brought $56,005.20, for an average of $21.94 per hundred.

This brings the season's total to 8,135,431 pounds, which sold for $2,114,536.15, for an average of $25.99 for the season. It is the first time since the middle of October that the season's average has fallen below the 26-cent level, and is due to the rather poor quality of the offerings of the past week.

The general belief now is that this market will sell around 500,000 pounds more before the season ends on February 24, giving exactly four weeks more of the auction sales on warehouse floors. This will be slightly in excess of some estimates that had been held to during the greater part of the season as the total to be expected of the Henderson market. It is believed the season total here will now reach to around 8,500,000 pounds, and that the average price will be around the 25-cent level, which was the average that has been estimated for the market for the crop of 1921. The total of money to be paid out is expected to reach around two and a quarter million dollars.

## Small Sales at Richmond

RICHMOND, Va., Jan. 28.—Sales were small this week again, and owing to a heavy snow and blizzard which hit the town on Thursday, 26th, we are unable to get in touch with the warehouses to obtain the exact report of pounds and prices. We shall report for two weeks as to quantity and averages in our next report. There is some very common stock being offered on the warehouse floors, which really should not be included in the tabs of


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**Richmond, Va.**

Sun-cured tobacco, for which Richmond is famous; as these common tobaccos bring down the average, and give the impression that Sun-cured is selling at a low average,—which is wrong! Sun-cured tobaccos are bringing good prices; and competition is keen on all grades, from common red leaf to best grades, which bring around 45 to 50 cents average for selections.—R. C. Morton & Co.

## Satisfactory Prices at Lynchburg

Lynchburg, Va., Jan. 27.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc. makes the following report of leaf tobacco sold on the Lynchburg market.

| | Pounds |
|---|---|
| Sold this week ..... | 616,200 |
| Sold to Jan. 27, 1922..... | 6,498,900 |
| Sold to Jan. 28, 1921..... | 3,734,800 |
| Increase for 1922 ..... | 2,764,100 |

Notwithstanding the very cold weather receipts were good, many farmers who had tobacco ready for market wanting to sell brought it in.

The market was very active indeed and all desirable grades brought highly satisfying prices.

Inferior types were stronger and for quality brought good prices. The quality of the offerings on the whole were not as good as last week but the general average was $22.90 which was considered splendid when such a large percentage of common tobacco was on the warehouse floors.

All farmers who had anything at all desirable were well pleased with prices and the indications are they will sell what is now on hand as fast as it can be gotten ready for market.

Many farmers have finished selling or are winding up and the crop will be pretty well sold within the next four weeks.

## Big Sales at Danville

Danville, Va., Jan. 28.—Sales in Danville will be light for the next week or two owing to the snowfall and the condition of the country roads which is to be expected now that the thaw has set in.

The snowfall came just as the tobacco trade was winding up the heaviest break since Christmas and probably the last real glut of the season.

The total number of pounds sold was 2,606,321 at an average of $17.46, the amount paid out being $455,174.93.

The offerings were dark and common but the desirable grades, especially fine wrappers commanded fancy prices. The average for the week showed a drop of $3.06 per hundred pounds over that of the previous week.—Tetley.

## Greensboro Market to Close February 17

Greensboro, N. C., Jan. 28.—The Greensboro tobacco market will close for the present season Friday, February 17.

The directors think that by the middle of February virtually all the tobacco in the Greensboro section will have been marketed, and in this belief the tobacco board of trade shares. Between now and the closing date, however, there is general belief that business will be fairly heavy on the local market.

An unmistakable rise in prices may be one factor in that belief. When the market opened after Christmas, prices showed greater strength than in December.

## Oxford Average, $20.24

Oxford, N. C., Jan. 28.—Total sales for the week, 393,335 pounds; average price per 100 pounds, $20.24. Sold to date of 1921 crop, 7,621,689 pounds; average price per 100 pounds, $24.52. Sold to same time last year, 9,095,947 pounds; average price per 100 pounds, $52.98.

## Virginia-Carolina Markets

Richmond, Va., Jan. 29.—Notwithstanding the bad weather the receipts of loose-leaf tobacco on most of the Virginia and North Carolina tobacco markets were quite large last week. In Danville there was almost a glut, the warehouses being filled with the weed early in the week and continued heavy receipts until the snowstorm shut them off, caused the sales to block by the middle of the week and stay blocked to Friday night. Winston-Salem also had heavy deliveries, running the week's sales up to more than 2,500,000 pounds. All the other bright markets in the two States had very large receipts.

## Blackstone Active

Blackstone, Va., Jan. 28.—Report of the Blackstone Tobacco Market for the week ending January 27. Total sales for the week amounted to 322,695 pounds, which brought an average of $18.05. Total sales to date have reached 2,679,180 pounds, $16.76 average. These averages include a great deal of off-grades, nondescript flue tobaco which is being sold that is bringing not over $1 to $2. If this were deducted from the sales the dark tobacco would average considerably over $20. The market is very active on all grades of tobacco, and it is expected that over one-half million more pounds will be sold in the next fifteen days.

## Large Receipts at Winston

Winston-Salem, N. C., Jan. 28.—In the early days of the week receipts of leaf tobacco on this market were quite large and were not especially small the latter part. The sales for the week aggregated about 2,500,000 pounds, and because of the superabundance of common grades, the average held down to about $17.50 per hundred.

The quality of the weed sold this week was very poor, the common grades being greatly in the majority. Good grades are still bringing 60 and 70 cents per pound, with an occasional pile of tobacco bringing 90 cents.

## Winston Average, $17.72

Winston-Salem, N. C., Jan. 28.—Total sales for the week, 2,101,042 pounds; average price per 100 pounds, $17.72. Sold to date of 1921 crop, 28,262,539 pounds; average price per 100 pounds, $25.49.—Winston Leaf Tobacco & Storage Co.

## Reidsville Roof Caves In

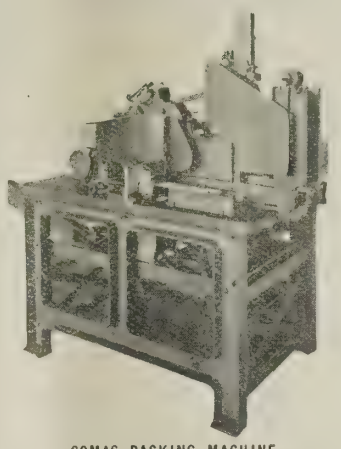
Reidsville, N. C., Jan. 28.—The roof of Watt's warehouse caved in this morning under pressure of heavy snow. Mr. Watt, the proprietor, for the present will use the Union warehouse for the sale of leaf tobacco.

## Independent Warehouse Sales At Lexington

Lexington, Ky., Jan. 30.—For the past week tobacco sales at independent warehouses, not controlled by the Burley Tobacco Growers' Co-operative Association, totaled 994,210 pounds, which brought $216,229.60, an average of $21.84 a hundred pounds. This was a slump of more than 500,000 pounds from the total of the previous week and is believed to indicate that the great bulk of the non-pooled crop has been marketed. The total of the non-pooled crop sold to date is 7,779,495 pounds, which brought $1,710,969.72, an average of $21.99.

The sales for the various houses operating were as follows: The Jewell house sold the past week 344,635 pounds for $72,028.05, an average of $20.89 a hundred. The People's No. 1 sold 387,000 pounds for $88,704.74, an average of $22.92. The Geary house sold 262,575 pounds for $55,496.81, an average of $21.13 a hundred.

The receipts at other non-pool houses in the district are reported to be falling off materially, and it is expected that these houses will close by the middle or end of February.

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SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

LOUISVILLE, Ky., Jan. 28.—Tobacco sales as reported by the Louisville Tobacco Board of Trade:

### Tobacco Sales for the Week and Year to January 27

| Warehouses | Week: Auction Sales | Week: Private Sales | Week: Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 200 | 2 | 202 | 1,101 |
| Kentucky | 597 | 13 | 610 | 2,341 |
| Main Street | 236 | ... | 236 | 1,563 |
| Planters-Farmers | 615 | 88 | 703 | 2,976 |
| New Tenth Street | 390 | 33 | 423 | 1,804 |
| Louisville | 416 | 6 | 422 | 1,772 |
| | 2,454 | 142 | 2,596 | 11,557 |
| Year 1921 | | | 2,607 | 8,688 |
| Year 1920 | | | 2,814 | 11,181 |
| Year 1919 | | | 3,095 | 11,914 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,573 | 969 | 2,542 |
| Dark | 18 | 36 | 54 |
| | 1,591 | 1,005 | 2,596 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 5,533 | 5,750 | 11,283 |
| Dark | 181 | 93 | 274 |
| | 5,714 | 5,843 | 11,557 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 8,011 | 10,918 | 11,329 |
| Dark | 677 | 263 | 585 |
| | 8,688 | 11,181 | 11,914 |

### Comparisons with Previous Years

| Sales | 1922 | 1921 | 1920 |
|---|---|---|---|
| Total sales of new crop to date | 9,249 | 8,271 | 11,557 |
| Sales of new crop to date. Original inspection | 8,122 | 7,330 | 10,282 |
| **Rejections** | | | |
| Rejections this week: | | | |
| Burley | 637 | ... | ... |
| Dark | 20 | ... | ... |
| Total | 657 | 625 | 604 |
| Percentage of rejections to auction sales: | | | |
| Burley | 26 | ... | ... |
| Dark | 48 | ... | ... |
| Total | 27 | 25 | 22 |
| Rejections Jan. 1 to date: | | | |
| Burley | 2,427 | ... | ... |
| Dark | 100 | ... | ... |
| Total | 2,527 | 1,800 | 2,724 |
| **Receipts** | | | |
| Receipts this week | 2,097 | 2,027 | 2,124 |
| Receipts, Jan. 1 to date | 8,036 | 6,918 | 8,217 |

### Official Quotations at Louisville, January 27, 1922

| | Burley, Old: Dark Red | Burley, Old: Bright Red | Burley, Old: Colory | Dark: Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | .. to 7 | 7 to 8 | .. to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common Lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good Lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Com. Leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common Leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium Leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and Selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| Burley, 1921 Crop | Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 8 to 10 | 8 to 10 | 12 to 14 |
| Common Lugs | 10 to 12 | 10 to 14 | 16 to 20 |
| Medium Lugs | 12 to 16 | 14 to 18 | 20 to 25 |
| Good Lugs | 16 to 20 | 18 to 22 | 25 to 30 |
| Com. Leaf (short) | 12 to 16 | 14 to 16 | 20 to 25 |
| Common Leaf | 16 to 18 | 16 to 20 | 25 to 28 |
| Medium Leaf | 18 to 25 | 20 to 25 | 28 to 35 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and Selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Small Receipt at Paducah

PADUCAH, Ky., Jan. 27.—During the early part of the week the weather was very cold and dry and the movement of loose tobacco fell off to considerable extent. The weather has continued rather cold, but since it has been warming up deliveries have been larger, and now there is considerable tobacco moving. The sales on the loose floors and wagon markets have not been more than half as much as last week, but no doubt we will see more activity as the weather warms.

The greater part of the tobacco selling is of the common to medium grades seling at 12 to 20 cents. A sprinkle of better grades selling at higher prices up to 28 cents. The low grades of leaf are selling from 8 to 11 cents. Nondescript and light fired green leaf is discriminated against, and there is considerable of these grades appearing, still the general average of prices seem satisfactory to farmers and they are showing a disposition to turn their tobacco loose.

Lugs have been very firm and when sold alone on the floor prices range from 2½ to about 6 cents. Quality is generally common but demands are strong.

Buying in the country has not been so active this week because of the unfavorable weather conditions, but considerable tobacco has been sold throughout the district.

There has been very little doing in the hogshead market in old tobacco. We have heard of some sales of both leaf and lugs but the prices were not made public. Stocks of old leaf are very light as the recent demands have taken up the greater part of common stocks of leaf.

We had a light snow yesterday and the weather is moderating. If the snow goes off with mild temperature it will produce a handling season and as most farmers have their tobacco ready for delivery, no doubt we will see a heavy movement in the next few days.

So far very little preparation has been made for this year's crop. It is a little early for burning plant beds, but this is the season of year when farmers begin and no doubt we will see preparations made for a large planting.—W. B. KENNEDY.

## Up to $53 at Batavia

BATAVIA, O., Jan. 28.—The Batavia Burley Market held three sales the past week; receipts fell off to some extent owing to the extreme dry weather, interfering with the delivering and handling of tobacco by the farmers. This however, had a tendency to drive the price upward, and each grade was eagerly sought at all

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of the sales. Prices ranged from $3.00 up to $53.00 per 100 pounds.

The total offering at Monday's sale was 42,095 pounds; rejections, 8,795 pounds; sold, 33,300 pounds, at an average of $26.62 per hundred.

At Wednesday's sale the total offering was 45,270 pounds; no rejections. The average price was $29.33 per hundred.

Friday's sale brought out 52,155 pounds; rejections, 2,530 pounds; 49,625 pounds was sold at an average of $24 per hundred.—CHAS. A. DAVIS.

## Higher Prices at Owensboro

OWENSBORO, Ky., Jan. 28.—The Hodge Tobacco Co. makes report for the week as follows:

**Sales of Pryor Tobacco**

| | Pounds | Average |
|---|---|---|
| Previously reported | 19,955,950 | $16.26 |
| Sales this week .... | 1,235,990 | 13.75 |
| Total Sales to date | 21,191,140 | $16.11 |

**Quotations**

GREEN RIVER

DARK

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Common .... | 8 to 12 | 4 to 7 | 2 to 3 |
| Medium ..... | 12 to 14 | 6 to 12 | 2 to 3 |
| Good ..... | 14 to 25 | 12 to 15 | 3 to 6 |

BROWN

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Common .... | 18 to 20 | 10 to 15 | 3 to 4 |
| Medium ..... | 20 to 25 | 12 to 20 | 3 to 4 |
| Good ..... | 30 to 43 | 12 to 22 | 4 to 6 |

RED

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Common .... | 18 to 25 | 10 to 12 | 3 to 4 |
| Medium .... | 25 to 28 | 14 to 18 | 3 to 4 |
| Good ..... | 30 to 45 | 15 to 22 | 4 to 6 |

COLORY SELECTIONS

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Common .... | 15 to 25 | 10 to 15 | 3 to 5 |
| Medium .... | 23 to 30 | 15 to 20 | 5 to 6 |
| Good ..... | 30 to 40 | 20 to 23 | 6 to 12 |

This week's tobacco market was featured by heavy deliveries of low grades. Quality considered, prices were higher than at any time since Christmas, and all grades seemed to be much in demand.

Cold dry weather which has prevailed was unfavorable for deliveries, and a good season is needed before tobacco can be delivered in quantities.

## Greeneville Average, $29.95

GREENEVILLE, Tenn., Jan. 28.—Total sales for the week, 631,182 pounds; average price per 100 pounds, $29.95. Sold to date of 1921 crop, 3,471,709 pounds; average price per 100 pounds, $31.56.—THE AUSTIN CO., INC.

## Mayfield Sales Lighter

MAYFIELD, Ky., Jan. 28.—Wright, Smith & Co., leaf tobacco dealers and exporters, report as follows:

The unfavorable weather during the week has, to a certain extent, prevented heavy deliveries. However, country buying continues very active, with all branches of the trade seemingly very anxious for tobacco, especially the better grades.

Auction sales since our last report (Jan. 20) are as follows:

| Date | Number Loads | Leaf Average | Lug Average |
|---|---|---|---|
| Prev. reported, | 2,534 | | |
| Jan. 21 ..... | 16 | $13.41 | $1.90 |
| Jan. 23 ..... | 89 | 13.93 | 1.90 |
| Jan. 24 ..... | 62 | 13 64 | 1.95 |
| Jan. 25 ..... | 69 | 14.35 | 1.71 |
| Jan. 26 ..... | 147 | 14.59 | 1.95 |
| Jan. 27 ..... | 22 | 14.96 | 2.00 |
| | 2,939 | | |

General average (auction sales), one year ago this date, was approximately $7.75 at this market.

## Clarksville Average, $15.87

CLARKSVILLE, Tenn., Jan. 28.—Sales on the Clarksville Tobacco Market, for week ending Jan. 27: 458,135 pounds, at an average of $15.87 per hundred. Sales for season, 2,487,955 pounds, at an average of $17 per hundred pounds.

**Quotations**

Trash, 3c to 4c. Common lugs, 4½c to 5c; good lugs, 6 to 10 cents. Low leaf, 10 to 14 cents; Common leaf, 16 to 20 cents. Good leaf, 22 to 30 cents.—J. F. SMITH, Supervisor.

## Hopkinsville Average, $14.76

HOPKINSVILLE, Ky., Jan. 27.—Total sales for the week, 1,072,480 pounds; average price per 100 pounds, $14.76. Sold to date of the 1921 crop, 6,530,465 pounds; average price per 100 pounds, $15.30. Sold to same time last year, 1,689,215 pounds; average price per 100 pounds, $9.93.—J. W. HANCOCK, Chairman Sales Committee.

## To Open Cigar Factory

MINOT, N. D., Jan. 21.—D. J. Hiler, who came from Grand Forks recently and took over the Central avenue cigar store, is about to open a cigar factory in connection. He has brought here experts, to begin with an output of about 1,000 cigars a day. Mr. Hiler was formerly in business in Grand Forks.

**Old Hill Side Smoking Tobacco**
Booster Twist—Axton's Natural Leaf Twist Tobacco
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**CLOWN CIGARETTES**
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The Burley Tobacco Growers' Co-Operative Association will be ready to sell the Association crop of Burley tobacco in any quantity desired on and after February 3, 1922. The Association crop is the best of the crop grown in 1921.
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B

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# Philadelphia Cigar Industry Called Favorable

## Federal Reserve Bank Reviews Conditions Obtaining in the Trade—Smokers Stocked Up With Holiday Goods—Many Dealers Buying Cigars Now—Generally Believed That Number on Hand Is Smaller Than Year Ago.

PHILADELPHIA, Jan. 31.—The story of the new year's developments in the cigar manufacturing and leaf tobacco business in the Philadelphia district, largest center of cigar production in the United States, is told with all the fullness of detail and authority made possible by the special opportunity for gathering information possessed by the Federal Reserve Bank for the third, or Philadelphia, district. In its official publication, in speaking of the cigar industry, the bank says in part:

"The situation in regard to finished stocks is favorable. Smokers no doubt still have the usual number of Christmas cigars to be used before they start buying again, and until that time retail and wholesale dealers have, as a rule, enough on hand to meet requirements. This is not true in all cases, however, as many dealers are purchasing cigars now who, either of their own accord or upon the recommendation of conservative manufacturers, refrained from buying heavily last month. It is the general opinion that the total number of finished cigars held by retailers, jobbers and manufacturers is smaller than it was a year ago, and also that they are of more certain quality, for, beginning about this time last year, a large volume of cigars that had been made carelessly during the height of the abnormal 1920 demand was thrown on the market at a sacrifice. Most of those manufacturers who continue to run their factories are accumulating stocks in anticipation of Spring business. If in the Spring the demand is greater than their output, they are prepared to meet it; if not, they can curtail production then. Also, labor is more plentiful now than it will be at that time. Only a few large manufacturers of widely distributed popular brands, however, have adopted such a policy. * * *

"As frequently explained in previous reports, price reductions were not more general chiefly because high-priced leaf tobacco was still being used in making cigars and because government taxes were raised. The demand for cheaper cigars was met by making new brands to sell for five cents. These became popular immediately and continue to be so. Labor costs were fairly well reduced last year in most cases, but a few very slight cuts have been made by various manufacturers this month."

### Rotten

What's in a name? The question often has been asked and variously answered, but Henry G. Alces, president of the Henry G. Alces Co., and representating D. M. Frank Co., who called on the trade during the week, said that so far as he was concerned, there was vast importance in a name. In order to do the unusual, he deliberately formed a new five-cent brand of this company the title, Rotten. "Yes, that is exactly the right name," said Mr. Alces, "and it invariably produces the reaction. The cigar is absolutely rotten, but in name only. So often we have seen manufacturers attach a high sounding name to their product and then blast the horn in its praises. We chose deliberately the name Rotten and we leave to the purchaser the rest. A little commentary on what the distributor thinks is that a large western house which required some persuasion to take on the brand, is now sending us orders at the rate of 20,000 a day with every indication that in the near future those orders will be doubled and trebled."

### Full Speed Ahead

J. Vipond, Jr., of the Scranton Tobacco Co., was a caller during the week at the Bayuk Bros. factory. The latter reports capacity production, but a still oversold condition on all of its brands.

David Finkleman, who conducts at 224 Market street a cut-rate store, put through during the week a special deal involving the purchase of 1,100,000 Meditation cigars made by Gresh & Son. A special drive on these will be made.

### Making Good Progress

A. R. Unger-Buehler, formerly outside salesman with Baum & Neely, has joined the sales organization of the Dusel, Goodloe Co. He has been assigned to the West Philadelphia district. Working from the Dusel, Goodloe headquarters, W. D. Marshall, eastern representative of the Spietz Cigar Co., Detroit, has been successful in placing its Robert Emmet account with many distributors and in opening new territory.

### Increasing Sales Forces

There has just been added to the sales organization of Allen R. Cressman's Sons, James K. Keefe, 9 Exeter street, Providence, R. I., who will cover Rhode Island and part of Massachusetts. He starts his activities on February 6. F. E. McKaiz, 1301 No. 59th street, Philadelphia, began during the week visiting the Cressman trade in Delaware and Chester counties, and at Wilmington and a few other Delaware and Maryland towns.

### To Open New Branch

As foreshadowed in these columns, the United Cigar Stores Co. announced during the week that shortly it would open a branch at the southeast corner of Water and Market streets, immediately adjacent to the Market street ferries, passing which there go daily probably a larger number of people than any corner of Philadelphia.

There has just been completed a handsome new front and a modernized interior for the old established J. G. Blanco retail store, 12th and Arch streets.

A new label of quite elaborate design is being brought out by Sigmund Silverman, owner of the Sanitary Cigar Co., 1304 Columbia avenue, maker of the Great Test and Sanitary brands.

The factory of Lincoln Bros. is now working to capacity production on Monte Cristo and First Consul.

Aufderheider & Sons, 3rd and Walnut streets, are offering Poppers Ottina in 20 sizes and reported one of the best sellers in their establishment.

The Coraza factory, at 7th and Cherry streets, which succeeeded that of the Steigerwald Co., is continuing the manufacture of the old brand, El Dorita, Dearo, and has added as new brands, La Caroza and La Tentar.

Benjamin Lichty, of Otto Eisenlohr & Bros., has returned from a trip to New England states.

C. W. Saunders of the Cortez, and his own fame, outward bound from the factory at Key West, paid a recent call to the local trade.

William Vetterlein, son of Herman Vetterlein, has just receivel an appointment to the Naval Academy at Annapolis. Young Mr. Vetterlein is now enlisted in the service and is stationed at San Francisco.

H. C. Nolan & Co. report their Sellersville and Reading factories in full operation. The firm manufactures Rosa Aroma, Critico, El Tena and quite a number of special brands.

William Meehan of the Tobacco Products Co. was in town recently with the Melachrino line.

All the salesmen on the force of the Progressive Cigar Corporation, 12th and Race streets, makers of the Madam Butterfly, are on the road concentrating on increased distribution for the two for 25 cent Perfecto size packed in wood.

Joseph W. Levi, formerly with Allen R. Cressman & Sons, and Irwin Loeb, formerly of the Sobo Cigar Co., have established themselves as the Delphia Cigar Co., at 30 Bank street.

Announcement is made of the recent marriage of Jerome Levy, superintendent of the Men-de-Lion cigar factory, to Miss Ellen Brady.

Harold J. Bedard, manager of the Portuondo Co., is on a trip to Ohio, Indiana and Illinois with its new five-cent leader, the Ace, opening new accounts and push-

(*Continued on page* 33)

# Pennsylvania Tobacco in Bales Ready for Buyers

**Only Best of 1921 Crops Moving—Prices Range Around 15 and 3—Considerable Activity in Old "Weed"—Farmers to Pack Co-operatively—Growers Are in Unenviable Position—John F. Weaver Talks at Agricultural Show.**

LANCASTER, Pa., Jan. 28.—The Lancaster County Tobacco crop is being stripped rapidly and before the end of the month will be in bales, ready for the buyer and also for delivery. Only the best crops are moving.

Packers who know the quality of tobacco certain farmers grow, are buying up these crops at a price of 15 and 3. Nothing else seems to be moving and the buying is listless and sluggish occasioned by the indifferent burn of the tobacco. Most of the tobacco changing hands is bought and packed in and around Landisville.

What price the crop will bring remains to be seen. There is no doubt but what the packers feel that from 10 and 2 up to 15 and 3 is what they ought to pay.

The farmers know that these prices are considerably lower than the cost of profitable production. For that reason a good deal of co-operative packing will be carried on at Lititz, Manheim, Quarryville and New Holland. The plan is to pack the tobacco same as the regular packers do, and arrange to advance by loans about fifty per cent of the normal value until such time as the tobacco is marketed.

Up to the present time the big tobacco concerns have been slow to buy co-operative packings.

### New Co-operative Association

Application for a charter for the Lititz Co-operative Farm Products Association has been made and within a few days it is expected the packing of tobacco will be commenced. The board of directors has been chosen and the following were elected officers:

President, Amos Senseing; Secretary, Ephraim G. Hershey; Treasurer, H. H. Bornberger. A manager has not yet been chosen.

Lincoln farmers were lucky this week in disposing of a number of crops at high prices to H. S. Meiskey, packer at Lititz, Pa. He bought nine acres from Amos Hess at 18 and 4; five acres from David Zerbe at 17 and 2, and eight acres from John Wissler at 17 and 2. Movement in old tobacco has been very active again this week and upward of 1,500 cases were disposed of at high prices.

### Bought 1920 Stock

Ben Meyer, General manager of the General Cigar Co., was here again this week and bought about 1,200 cases of the 1920 crop. He bought the packings of Jacob Siegler & Bros. of this city, also the packing of Ben. S. Good of this city, and a large packing at Elizabethtown. Mr. Meyer is not very favorably impressed with the quality and burn of the 1921 tobacco and up to present writing has given no orders to Mr. Levy & Sons, his local representatives, to buy.

### Large Users

The General Cigar Co. uses upward of 15,000 cases of tobacco a season and with them out of the market, even temporarily, is a big blow to the growers as a number of farmers sell to them year after year and are reasonably sure, with conditions normal, of having a market for their crop, even before it is planted. Besides this, C. O. Meads, of Red Lion, Pa., and I. H. Weaver Tobacco Co., of this city, who jointly have bought, packed and shipped to Europe upward of six million pounds of Lancaster and York County tobacco every year for past four years, are so far without any orders to buy. Rate of exchange with European countries is too low and until this condition shows a big improvement there will be no tobacco bought for export.

### Taking Bitter with Sweet

Taken all in all the farmer this year is in an unenviable position, but he, like other business men, must take the "bitter with the sweet," and do so philosophically.

Louis Kramer, Vice-President of Bayuk Bros., of Philadelphia, is here this week picking out choice crops of the new tobacco to sort and pack in their different warehouses.

Allen R. Cressman's Sons of Philadelphia, ably represented here by Ed. Cressman, bought the packing of about 500 cases put up by J. K. Lerman of this city, this week, at a reported price of 27 cents, running sizes.

Fred Block, junior partner of Goldsmith & Block, leaf dealers and packers, of 195 Front street, New York, is here looking at a large lot of 1920 tops which he wishes to secure for binder purposes.

Meyer Dembo, local packer and broker, has gone to Wisconsin to sample up his packing of about 1,000 cases bought and packed around Jonesville last year. "Meyer" says that on account of the scarcity of binder tobacco he expects to dispose of his packing as soon as it is sampled, at a high price.

Gordon Fisher, of Hanover, Pa., local representative of the Pinkerton Tobacco Co., of Toledo, O., is here trying to buy up 1920, thin bodied fillers for "strip-out" purposes. Mr. Fisher says he received an order for a million pounds of this class of tobacco.

Albert Koshland who recently joined the Tobacco Colony here, has been very active this week, and bought more than 500 cases of fancy sized fillers for his different customers. "Al" seems very optimistic as to the future of Pennsylvania tobacco and when price is established here he expects to pack about 2,000 cases of the 1921 crop.

At the agricultural show held at Harrisburg this week Lancaster County farmers carried away six prizes for wrapper, binder and filler tobaccos exhibited there.

Am more than sorry to report that three men employed at Wm. L. Amer's warehouse at Lititz, Pa., died this week of pneumonia contracted in that town and the whole town is in mourning in consequence.

### Talks to Growers

John F. Weaver, Lancaster, R. D. No. 4, in his address on Wednesday last before the Pennsylvania Tobacco Growers' Association, which was meeting in conjunction with the State farm products, show, at Harrisburg, told the many farmers in attendance that the association has become the official mouth-piece of the tobacco growers in the State. He further stated that the organization has been instrumental in securing larger appropriations for tobacco experimental work, both in the State and at Washington; and that protests have been made against any lowering of the tariff on tobacco, as well as many laws designed to prevent the full and unrestricted use of tobacco by adults.

Mr. Weaver, who is president of the association, said that all tobacco growers *must* be on their guard against permicuous legislation.

The meeting was largely attended by Lancaster County growers, who decided before the session came to a close that a fair profit can be made at the present time on tobacco when it is sold at 16 cents per lb. for wrappers and 4 cents for fillers.

Addresses were also made by H. C. Reinhold, East Petersburg; Otto Olsen, Ephrata; and Prof. G. R. Orton of the State College, who gave an interesting talk on "Wildfire and Tobacco."

The business with cigar manufacturers is keeping up, and there seems to be no abatement of orders in this and York Counties. Were the rest of the country as busy, we would all be happy and contented.—DICKIE.

## Tobacco Stocks Increase

WASHINGTON, Jan. 31.—Leaf tobacco held by manufacturers and dealers January 1 aggregated 1,561,848,372 pounds, compared with 1,446,914,469 pounds held a year ago, the Census Bureau announced today.


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GROWERS OF
Pure White Burley Tobacco Seed
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Price per lb., $10.00 1-2 lb., $5.00 1 oz., $1.00

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Makers
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Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

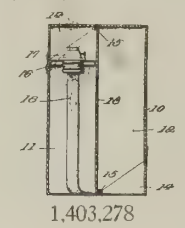
THE MENDELSOHN COMPANY, INC.
2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT

ABOVE ALL

## Patents Recently Granted
By U. S. Patent Office

No. 1,403,278. Combined Lamp and Matchbox. Frank C. Williams, Montello, Nev. Filed May 27, 1919. Serial No. 309,106. 1 Claim.

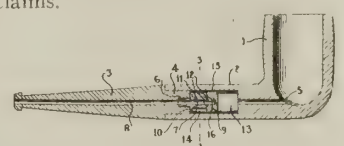


1,403,278

A lamp of the character described comprising a casing provided with a middle partition extending through the length of the casing and dividing it into two chambers, one end of said casing being extended over and closing the contiguous end of one chamber the other end wall being extended over and closing the contiguous end of the other chamber, whereby each chamber has an open end contiguous to a closed end of other chamber, a fixed supporting wall extended across one of said chambers and completely closing the same, a burner supported by said wall and communicating with the contiguous chamber, said supporting wall and said burner being spaced a sufficient distance from the open end of their chamber to protect the flame of the lamp from drafts, and covers for the open ends of the respective chambers, said covers being hinged to the casing contiguous to the middle partition.

* * *

No. 1,403,527. Tobacco Pipe. Henry Villaume, New York, N. Y. Filed Oct. 1, 1919. Serial No. 327,635. 3 Claims.

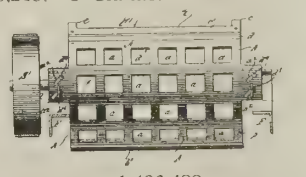


1,403,527

A pipe having a chamber in its stem and a passage therefrom to its bowl, said chamber having therein a centrally disposed plug which is supported out of contact with the walls of the chamber; said plug having a head slightly smaller in diameter than that of the chamber and disposed substantially midway of said chamber with its closed end toward the bowl of the pipe; said plug-head having a chamber therein and a reduced cylindrical member extended therefrom and secured centrally to the bit of the pipe, said member having a central passage in continuity with the passage through the bit and terminating in the chamber of the head; and said head having a plurality of inclined passages extending from its chamber toward the bit and into the stem-chamber.

* * *

No. 1,403,489. Tobacco-Shredding Apparatus. Joseph Deubel, Clifton, N. J. Filed Feb. 19, 1921. Serial No. 446,215. 8 Claims.



1,403,489

Tobacco shredding apparatus of the character designated, comprising a cylindrical disintegrating chamber having end discs and medial fixed partitions, concentric series of laterally protuberant rigid retardant studs on the end discs and the said medial partitions, a power shaft mounted axially as related to the said disintegrating chamber and extending therethrough, spider hubs mounted rigidly on said power shaft and positioned between said end discs and said fixed medial partitions, laterally protuberant disintegrating pins on the radial arms of said spider hubs positioned to intervene between the said concentric rows of fixed retardant studs on the end discs and medial partitions, fixed exit screens constituting in part the side walls of said disintegrating chamber and formed with series of square apertures of uniform area, supplementary exit screens fitting over and upon the peripheral surfaces of fixed side wall screens, means for adjusting said supplementary exit screens diagonally upon and with relation to said fixed side wall screens, a hopper positioned to feed leaf tobacco to said disintegrating chamber, a casing enclosing the main portion of said disintegrating chamber and screens and means for exhausting air from said casing, for the purpose described.

* * *

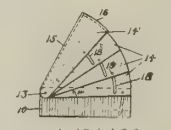
No. 1,403,572. Removable Closure for Containers. Anthony Schneider. Whippany, N. J., assignor to American Cigar Company, New York, N. Y., a Corporation of New Jersey. Filed Nov. 8, 1921. Serial No. 513,746. 3 Claims.

1,403,572

In combination with a container having an open end, of a dished closure having a wall adapted to be placed in and frictionally engage said open end, the dished closure being provided with a marginal bead at the upper edge of the side wall thereof, an integral portion of the said bead being flattened or mashed to provide an inwardly formed lip adapted to be engaged for removal of the closure by an upward pull thereon.

* * *

No. 1,404,136. Match Box. Francis W. Murphy, Philadelphia, Pa. Filed Nov. 23, 1920. Serial No. 425,983. 1 Claim.



1,404,136

A combined holder and windshield for a box of safety matches including a rectangular casing having an inwardly flanged end, opposed leaf members pivoted adjacent the flanged end and the outermost leaf members being connected by a back wall, pin and slot connections for limiting the outward and inward movement of said leaf members, and a turned over end on the back wall for closing the match-box in the holder when the device is not in use.

## Designs Filed
In U. S. Patent Office

No. 60,196. Smoker's Tray. Gustave M. Minton, New York, N. Y. Filed Apr. 21, 1921. Serial No. 463,391. Term of patent 3½ years.

60,196

The ornamental design for a smoker's tray, as shown.

JOSEPH HOLZMAN
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura

No. 60,281. COMBINATION MATCH AND ASH TRAY. GEORGE R. WEST, Pittsburgh, Pa., assignor to The Diamond Match Company, Chicago, Ill., a Corporation of Illinois. Filed Dec. 9, 1919. Serial No. 343,604. Term of patent 14 years.

60,281

The ornamental design for a combination match and ash tray substantially as shown.

* * *

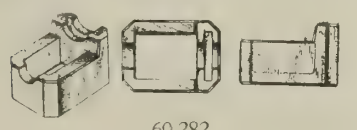
No. 60,198. SMOKER'S TRAY. GUSTAVE M. MINTON, New York, N. Y. Filed Apr. 21, 1921. Serial No. 463,393. Term of patent 3½ years.

60,198

The ornamental design for a smoker's tray as shown.

* * *

No. 60,282. COMBINATION MATCH AND ASH TRAY. GEORGE R. WEST, Pittsburgh, Pa., assignor to The Diamond Match Company, Chicago, Ill., a Corporation of Illinois. Filed Dec. 9, 1919. Serial No. 343,605. Term of patent 14 years.



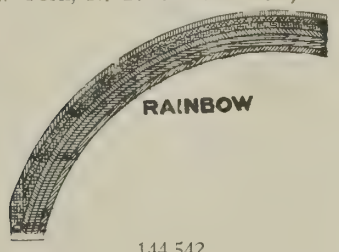
60,282

The ornamental design for a combination match and ash tray, substantially as shown.

## Trade-Marks Filed
In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Ser. No. 144,542. Flora W. Pinkus, New York, N. Y. Filed Mar. 9, 1921.




144,542

Being lined for colors representing the fundamental colors of the rainbow.

*The particular description of goods.*—Cigarettes. *Claims use* since May, 1918.

* * *

Ser. No. 145,083. Maurice Rosenthal, San Francisco, Calif. Filed Mar. 22, 1921.

Don Maurice

145,083

*The particular description of goods.*—Cigars. *Claims use* since Nov. 15, 1920.

Ser. No. 146,553. Leo A. Helback, Portland, Oreg. Filed Apr. 22, 1921.

146,553

The picture of a woman being fanciful and not the portrait of a living person.

*The particular description of goods.*—Cigars. *Claims use* since on or about Apr. 1, 1899.

* * *

Ser. No. 136,864. KUNSTHARZFABRIK DR. FRITZ POLLAK G. M. B. H., Vienna, Austria. Filed Aug. 31, 1920.

JEWELITH

136,684

*The particular deschiption of goods.*—Cigar Holders, Cigarette Holders; Mouthpieces for Cigar Holders, Cigarette Holders, and Pipes; Pipe Stems, and Ash Trays Manufactured from Substitutes for Pyroxlin Plastics, Horn, Ebonite, Jet, Ivory, Bone, Coral, Amber, or Similar Substances Consisting of or Containing the Insoluble and Infusible Condensation Products Resulting from the Action of Aldehydes on Phenols.

*Claims use* since Apr. 13, 1920.

* * *

Ser. No. 146,437. HADON PRODUCTS CORP., New York, N. Y. Filed Apr. 20, 1921.

HADON

146,437

*The Particular description of goods.*—Cigarette and Cigar Holders.

*Claims use* since Nov. 30, 1920.

* * *

Ser. No. 154,493. JAMES B. ELLWOOD, Chicago, Ill. Filed Oct. 24, 1921.

154,493

No claim is made to the word "Match" apart from the mark shown in the drawing.

*The Particular description of goods.*—Matches.

*Claims use* since Sept. 1, 1921.

### Had Big First Month

Herbert Mesick, with his newly reduced prices of Cuesta Rey cigars, leaves Chicago soon for an extended road tour. Herb reports a big January for the Cuesta Rey brands.


Established 1867 Original Factory No. 1

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Clear Havana
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Manufacturers of

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Sanchez & Haya

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Distributors for
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CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Established 1873 Manufacturers New York

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Habana, Cuba
P. O. Box 495 Cable ANTERO

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
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TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

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JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
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CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
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SANCTI
SPIRITUS
LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

# Rags to Riches Up-State, Both Comin' and Goin'

## Sing a Song O'Sixpence, Pocket Full O'Rye—So Goes Hot Chair Club Now!—Economics and Economy—Troy Gets Axe Again—Bill's On Way—Jobber, Jobber, Who's Got the Jobber?—Cash Is Countersign!

NEW YORK STATE CAPITOL DISTRICT
Week O'Rags & Riches, 1922.

"Yuh should whistle that there tune all the time now, y'unnerstan," dolefully proposed Sam Ash, putting away the snow shovel and the ice scraper after cleaning the sidewalk o' Stubb & Ash, Inc., cigarists to the Ski and Snowshoe Committee o'the Hot Chair Club. "Never in my whole life did I ever hear it anneything so appropr'ate to this here business, unnerstan me!"

"But you don't know the words, Sam," laughed Jim Stubb, clearing his throat preparatory to an oratorical recital of the ancient ode, "So here it is:

RAGTIME!

Rags make paper, paper makes money, and there you are! Simple lil' thing, ain't it?"
Money makes banks, banks make loans, Loans make poverty, poverty makes rags!

### Sure, The Water Was Rough!

"Nice song, that," approved Johnny Ryan, not wasting any calling cards o' Julius Klorfein & Co. on the Garcia-Grande smokers now in the Hot Chair Club. "Makes me think of a trip we took up the State some time ago, fishin' an' things.

"In the party were several cigar men, one of them now dead. But he was very much alive that day. And the next morning, arising rather early, he looked out of the hotel window and shouted: 'Gosh, boys, look how rough the lake is this morning—can't fish today!'

"And when we looked, all the other members of the party could observe was a field o'rye, blowing in the wind! Our lake was on the other side of the house!"

### Economics, Econmics, Economics!

"Well, men, here's a cigar for this side of the house!" proposed Earl Goodrich, coming in with Johnny Ryan, but bound to go out with an order for the Dearstyne Brothers Tobacco Co. "That is, the nickel side.

"For here I have the Waitt & Bond Endicott brand. You remember it. Last season it sold for ten cents. Today it can be bought to retail for five cents straight. How's that for a nice little lesson in economics?"

### Troy Is Blackkjacked Again!

"Yeh, an' economics is what Troy gits, too!" nodded Sam Ash, removing his overshoes and earlaps for a session behind the cigar counter, where the lesson in economics was most practical

"This throws Deputy Phil Draper outa a job. An' it makes the Troy cigar manufacturers come to Albany for their revenue stamps. But Durey says since Volstead closed them there breweries in Troy, which uster be almost so numerous as collar shops up there, that the Troy office ain't done business enough at 351 Broadway to pay the rent."

"Most retailers report the same conditions," quoted Bill Faust, opening his statistical graphic to page 384, third edition. "But a salesman can't stand still and wait for better days. We gotta hustle. Business may be coaxed, not badgered.

"So that's why the Fitzpatrick & Draper staff has been ordered on. We're going somewhere, just where I can not say. But we're due to open up some new territory soon, and I imagine the boys will concentrate on the Monogram ten-cent cigar in some nearby towns."

### One of Sherry Tuffs' Friends!

"What towns do all these yeggmen hail from?" asked Jim Stubb, walking over to the safe to try the combination, and to lock the cash box. "Here is the store o' Frank Snyder, Dove and Hamilton streets, cracked for about all the cigarets and tobacco in the house.

"Then, a few days later, a bird under the alias of Niles Newman is jugged for the act by cops Healey and McAvoy, right in a place where he was offering the goods to another dealer at a cut-price. Now, Sam, the only way these whyos can be dusted up is to turn Sherry Tuffs loose on 'em. You know Sherry is an old time tobacco man himself, besides being the premier sleuth in the State employ, and I'll bet he could have 'em all locked up before Cap Keith found out they were in town!"

### Puzzle—Find the Jobber!

"Huh! I bet yer yuh should find a crook in this town, y'unnerstan, even before yuh should find it a single jobber to sell cigars!' snorted Sam Ash, making a wholesale sale of a hundred elegantes, and charging 'em up to a customer already ninety days overdue. "Otherwise, why should so many manufacturers, unnerstan me, send expensive travelin' men here to Albany just to locate it a live wholesale house, hey?

"Only last week three such factories sent its men to town for to find a jobber. An' outside o' Dearstynes, Sam Fulder, Freedman, an' the Bruce Macdonald people, where is they such a feller? Independent houses is anxious to do business here, but they ain't anney wholesalers anxious enough to take on the accounts, unnerstan me!"

### And the Countersign Is Cash!

"No, Sam, I guess you're right," agreed Jim Stubb, emplacing his hat in the required six-and-seven-eighths space provided by Danbury law, as he made haste to hurry home to lunch. "Jobbers in this burg are not so plentiful as they were before the war. And most of 'em which remain are about the same size as the lunchroom where the proprietor in the white apron yells 'Hash', then rushes back rear to fuss it up!"—THE SMOKER.

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GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

## Key West Key Notes

KEY WEST, Fla., Jan. 28.—The important event of the week in the tobacco industry in this city was the opening of the Cortez Cigar Co.'s factory. It will be recalled that this company closed about the middle of December, and the news that the factory would resume business was encouraging. From the management it was learned that 200 workers were placed Monday.

### Steady Orders

Mi Favorita reports steady orders and up to the standard. This company anticipates a visit from Vice-president Irvin Studwell and Secretary Rudolph Ludwig, of the Mi Favorita Cigar Co., on or about the 30th inst.

### Distinguished Guests

E. H. Gato Cigar Co. reports steady work. This company entertained this week Ryan, Hammer and Oakes, representatives of the E. H. Gato Cigar Co. in Chicago. These gentlemen had been visiting in Havana and were en route to Chicago. They have returned to the Windy City.

### Consolidated Visitor

A. L. Coon, manager of the Consolidated Cigar Co., is in the city. While here, Mr. Coon will be entertained by Edwin E. Crusoe, acting manager of the Consolidated Cigar Co.'s factory in this city.

### Normalcy

Other factories which report steady work and conditions normal are, S. & F. Fleitas Cigar Co., Thompson & Co., R. Lopez Trujillo, and the Havana American Co.

### Title to Be Continued

A distinguished visitor to the city this week who displays a keen interest in the manufacturing of cigars, is S. M. Abdul Gaffer, Honorable Nabob Syed Nawalo ally Choudhury Khan Bahadur, Commander of Indian Empire, Zamindar of Dhau Bari, Minister of Bengal Government, Dacca. The honorable and distinguished gentleman visited all places of interest and is delighted with the charms of Key West.

## Tampa Tidings

### Adds a Little One

Val M. Antuono, the father of the celebrated "CHS," is adding another leader to his family, called "Little CHS." This is a Havana 5-cent cigar, such as in pre-war days were so popular. Val deems the time ripe again for this popular smoke; and regardless of the fact that the leaf used is still far above pre-war prices, will push this line to the limit.

### Flattering Prospects

G. W. Stocking, general representative of Marcelino Perez & Co., who has been "resticating" at Monticello, Fla., during the holidays, will arrive in Chicago about February 1. He will deliver a message of good cheer to the trade, one that will make the deaf hear. Joe Perez reports business good and prospects flattering.

At Berriman Bros. the genial Charles A. Stroude is missed this week. Illness of relatives in New York called him there.

### Like Old Times

If business at Sanchez & Haya is off, E. S. Sutton, then, can't understand why he is kept so busy. "It's just like old times; and we have no time or inclination or cause to worry over the future."

### A Daily Flood of Orders

Fred Davis, vice-president of the New York & Tampa Cigar Co., is to be in Tampa about the 2nd or 3rd of February. He will spend several weeks in the South, and before returning to New York will visit Cuba. J. Levy, manager, is busy keeping up with the orders flowing in by every mail, and feels well satisfied with the new year send-off.

### To Erect Three-Story Building

Enrique Henriquez has decided to replace the factory building, recently burned, with a three-story brick building having all the modern improvements. Some details have not yet been decided upon, but with his constantly increasing business he finds he must build for the future. He is now working every man he can find bench room for.

Jorge Leon has returned from Cuba, where he bought a supply of the finest new crop leaf for the San Martin & Leon Co. On his return he found the office flooded with orders and a full force at work at the benches trying to keep up with the orders.

### Geo. W. Helme Common Stock Div.

George W. Helme Co. has declared a stock dividend of 50% on the common stock, payable February 23 to stock of record February 10.

## Anti-Tobacco Crusade Lost, Say Smokers

Now that liquor has been mopped up and the country is said to be dry, reformers are reported to be contemplating a battle against tobacco. Will it succeed?

Tampa cigar men are not afraid of the outcome. They point to figures showing that the tobacco habit is taking a more firm hold on our people, both men and women. To this the anti-tobacconists say that liquor was also getting a firm grasp on the population, indeed too firm a grasp, and that this was the best argument for its elimination.

Be that as it may, the increase in consumption of tobacco has provided food

(*Continued on page 33*)


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

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HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
165 Water St., New York

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Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

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CHAS. LANDAU, Agent, 35 Wall St. New York

Established 1870
Incorporated 1902
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Importers and Jobbers of
Cigars & Cigarettes
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GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

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(Successor to J. J. SANDERS)
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United States Representative

8-10 WEST 45TH STREET - - - - - NEW YORK

Telephone: Murray Hill 8427

# NEW YORK

## Doings and Sayings Goings and Comings

### A Business Visitor

R. T. Smith, of Seymes & Co., Hartford, was a recent visitor.

* * *

### Keeping in Touch with Real Life

Henry Gunst, of the Cliff Weil Cigar Co., Richmond, Va., gave New York a call recently.

* * *

### Getting "Slant" on Father Knick

F. B. Tinkham, of Tinkham Bros., jobbers of Jamestown, N. Y., was in town Tuesday.

* * *

### From Up-State

Paul Alpert, of the Eagle Tobacco Co., Syracuse, N. Y., spent a few days in town recently.

* * *

### Big Jobber in Town

Alexis L. Ehrman, of Ehrman Bros., Horn & Co., deserted San Francisco for a visit to New York.

* * *

### To Increase Stock

F. W. Layton, of F. W. Layton & Son, Penn's Grove, N. J., ran in for a short visit to the metropolis.

* * *

### Stocking Up

W. F. Penniman, of the Penniman-Haile Co., Savannah, Ga., visited the big New York tobacco houses last week.

* * *

### Off to Reasonable Start

Jacob Stahl & Co., 339 E. 93rd street, manufacturers of Charles the Fifth cigars, say that the year opened fairly well.

* * *

### On Business Bent

R. E. L. Hall, president of the Capital Cigar & Tobacco Co., Washington, D. C., was a New York business arrival recently.

* * *

### Replenishing Supplies

Henry W. Parker, of the H. W. Parker Co., Manchester, Vt., was circulating among Gotham's tobacco manufacturers recently.

* * *

### Moved to Syracuse Headquarters

Justin Seubert, Inc., cigar manufacturer, has moved from 430 E. 91st street, New York, to 506-10 South Clinton street, Syracuse, N. Y.

* * *

### From the Hub

Joshua S. Lipkin, treasurer of Louis Jeselsohn, Inc., Boston, was looking the big town over last week and visiting tobacco houses on business.

* * *

### Salesmen on Job

The Ruy Suarez Segar Co., 1504 Avenue A, reports that its salesmen are out and sending in orders. The orders "might be bigger, but are welcome just the same."

### To National Capital

B. Feifer, of B. Feifer & Co., cigar manufacturers of 427 E. 76th street, has left for a short trip, going as far as Washington, D. C. The company finds business fair.

* * *

### Charles "Norwood" in Town

Charles W. McCormick, representative of A. Siegel & Sons, cigar manufacturers of 1615 3rd avenue, is now in New York. He is scheduled to start for the West coast in a few days, to be gone a couple of months.

* * *

### Touring the West

E. A. Kline, of E. A. Kline & Co., makers of the far-famed Medalist brand of cigars, Knickerbocker building, Broadway and 42nd street, left Gotham, Sunday, on a tour of the West. He is to be away from Broadway for about six weeks.

* * *

### On Southern Trip

J. B. Annis, of Gradiaz, Annis & Co., cigar manufacturers of 537 E. 75th street, is on the road on a three weeks' trip, going as far south as Atlanta, Ga. He expects to return the latter part of next week. The business being done by the house is reported as fair.

* * *

### Pleased with Conditions

E. Popper, cigar manufacturer of 1510 Avenue A, has been traveling through New York State and was in Chicago this week. He will go to Kansas City, Wichita and Dallas, being absent about a fortnight more. He is optimistic about conditions. Samuel Adler, of the same company, is in Cleveland and will travel as far as Detroit.

* * *

### Rushing the Goods Out

S. H. Furgatch & Co., cigar manufacturers of 1414 Avenue A, finds business looking up. The company has been shipping 5,000 cigars every two days for a large local jobber on a standing order. This order has just been cancelled and replaced by a new order to ship 5,000 a day. Telegraphic orders for shipments to Chicago and Detroit came in on Monday.

* * *

### Gans Bros.' Activities

J. M. Gans, of Gans Brothers, cigar manufacturers of 437 E. 77th street, is in Tacoma, Wash., and expects to remain on the West coast for a few months. Morris Burke, San Francisco representative, joined Mr. Gans and will travel with him. W. T. Hicks is in Texas, having reported from Waco this week, and Morton Goldsmith has just returned from Lancaster, Pa. The house reports that business is brighter in spots.

* * *

### To Travel on High

Morris Simon, of the Like Cigar Co., 1459 3rd avenue, has just returned from a trip to Virginia, Washington and Baltimore. He gathered quite a bunch of orders for the R-U-ON cigars, which are big sellers in that district. The company's factory is still working full force and full time, with no layoff. About February 25 the trade will see this concern's new salesman's automobile, for which an interesting special body is being built.

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# Baltimore Business Hurt By Severe Snow Storm

**Saturday's Trade Was Curtailed by Heavy Fall of the "Beautiful"—Merchants Became Philosophers—Pioneer Jobber Notes Increasing Demand for Five and Eight Cent Cigars —Funeral Services Over Remains of Henry Kraus.**

BALTIMORE, Md., Jan. 30.—The elements just couldn't pass up Baltimore in its program of spreading a mantle of snow along the Atlantic Coast. By noon Saturday twenty inches had fallen and shattered all records established by the blizzard in 1888.

### No Use to Complain

Merchants are taking the change of weather philosophically, and are hoping the snow will be of short duration, so as to hinder general business as little as possible. Numerous complaints were registered by retailers during the past week, and to cap the climax, business on the best day in the week (Saturday) was severely curtailed by the snow storm. Some one said: "Every cloud has a silver lining," and the said silver lining will be more than welcome by the local trade especially if it be in the form of silver coin.

### Coming to the Front

J. H. Andrews, 203 S. Broadway, one of the pioneer jobbers, notes an increasing demand for 5c and 8c cigars. He is successfully distributing Liberty, Camels, and Big 4 throughout this territory, and also stocks all popular brands of cigarettes and smoking tobacco.

A decided improvement to the neighborhood is the new W. B. & A. Terminal at Howard and Lombard Sts., in which Harry Pappas operates a first class restaurant and cigar stand. The handsome fixtures and well displayed merchandise are attracting many new customers.

### Selling at Merry Clip

Smoking tobaccos and cigarettes are selling at a merry clip at the store of M. L. Funk, 701 S. Ann St. Union label cigars are in demand and to successfully cater to the customers' wants on display are Fire Kings, Imperio Club, P. of B. Club, and Monument Squares.

The Century roof is featuring a wonderful show and is attracting capacity crowds. Reservations must be made well in advance to insure proper accommodations. Mr. Whitehurst is encouraged at the steadily increasing business transacted over the cigar counter.

Harry and Davis have purchased the Honey Bee confectionery, 221 W. Baltimore St., and will open there shortly, a first class restaurant. Included in the plans of improvement is a cigar stand featuring all popular brands of cigars and cigarettes.

Dr. Geo. A. Bunting, who operates a drug store at 1823 N. Charles St., has been appointed to the State Board of Pharmacy to succeed Dr. S. Y. Harris.

In accordance with an annual custom established 10 years ago, to relieve the poor, Dr. J. H. Blass, proprietor of a pharmacy at 408 N. Gay St., beginning to-day will compound free of charge all prescriptions brought to the store by persons unable to pay for same. The offer is not confined to any section of the city, and is unlimited in respect to number of applicants.

### Funeral of Henry Kraus

Funeral services for Henry Kraus, who died Friday morning, were held yesterday afternoon from his late home in the Emersonian apartments. Mr Kraus for thirty years was president of the cigar manufacturing house of Kraus & Co., Inc., Pratt & Hanover Sts. He was a member of the Phoenix, and Suburban Clubs, and the fraternal order of Elks. He is survived by his widow, two sons, one of whom Wm., is associated with the same firm, and two daughters.

### Visitors to the Trade

M. A. Berger (F. S. Mills Co.) with a full line of Locktite pouches. Richard C. Merrick, (V. P. L. & M. Distributing Co.) New York. E. N. Ackerman (Cuesta Rey & Co.). Wm. P. Bushell (Consolidated Cigar Corp.). Harry Boston (Wm. Demuth & Co.). Mr. Vetterlein (J. Vetterlein & Co.).

Geo. Branzell, local district manager for the American Tobacco Co., just missed being marooned in southern Maryland by the snow storm. He spent the week among the dealers of that section and reports an increased demand for his line.

P. Goldsmith, 4 N. Gay St., is featuring three sizes of Nacirema cigars in his show window.—ORIOLE.

## Baltimore Market

### Quietness Prevailing Feature

BALTIMORE, Md., Jan. 26.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

With receipts of 94 hogsheads, and sales of 71 hogsheads, our market ruled very quiet even for this off season of the year.

As soon as we have some warm rainy weather larger receipts and a more active market may be looked for.

OHIO—There were no receipts the past week, while sales totaled 53 hogsheads.

### Association Statistics

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Jan. 25:

**Receipts**

| | This Week | Previously | Total | 1922 | 1921 |
|---|---|---|---|---|---|
| Maryland .. | 514 | 335 | 849 | 281 | 533 |
| Ohio ..... | ... | 49 | 49 | 49 | 19 |
| Total..... | 514 | 384 | 898 | 330 | 552 |

Reinspections this week: Maryland, 420; to date, Maryland, 568.

**Deliveries**

| | Maryland: Coastwise and Dom't'c | Maryland: For'gn | Maryland: T't'l | Ohio | T't'l |
|---|---|---|---|---|---|
| This week ..... | 59 | 85 | 144 | 45 | 189 |
| Previously ..... | 15 | 705 | 720 | 45 | 765 |
| Total..... | 74 | 790 | 864 | 90 | 954 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock, Jan. 1..... | 16,690 | 3,947 | 20,637 |
| Receipts since..... | 281 | 49 | 330 |
| | 16,971 | 3,996 | 20,967 |
| Delivered since..... | 864 | 90 | 954 |
| Stocks to-day..... | 16,107 | 3,906 | 20,013 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week..... | 71 | 53 | 124 |
| Previously ..... | 1,205 | .. | 1,205 |
| | 1,276 | 53 | 1,329 |

Groundleaves to date 585 hogsheads.

SELLS FOR 75c. EACH

2 Dozen Package With Handsome Counter Display Stand

*Write for Samples*

KAUFMANN BROS. & BONDY

*Manufacturers*

33 EAST 17th STREET NEW YORK CITY

GARCIA GRANDE

Mild Havana Cigar

STANDARD MAINTAINED ALWAYS

Jobbers feature the

*GARCIA GRANDE*

for

***Reason No. 1.*** **They can always rely upon its uniform quality.**

***Reason No. 2.*** **The smoker, the final judge, always comes back for more.**

J. KLORFEIN, Manufacturer

476-478 Broome St. NEW YORK 62 Wooster St.

LA DALINA

MILD HAVANA

CIGAR

Made in All Sizes by K & C Cigar Co.

KRAPKO & COHEN

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1455 Nostrand Ave., B'klyn, N.Y.

Also Makers of the Marusalo Cigar

OLD PORT

10 for 30c

CUBAN AMBASSADOR

10 for 35c

These Little Cigars Offer a Large Profit to Dealers

H. WEISS, Mfr.

746 Third Ave., New York City

Don Julian

*Distinctive Havana Cigars*

Manufactured By

GRADIAZ ANNIS & CO.

75th Street and East River, New York

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

**B. RAPAPORT**
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
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Growers of Shadegrown and Packers of Leaf Tobacco
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N. Y. OFFICES 125 Maiden Lane
WAREHOUSE 12-24 Mechanic St.
PLANTATIONS West Suffield, Poquonock, South Windsor, E. Windsor Hill

**M. J. GANS** PACKER AND DEALER IN Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

**A. N. SHEPARD & SON**
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INCORPORATED
GROWERS :-: PACKERS
Shadegrown Broadleaf
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FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

# Connecticut Tobacco Prices "Bone of Contention"

## Growers Want More—Packers Not Inclined to Meet Demands —Dealers Desire Fine Tobacco—County Bureau Seeking Answers to Many Questions—Prize Winners at Farmers' Exposition—N. E. Tobacco Growers to Meet Feb. 8.

HARTFORD, Jan. 30.—Last week there was quite some driving on the part of the local buyers, who wanted to look at the tobacco in first hands and to ascertain what "the growers expected to get for it." There seems to be a difference of opinion as to its value, which ranged around 50 cents, and in some instances 60 cents was asked. It appears to be the general consensus of opinion among the growers that they do not expect to make much of a profit on the 1921 crop, but they do want the dealer to recognize the fact that it did cost them good hard U. S. currency to get the crop to the point where it is now, and they want the packer to realize that they cannot sell their crops at the prices which some of the packers are trying to buy it for and exist.

### Packer Wants Fine Tobacco

It is very noticeable that the packer wants very fine tobacco when he is buying and when a sale is consummated he is free to tell the grower to use more "stuff" next year and to produce better tobacco, but when the next year comes around the packer has some hard-luck story to tell and cannot pay the price asked, and that is the situation this year. Many growers used considerably more fertilizers in 1921, than in 1920, and yet price is being cut at least 50 per cent, and even a greater cut is being tried. It is a settled fact that if the packers of Connecticut want good tobacco they must pay the growers better prices, so they can produce it. If they insist on low prices, they cannot expect to get other than low grade of tobacco. It is true that the war is over, and while some things are down to pre-war basis, other commodities are still hovering around the peak price, coal, for instance, at $15 per ton as against $5 a few years ago.

### Trying to Solve Problems

The Hartford County Farm Bureau is trying to solve many questions for the tobacco growers, and has several committees at work digging up the right information. The marketing committee has seven members, Standardization of Grades committee, with three members; Credit Improvement and Finance Committee of three; Fertilizer Pool Committee, with five members; a committee on Uniform Selling Contracts, and another committee as an Advisory Experimental Committee.

The Marketing Committee has requested the State Board of Agriculture to gather information on tobacco similar to what is now being gathered on other farm crops and it is expected that much valuable information will shortly be gathered so as to be placed in the hands of the growers.

### Prize Winners

The tobacco exhibits at the Connecticut Farmers' Exposition at the State Armory the past week attracted considerable attention. The prizes this year offered were embossed certificates with ribbons. The judging of the tobacco was done by Percy Lowe of New York City and Wm. R. Israel, local representative of the American Cigar Co.

The awards were as follows:

Broadleaf: First, E. A. Fuller Tobacco Co. of Hartford; Second, James W. Bancroft, of East Hartford; Third, Augusta H. Viets, of East Windsor Hill, Conn.

Havana Seed: First, Morgan & Dickenson, of Windsor, Conn.; Second, Steane, Hartman & Co., of Hartford; Third, Meyer & Mendelsohn, of Hartford.

Havana Seed, Prime: First, Brewer Bros., of Hockanum, Conn.; Second, A. H. Brown, of Windsor, Conn.; Third, Steane, Hartman & Co., of Hartford, Conn.

Shade Tobacco: First, Meyer & Mendelsohn, of Hartford; Second, Steane, Hartman & Co., of Hartford; Third, W. S. Pinney Co., of Suffield, Conn.

Round Tip: First, Meyer & Mendelsohn, of Hartford; Second, Farnham Tobacco Co., of Hartford; Third, Morgan & Dickenson, of Windsor, Conn.

### N. E. Tobacco Growers' Meeting

The next important event in tobacco circles will be the annual meeting of the New England Tobacco Growers' Association, in this city on Feb. 8. Through a committee of this association appointed a year ago, an appropriation was secured from the last General Assembly for the establishment of a sub-tobacco experiment station which was established at Windsor, and is connected with the Connecticut experiment station at New Haven. It is under the direct supervision of Dr. E. H. Jenkins, who, with years of tobacco experimental work in Connecticut, has become a noted expert, and reports of the work at the new substation will be given, and what the purpose of the station is and what it can do for the individual tobacco grower. Dr. G. H. Chapman, the well known tobacco expert, formerly connected with the Massachusetts experiment station has been secured to take the active work of the sub-station, and has conducted considerable work there, though beginning late in the season.

### To Address the Meeting

Both Dr. Jenkins and Dr. Chapman will address the Growers' meeting on the importance of the sub-station and what it can do for the individual tobacco grower. S. B. Haskell, director of the Massachusetts Agricultural College, located at Amherst, Mass., will tell about their experimental work on tobacco, and Professor Anderson of the Massachusetts College, who gave his attention to "wildfire" in tobacco last season, will tell of his observations and a remedy. Dr. W. W. Garner, physiologist in charge of tobacco investigations of the United States Department of Agriculture, is expected to be at the meeting and discuss some features of the tobacco fertilizer problems. Frank B. Wilkinson, investigator of warehousing for the Bureau of Markets of the Department of Agriculture will discuss "The Standardization and grading leaf tobacco." The tariff matters will also be discussed and the cost of growing 1921, will also be brought up before the meeting. It is also expected that Congressman Fenn of this Congressional district, and who played an active part in the tariff issue, especially the tobacco schedule, will also be at the meeting.

The tobacco men of Suffield are considerably alarmed about the proposed abandonment of train service on the Suffield branch of the N. Y., N. H. & H. RR. If the proposition is carried out, growers will be greatly handicapped in getting supplies with which to grow crops with, and likewise the warehouses will be bothered in getting shipments out to their customers.

The Windsor Locks Tobacco Growers, Inc., has brought suit and attached property of Frank Martinelli. It is alleged that Martinelli in violation of his contract with the association marketed his 1918 crop direct instead of marketing it through the association.

L. B. Haas & Co., who are operating a warehouse in East Hartford on Broadleaf are employing about 75 hands.

W. K. Ackley, operating a warehouse for Nussbaum, Newfield & Co., has a full force working on Broadleaf and has considerable work ahead. Dave Nussbaum of the firm was up from New York last week on business.—X. Y. Z.

# Legal Lore

### This Will Interest You If You Ship or Receive Merchandise

I have before me the report of a case just decided which may be useful to both the readers of these articles who ship merchandise and those who receive merchandise. It creates an exception to the rule that when goods are sold f. o. b. the seller's store or depot, and the seller delivers them to the railroad, delivery is legally made at that moment to the buyer, and after that the goods are his, together with the risks of transportation.

The Meyercord Co. is a manufacturer of store signs in Chicago, Ill. It made a contract to deliver to a certain retail dealer 200 window signs. There was in the contract this clause: "As it is impossible to make the exact quantity, it is agreed that an overage or shortage not to exceed 10 per cent. shall be accepted as filling this contract."

In due course the Meyercord Co. delivered this buyer's signs to the Adams Express Co. for shipment, but instead of 200, or the 10 per cent. over or under, there were 297. The express company lost them; they never were delivered to the buyer. The Meyercord Co., therefore, sued the buyer to recover for 220 signs, on the theory that as they were sold f. o. b. Chicago, delivery to the express company at Chicago was delivery to the buyer, and if the goods were lost en route, the buyer must still pay for them, but could present a claim to the express company. The buyer refused to pay, and the case got into court. The decision was that the buyer did not have to pay because delivery to the express company or railroad is delivery to the buyer only when the goods delivered are in accordance with the contract. In this case the delivery was not in accordance with the contract, because that called for 200 signs, or 10 per cent. more or less, and the Meyercord Co. delivered 297. Read the following part of the decision; it is interesting:

"On November 22, the plaintiffs delivered to the Chicago office of the American Express Co., for transportation to the defendant, 297 window signs. The signs were never delivered to the defendant by the express company. Claim was made on the defendant for the price of 297 window signs, which amounted to $495. Defendant refused to pay. At the trial of the case the above stated facts were admitted and binding instructions were given to the jury to render a verdict in favor of the plaintiff for the price of 220 signs as per the contract (200 plus 10 per cent.).

"By the terms of the contract it will be observed the signs were to be shipped by express f. o. b. Chicago, and we think there is no question that if the signs had been shipped in accordance with the terms of the contract delivery to the express company would have been delivery to the defendant so far as the obligations of the plaintiff were concerned. But the signs were not shipped in accordance with the contract. The contract was for 200 signs, which might be increased to 220 because of the difficulty in this character of work of manufacturing an exact number of signs. By the terms of the 44th Section of the Uniform Sales Act, 'Where the seller delivers to the buyer a quantity of goods larger than he contracted to sell, the buyer may accept the goods included in the contract and reject the rest, or he may reject the whole.' In this case the buyer never had an opportunity to accept the whole or to accept the amount of his contract or to reject the whole. A delivery of the exact amount of the contract to the American Express Co. would have been a delivery to the buyer, but surely a delivery of a number of signs which he had a right to reject or accept, or partially reject and partially accept, could not be construed to be a delivery to him.

"Judgment is hereby entered in favor of the defendant."

The Uniform Sales Act referred to in this opinion is in force in practically all the States, and what is said of it here would therefore apply virtually all over the United States.

The point of the decision is that legal delivery to a buyer does not take place either indirectly or directly unless the goods delivered are what were ordered. If you sell certain goods f. o. b. your station and deliver something else, either in quantity or quality, to the railroad, you are not making a good delivery under the contract and the goods are yours until the railroad company delivers them to the buyer *and he accepts them.*—(*Copyright, Jan. 1922, by Elton J. Buckley.*)

## Dominican Tobacco Situation

WASHINGTON, D. C., Jan. 31.—American Consul W. A. Bickers, at Puerto Plata, has the following to say in connection with the Dominican tobacco supply and prices:

The 1920 Dominican tobacco crop, held by the Government, is in far better condition than might be inferred from previous reports. Less than 10 per cent of this tobacco is under average condition, and of this quantity only a small proportion is in very poor condition. On the other hand, there is some tobacco in excellent shape, so the average condition of Government tobacco would be about equal to that of the tobacco handled by the large export dealers of the country.

The military governor of Santo Domingo is authority for the statement that the quantity of tobacco remaining unsold in the country is estimated at not more than 20,000 serones. A serone is an oblong crate, weighing about 200 pounds. The remainder of the crop has been purchased at not less than the Government price.

### Low Price Affects Production in Tobacco

Before November 30 the Government had ceased to purchase tobacco, and private dealers were beginning to operate. Prices at that time were about 3½ cents a pound for tobacco delivered at the warehouse in Santiago. At this price the dealer can sell, f. o. b. Puerto Plata, at about 6 cents a pound. The Government was paying 5 to 7 cents a pound for tobacco ready for shipment, delivered at Santiago and other points on the railway. This price could not be met by private buyers.

The low price of 3½ cents a pound is having an adverse effect upon planting. The area devoted to the next crop will be little, if any, greater than the small acreage of the 1921 crop and only about one-half of the crop of 1920, when about 30,000 acres were devoted to tobacco culture.

### Buys Half Interest

UKIAH, Cal.—H. M. Upson has bought a half interest in The Hub, a cigar emporium, conducted by Souder & Brown, at 111 N. State street.

Facsimile of Package

LA TURKA
a
*Turkish Blended Cigarette*
packed
20
for
18
cents

La Turka Satisfies the Smoker

*Jobbers & Retailers Should Stock La Turka's They Sell*

SAMPLES CHEERFULLY SUBMITTED
PRICES ON APPLICATION

EXPORT TRADE SOLICITED

F. & E. SOTER CORPORATION

309 CANAL ST. NEW YORK

PARIS OFFICE: 15 Rue Villaret de Joyeuse, Paris (XVII)

TRADE
CANCO
MARK

THE SIGN OF BETTER CANS

AMERICAN CAN COMPANY

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

Dealers
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

ROSA DEL
RANCHO CIGARS
RICH IN SMOKING VALUE
Many Shapes Many Sizes
AMERICAN EXCHANGE CIGAR CO., Makers
1059-1061 Third Ave., NEW YORK CITY
119-21 So. 11th St., PHILADELPHIA, PA.

CIGARETTE FACTORY SUPPLIES
Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.
*Write or phone for quick service.*
New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820

THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37TH STREET
BROOKLYN, N.Y.
HIGH GRADE
CIGAR LABELS
AND
BANDS
170 WEST RANDOLPH ST., CHICAGO, ILL
723 BRYANT STREET, SAN FRANCISCO, CAL.


# Wisconsin Tobacco Prices Are Not Excessive

**The Weed is Selling for More, However, Than Typographical Errors Would Make it Seem—Below Zero Weather Interferes With Handling—Representatives of Some Large Interests in Field—More Activities in Northern Counties.**

EDGERTON, Wis., Jan. 29.—The tobacco prices for the 1921 crop are not good, but when you make me say in the last letter that prices run from 1 to 15 cents, and the greatest number of sales from 2 to 5 cents, I am sure that the Wisconsin growers will object, and the packers will think that you are having information from Greenland. Ten to fifteen cents, and twelve to fifteen, respectively, would have looked better and been nearer the truth, which, of course, your correspondent is trying to tell, except when the typewriter, or the printer's devil interferes (*or the proofreader be asleep at the switch*).

The first days of the week beginning Jan. 23 were so frigid that the buyers preferred to warm their sides at the steam pipe rather than to face 10 degrees below the zero mark. At that temperature bundles cannot be handled in an open shed anyway. After the weather moderated the Lorillard and Fendrich agents were again at it for binder leaf. Not fast and furious, but like a fisherman who on a day when the pike is biting, is taking his time in order to prolong the pleasure before he reaches the limit. The agents for the stemming interests, the Bloch Bros. and Liggett & Myers Co., are pursuing the same tactics to get the new low grades at 5 cents a pound, and the common run of the 1920 tobacco at 6 to 8 cents.

To date no other firm has started buying in the southern section of the state. The reluctance of the packers to tackle the job may be due to several causes. Many believe that by and by even desirable leaf can be bought for less than 12 to 15 cents in this section of the state. Some growers may sell at the lower figure, others may not. If the offers at 9 to 10, or even 11 cents should be attempted for sound and well cleaned crops, many growers will either assort and pack on the farm, or let the cooperative farmers' warehouses put up the tobacco for them. That there will be a number of sales around the 10 cent mark cannot be doubted, but that will be for crops of a soundness and quality not warranting a higher figure. Rather than again sell a crop of sound and decent quality for less than cost of production, the average grower will dispose of the cleanout for whatever he may realize on it, and hang on to the good end. His herd of Guernsey or Holstein cattle will take him through another season, even if he has to go through it with considerable inconvenience. This at least seems to be the growers' attitude just now.

In the northern counties tobacco is bought right along and the prices are holding as in the past for the respective grades offered, from 15 to 25 cents for the real article, though the 25 cent mark may not be touched quite as often as it was in the beginning of the season.

The 1920 remnant is also slipping away wonderfully well. The bulk goes to the stemmers, but cigar leaf men are also taking considerable; even some packings of this leaf put up on the farms have recently been bought at prices which have given the farmers some recompense for the labor they had in the packing of it.

The growers in sections where the crops of the two last years have been disappointing as money makers continue to talk strong for cutting down acreage and even ceasing to grow the weed. Many of them would be wise if they carried their vow into fulfilment; but we are suspicious of the firmness of their resolve. Many who on the day of an unprofitable sale declare most emphatically that "they are through," will next May, from sheer force of habit, begin to make the plant beds ready for another try. Few people can turn down the "gambling chance" of profit.

Despite it all, the feeling is better than it has been, and the hope of better times is budding in the breast of most of us. —STOKMAN.

## Opposed to Tobacco Tariff Reduction

WASHINGTON, D. C., Jan. 28.—Senator Thomas E. Watson of Georgia, had the following letter from Hiram L. Gardner, of Eatonton, Ga., read on the floor of the Senate in connection with a tariff on wrapper and filler tobacco:

"The cotton-mill industry of the South is intensely interested in the tariff proposed to be placed upon cigar-leaf wrapper tobacco, because of its effect upon the shade-cloth manufacture in this section, and it is extremely important to the cotton mills that Sumatra tobacco be kept out of this country as nearly as possible.

"Fifteen years ago the Cannon Manufacturing Co., of North Carolina, furnished about 2,000,000 yards of shade cloth to Florida growers and about 5,000,000 yards to Connecticut farmers. During 1919 the same company shipped about 25,000,000 yards of this cloth, and last season 32,000,000 yards were shipped to Connecticut alone, besides several million yards shipped to Florida. This gives an idea of the growth of the industry and will explain the necessity of protection. Connecticut and Florida are the two States interested in the growth of the tobacco, but every State where cotton is grown is concerned with that phase of the matter. This shade cloth is made up in tents, requiring about 5,000 yards to the acre. It is estimated by competent authorities that about $2,000,000 worth of this cloth was sold by the mills in the South last year, and as the tents can be used only one year you can readily see what it means to us.

"Two States where this tobacco can be grown can easily supply the entire cigar-leaf wrapper tobacco. If the industry is encouraged, of course, the cotton growers will be proportionately helped.

"If you can see your way clear to indorse and support the emergency tariff on wrapper tobacco, which is $2.35 per pound on wrapper and 35 cents on fillers, we will appreciate it, and we believe it much to our interest that this emergency tariff stand. We understand the House committee has recommended $2.10 on wrapper and 45 cents on fillers; but we are sure, from a most diligent study of the question, that it would be best to allow the tariff to be as stated above—$2.35 and 35 cents.

"It has been said, and we believe it to be true, that every bale of Sumatra tobacco that comes into this country makes unprofitable an acre of American tobacco, and as none of the Sumatra tobacco is re-exported, but all used in this country, we can see no reason why the American smoker should not help the American farmer.

"Of course this Sumatra tobacco is produced by cheap labor under the lowest possible living conditions, and it should, we believe, be prevented from coming into this country and underselling our American product.

"I am very much interested in this matter personally, and if you will discuss it with Senator Harris and Senators Underwood and Heflin, of Alabama, I will thank you so much.

"I am writing these gentlemen and sending to the Alabama Senators copies of letter written by Mr. Charles A. Cannon, of the Cannon Manufacturing Co., of Kannapolis, N. C."

# Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Anti-Tobacco Crusade Lost

(*Continued from page 27*)

for speculation for the theorists. They ponder over this revelation: old men have taken to cigarettes and women make no secret of their indulgence. Cigarette smoking is rapidly increasing. At least, that is what the cigar men say.

Snuff, jobbers say, is on the decline. The cigarette and cigar having supplanted its popularity.

Ten-cent brands are the popular choice of Tampa cigar smokers, according to local jobbers. "The 10-cent cigar of today is as good as the 15-cent brand of 1919," was the reply of a Tampa cigar man to the query, "How does the price of popular cigars compare with those in 1919?"

The high price mark for cigars was reached when the tax went into effect. Then there was but one classification for all grades of cigars.

With a change in the classification of the revenue stamps came better conditions, one jobber said. There are five classes of cigars under present regulations. These are: Class A, not more than 5 cents; class B, more than 5 cents and not more than 8 cents; class C, more than 8 cents and not more than 15 cents; class D, more than 15 cents, not more than 20 cents; class E, everything over 20 cents.

Requisites for popular choice, local jobbers say, a cigar must not only be a good smoke but must be pleasing to the eye.
—*Tampa Times.*

### Cigars and Pool

SEYMOUR, Wis.—Bickner & Sasse are to open a cigar and pool business here.

## Use These Selling Ideas

(*Continued from page 4*)

a store that Washington would have liked."

This sort of thing would be sure to attract a considerable amount of attention as it would not only give a new slant on Washington but would also give a different slant on the store's goods.

Of course if there are people in the city who are directly descended from people of revolutionary times it would be a fine thing for the store to secure their photos and to place these photos in the store window with little captions telling about their ancestors and calling attention to Washington's Birthday.

Cash-in to the fullest possible extent on Washington's Birthday this year.

And here's hoping that the ideas contained in this article prove to be of real value to you in doing so.

## Cleveland

(*Continued from page 15*)

699,825,367 cigarettes more than were manufactured in the corresponding month a year ago. Is the gain due to women smoking? Probably not. For cigars are going out about as fast as cigarettes gain and men seem to be smoking as much as ever."

So says the *Press*. But we see just as many cigars being smoked as ever. We note also that the *Press* has no statistics to prove that cigars are going out. Cigarettes probably have been gaining rapidly, but cigars seem to hold their own, at least.—HERB.

## Philadelphia

(*Continued from page 22*)

ing an advertising campaign. So busy has been this firm that it was only recently that it was able to fill the last of many large end-of-the-year orders, some extending back as far as October.

The Saymore Cigar Co., 1433 Ridge avenue, has now completed the deal through which it consolidated with the Sterner Cigar Co., of Hanover, Pa. W. Herbst, of the Saymore Cigar Co., will retain 50 per cent interest in the new organization. The firm features Saymore, Rose Adora and True Joy brands.

Meyer J. Lipman has just opened a cut-price stand in the *Bulletin* Building. He formerly was engaged in the sweater manufacturing business. Mr. Lipman previously had the Philadelphia agency for the Natural Bloom, made by Harry Blum of New York, but will discontinue the agency and will carry a full line of the nationally advertised brands.

José Alvarez, 2nd and Chestnut streets, who manufactures particularly for his own box trade, is bringing out a new brand, the Colonesa, a clear Havana which retails at $150 a thousand and up. It is produced in two sizes, the Perfecto and the Imperial, and encouraging sales already are reported.

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Porto Rico

| | Cases |
|---|---|
| *S. S. Edith* —Jan. 27 | |
| V. Martinez | 1 |
| G. W. Sheldon & Co. | 5 |
| *S. S. Porto Rico* —Jan. 31 | |
| | Cases |
| Porto Rican American Tob. Co. | 122 |
| United Cigar Stores Co. | 160 |
| Villar Lanza & Co. | 2 |
| Jose Pastrana & Co. | 2 |

### Tobacco from Porto Rico

| | Bales |
|---|---|
| *S. S. Sagua* —Jan. 30 | |
| Selgas & Co. | 41 |
| J. Cohn & Co. | 225 |
| Hamburger Bros. & Co. | 6 |
| Max Gans & Sons, Inc. | 36 |
| Julius Marqusee & Son, Inc. | 36 |
| | Barrels |
| Selgas & Co. | 100 |
| J. Cohn & Co. | 44 |
| Durlach Bros., Inc. | 148 |
| Hamburger Bros. & Co. | 57 |
| Pedro Costa | 90 |
| Bernard Judae & Co. | 10 |
| Villar Lanza & Co. | 50 |
| Max Gans & Sons, Inc. | 50 |
| Rosenstadt & Waller | 50 |
| Julius Marqusee & Son, Inc. | 167 |
| *S. S. Porto Rico* —Jan. 31 | |
| | Bales |
| P. Lorillard Co. | 200 |
| J. B. Lichtenstein & Co. | 78 |
| American Sumatra Tobacco Co. | 170 |
| Rosenthadt & Waller | 100 |
| Durlach Bros., Inc. | 150 |
| Leo Hirsch | 55 |
| Porto Rican American Tob. Co. | 10 |
| Stern, Mendelsohn Co., Inc. | 107 |
| Hamburger Bros. & Co. | 16 |
| Robert Gans | 4 |
| | Barrels |
| American Sumatra Tobacco Co. | 520 |
| Rosenstadt & Waller | 49 |
| Durlach Bros., Inc. | 205 |
| Leo Hirsch | 93 |
| Portocuba Corp. | 125 |
| Stern, Mendelsohn Co., Inc. | 120 |
| Max Gans & Sons, Inc. | 92 |
| Villar, Lanza & Co. | 24 |

### Cigarettes from Porto Rico

*S. S. Porto Rico* —Jan. 31
Porto Rican Amer. Tob. Co. ... 2 Cases

### Tobacco from Rotterdam

*S. S. Westerdyk* —Jan. 26
H. Duys & Co., Inc. ... 50 bales

*S. S. Ryndam* —Jan. 30

| | Bales |
|---|---|
| Herzog & Sarluy | 25 |
| Chas. J. Waxelbaum & Co. | 5 |
| H. Duys & Co., Inc. | 85 |
| John De Vries | 10 |
| | Cases |
| Cullman Bros. | 10 |
| Adolph Frankau & Co., Inc. | 1 |

### Tobacco from Nice

*S. S. Canada* —Jan. 27
Order ... 1 lot

### Tobacco from Glasgow

*S. S. Assyria* —Jan. 30
Irving National Bank ... 9 cases

### Licorice Juice from Catania

*S. S. Kossuth Ferencz* —Jan. 27
Dollar & Co. ... 4 half cases

### Licorice from Marseilles

*S. S. Canada* —Jan. 26
W. Schall & Co. ... 5 Cases

### Cigarette Paper from Bordeaux

*S. S. Pipestone* —Jan. 20
R. J. Reynolds Tobacco Co. ... 240 cases
*S. S. Californie* —Jan. 31
American Tobacco Co. ... 504 Cases

### Cigarette Paper from Havre

*S. S. La Lorraine* —Jan. 27
American Tobacco Co. ... 54 Cases

### Tobacco Pipes from Bremerhaven

*S. S. America* —Jan. 30
A. H. Ringk & Co. ... 1 Case

### Cigarette Tubes from Bremerhaven

*S. S. America* —Jan. 30
Globe Shipping Co. ... 1 Case

### Trying It Again

AMHERST, Wis.—John Droske has reentered the cigar, pool and billiard ball business here.

### To Establish New Business

MADISON, Wis.—S. P. Ba Rell is to establish cigar and pool business in the new Bank building.


**Clark "CUTAWAY"**
**Tobacco Baling Presses**
**The Chicopee Line**
**Tobacco Hoeing Machines**
**Bateman and Companies, Inc.**
**Grenloch, N. J.**

**TURKISH and GREEK**
**TOBACCO**
***Imported direct from Producers***
**American Commercial Co.**
**109 Broad St., N. Y. City**
Cable Address "Ocirema" Phone Broad 4620


## CLASSIFIED ADVERTISEMENTS


**"Ask who is ALONSO RIERA in Porto Rico"**

Growers, strippers, manufacturers of high grade cigars, manufacturers of brevas 4½" from $16.00 up, f. o. b. San Juan, P. R., Class A. Ask samples and prices from

**JAVIER ALONSO**
**Principal Office: P. O. Box 39, Tetuán 14, San Juan, P. R.**
**BRANCHES: Mayaguez & Ponce**

**FOR SALE**—1 Standard cigarette machine with cork tipping attachment; 1 Ludington cigarette machine, self feeder; 1 Himoff's tobacco cutter, size 12; 1 Himoff's tobacco cutter, size 7, with motor attachment; 1 circular grinder; 1 tobacco grinder, Rogers' make; 1 pouch making machine. All machines are in first class condition. YALE BREVADA & SON, 135 Grand St., New York.

**WANTED**—Jobber or big Retailer to handle our line of High Grade Havana Cigars or to have us make their own brands. We guarantee quality and a satisfactory price. Our capacity is 50,000 or more a day. Would consider proposition from first class house only. Address Box 491, Tampa, Fla. (Ybor City Sta.).

**FOR SALE**—Johnson's Resistant White Burley seed, both Standup and Drooping. Highest germination. Best quality and color. Northern Grown seed insures greater vitality and early maturity. Price $1.00 per ounce prepaid. Commission agents wanted.
**THE BIGGAR PELTON CO.**,
Leamington, Ontario, Canada.

**WANTED**, on commission only, salesman for club and city trade to sell high-grade all Havana cigars. An entirely new idea. Reply, stating previous experience, to Box 379, TOBACCO.

**FOR SALE**—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

**LANCASTER COUNTY, PENNSYLVANIA, as growers and packers since 1870. We are in a position to offer to the trade true value. Satisfactory service to both large and small manufacturers. Correspondence solicited. Samples submitted. IF IT'S LEAF TOBACCO WE HAVE IT. 1917-1918-1919 crops.**
**E. B. HAUENSTEIN,**
**Lincoln, Lancaster County, Pa.**

**AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.**

All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

**H. FENDRICH (Incorporated)**
**Evansville, Ind.** **Established 1850**

**H. DUYS & CO., Inc.**

*Headquarters for*

***Sumatra and Java***

***TOBACCO***

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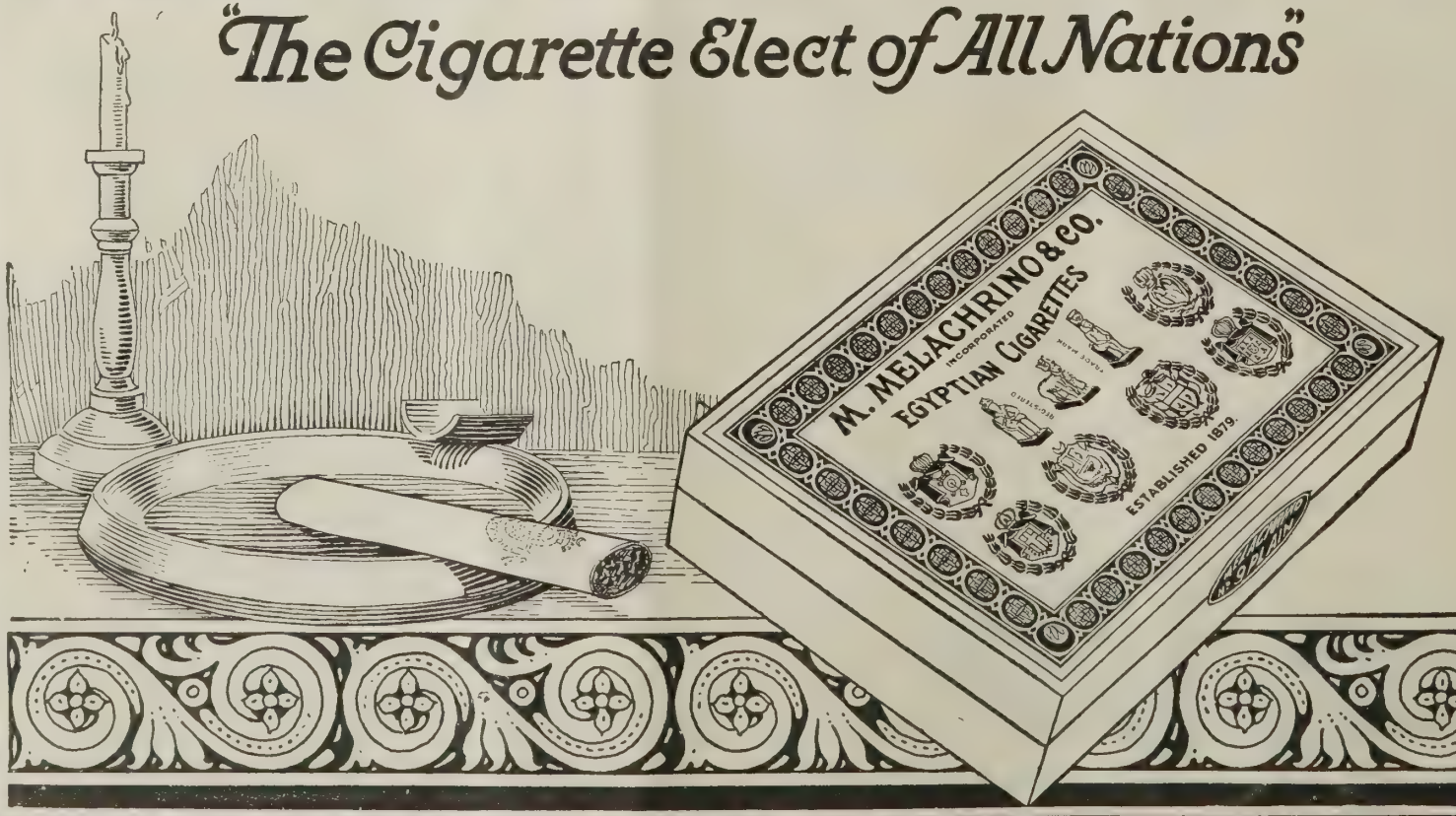


# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 15 NEW YORK, FEBRUARY 9, 1922 Per Annum $3.00 Per Copy 10c.


## Burley Association Making Important Sales

### Transactions Said to Run Into Large Figures—One Big Sale at Price Calculated to Bring Joy to Hearts of Grower Members—Interested Parties Decline to Talk for Publication—Information Comes from Excellent Authority.

LEXINGTON, Ky., Feb. 6.—It is reported here on excellent authority, though the parties to the transaction will not discuss it for publication, that the Burley Tobacco Growers' Co-operative Association has sold a considerable amount of tobacco to one of the big manufacturing companies at a figure that will bring joy to the hearts of the growers inside the association, for it is considerably above the average paid on any of the loose leaf floors that have been open since December 15.

Rumors as to the amount sold range up to 20,000,000 pounds and the price to 30 cents a pound, but neither President and General Manager James C. Stone, of the Burley Association, nor the officials of the tobacco company said to have made the purchase would make any statement other than President Stone's admission that "several sales have been made," and "that's what this association was organized for, you know, to sell tobacco."

President Stone declined to say how much tobacco had been sold, to whom or at what price. "We have sold some tobacco," he admitted, "and in large amounts, and we expect to sell some more pretty soon. That's exactly what the Burley Tobacco Growers' Co-operative Association was organized for—to sell tobacco, and we are selling it." James Pryor, of the Liggett & Myers Tobacco Co., which was reported to have been the purchaser, declined to discuss the matter or even to affirm or deny the report.

Director of Warehouses Ralph M. Barker, of the Burley Association, admitted that Liggett & Myers had "purchased some tobacco," but that was all he would say.

The report is given general credence here among tobacco men and the fact that the price is said to have been nearly 10 cents a pound above the price of the tobacco sold outside the association is not surprising when it was generally understood that the best of the tobacco grown in 1921 was under the control of the Burley Association.

The Burley Tobacco Growers' Co-operative Association announced in the trade papers the past week that it would be ready to sell the crop it controls "on and after February 3, 1922." The amount of the holdings of the association is variously estimated at between 190,000,000 and 200,000,000 pounds. The warehouses controlled by the association were thrown open to receive the tobacco of its members last Monday and millions of pounds were delivered, but the total was not available, nor the amount of money advanced on the tobacco delivered, but it was said that in every instance the amount advanced was larger than the total the crop brought the previous year, the advance being generally regarded as about half what the growers ultimately will receive for their crops.

Discussing this feature of the opening of the association floors to receive tobacco, President Stone said:

"One of the most remarkable features connected with the opening of our floors to receive tobacco of our members and advance money on them has been the fact that in every reported instance the amount paid to our members as an advance has been considerably larger than the total amount they received for their crops the previous year. In many instances, too, the amount paid to our members as an advance for a half crop pledged to the association has been as much, or nearly as much, and in a few instances more, than the other half, not pledged, sold for over the loose leaf floors.

"The members of the association are sitting steady in the boat, are happy and contented with the present situation and thoroughly optimistic and enthusiastic as to the future. I agree with Ralph Barker, who stated the other day that the growers would never go back to the old system of marketing. They never will."

The sale of tobacco by the association, if made as reported, is the largest single sale in the history of Kentucky, with one exception, that being the sale of close to 100,000,000 pounds held by the Burley Tobacco Society early in 1909. This sale followed the mutual marketing of the 1906 and 1907 crops by the Burley Society and the absolute cutting out of the 1908 crop, which resulted in considerable violence in some parts of the burley district; the scraping of plant beds, threats to those who insisted on the planting of a crop that year, and finally in the sending of troops by the Governor into disaffected portions of the State.

Early in the present market season President Stone issued a statement, in which he commended the association growers for their long patience this year, while their non-association neighbors went to market and received the cash for their tobacco. Not only has there been little feeling, if any, between association and non-association men, but the organization of the association was attended by none of the bitterness against the manufacturers which marked the old mutual agreement campaigns.

Quite a number of re-driers have been put to work on the leaf of the association on which it is expected to issue warehouse receipts for financing pur-

(*Continued on page 4*)

Important Members of the Burley Co-operative Association
Left to Right—Ralph M. Barker, director of the warehouses of the Association; James C. Stone, president, and Robert E. Beatty, warehouse manager for Fayette County, snapped at opening of warehouses.

## The Retail Tobacconists' Reception and Ball

The eleventh grand annual reception and ball of the Independent Retail Tobacconists' Association will be held at Leslies' Hall, 83d street and Broadway, New York, on Sunday evening, February 19. The festivities are to commence at 8 o'clock and promise to be one of the notable events of the season. Aside from the attractive social features of this brilliant affair, the fact that half of the net receipts will be donated to the associated charities furnishes an additional reason for a large and enthusiastic attendance.

The officers of the Independent Tobacconists' Association are: President, Louis Fresco; 1st Vice-President, B. F. Friedman; 2d Vice-President, Joseph Sorin; 3d Vice-President, H. Batavia; 4th Vice-President, Alfred Samuel; Treasurer, Fred. B. White; Secretary, Judge Henry H. Hunter, 45 West 34th street, New York. Directors, Sigmund Weil, L. Weinstein, A. Hirtenstein, I. Goldberg, William Mur, Leo. Rieders, Samuel Weinstein.

Tickets may be secured from the secretary or any of the other officers or directors.

## Internal Revenue Receipts

WASHINGTON, D. C., Feb. 8.—The Bureau of Internal Revenue has just issued its figures for the collection of tobacco products in December, 1921. The figures show that in that month the total tobacco collections amounted to $16,884,324.70 as compared with $15,439,370.98 collected in December of 1920.

Large cigars brought a revenue of $3,200,901.04 in December of this year as compared with $3,638,196.72 in the same month of last year.

Small cigars yielded a revenue of $66,433.05 in December of this year as compared with $71,070.00 in the same month of last year.

Large cigarettes were taxed $20,532.71 in December of this year as compared with $32,116.41, which was the amount of the tax in the same month of last year.

Small cigarettes were taxed $8,987,837.95 in December of this year as compared with $8,450,805.63 in the same month of last year.

The revenue collected on snuff of all descriptions in December of this year amounted to $536,059.13 as compared with $400,560.01 collected on the same commodity in December of last year.

Chewing and smoking tobacco was taxed $3,970,295.97 in December of this year as compared with $2,782,361.19 in the same month of last year.

Cigarette papers and tubes yielded a revenue of $65,467.16 in December of this year as compared with $36,504.37 in the same month of last year.

Floor taxes on cigars, cigarettes, tobacco and snuff amounted to $32,942.74 in December of this year in comparison with $25,188.57 in the same month of last year.

Additional taxes on cigar and cigarette stamps amounted to $170.66 in December of last year. Additional taxes on tobacco and snuff stamps amounted to $228.88 in December of last year.

Special taxes on manufactures of cigars, cigarettes, and tobacco amounted to $3,853.95 in December of this year as compared with $2,168.54 in the same month of last year.—LAMM.

## H. I. Durlach Passes Away

Henry I. Durlach, a member of the firm of Durlach Brothers, leaf tobacco importers, at 181 Water street, died on Tuesday morning. Mr. Durlach's firm was the pioneer in importing tobacco from Porto Rico, and brought in the first shipment of leaf from that island some twenty-three years ago. He was a prominent and popular figure in the leaf district. He is survived by his widow, two sisters and a brother, Milton Durlach. The funeral services take place at ten o'clock this morning at the Hotel Hamilton, 143 West 73rd street, his late residence. The interment will be private.

## Going into Advertising

E. F. Ames, advertising manager for Wm. Demuth & Co., 230 Fifth avenue, New York, is planning to sever his connections with the big manufacturers of pipes and smokers' articles, about March 1, and expects to engage in the advertising business. Mr. Ames will be succeeded by Jacques Bader, formerly in charge of the pipe department of the Metropolitan Tobacco Co. of New York.

## Burley Association Making Important Sales

(*Continued from page 3*)

poses, but it is the expectation of President Stone that the larger part of the sales by far will be made in Winter order, saving the association the expense of re-drying and storing.

### Additional Inquiries for Tobacco

Additional inquiries for Association tobacco were reported to the board of directors of the Burley Tobacco Growers' Co-operative Association this afternoon by President James C. Stone. The board was in session practically all afternoon; went thoroughly into the situation in the burley district; set the first Wednesday in each month at 10 o'clock in the morning for regular meetings, and then adjourned subject to the call of the president.

### Enthusiastic

President Stone said after the meeting that the directors were all enthusiastic over the conditions and prospect, that he had had a number of additional inquiries for the tobacco controlled by the association and that "we shall be selling tobacco now right along."

Reports made by all the directors indicated that the members were entirely satisfied with the situation, with the advances on their crops and the grading and that, aside from the green types, tobacco over the district was of better texture and freer of houseburn than in the central territtory.

### Optimistic Reports

O. C. Ellis, of Ohio, and Martin L. Harris, of Indiana, brought optimistic reports from their states. Both said that satisfaction was general and that news of the first big sale had been received with pleasure but no surprise by their growers.

"We have felt all the time," said Mr. Ellis, "that our affairs were in competent hands. As Mr. Stone truly said: 'That's what this Association was organized for,' referring to the sale, "and the tobacco growers, as well as the directors of this Association, have unlimited confidence in the ability of President Stone to take care of the situation. You may say that Ohio growers are satisfied with results and that none of those who have delivered their tobacco have received less as an advance than their whole crops brought last year."

Mr. Harris said the growers of Indiana were enthusiastic and pleased with the prospect for better conditions throughout the district.

**Interior scene, Growers' Warehouse, Lexington, one of Association plants, with half million pounds of tobacco on floor. Manager Morgan J. Gentry (with basket ticket in hand), right foreground**

## First Burley Subsidiary

LEXINGTON, Ky., Feb. 4.—The first of the warehousing corporations, subsidiaries of the Burley Tobacco Growers' Co-operative Association, to be organized in the burley district, was formed Friday at a meeting in the offices of the Burley Association on South Broadway, John C. Noel, of Frankfort, being elected president; James M. Caldwell, of Paris, vice-president, and Reuben F. Offutt, of Georgetown, secretary-treasurer. The authorized capital is $1,485,110, of which $110 is common stock, which may be increased as the $1,485,000 of preferred stock is retired, which must be one-fifth on June 30, 1923, and a similar amount each June 30, thereafter until and including 1927.

The principal place of business is Lexington and the greatest indebtedness the corporation may incur is placed at $2,295,000. It is to be known as the Central District Warehousing Corporation and authorized to "carry on the trade or business of receiving and storing agricultural products and to construct the plants necessary to the handling of the same as a public warehouseman under the laws of the State of Kentucky."

The corporation also is empowered to lease or purchase any property it may find necessary to its business, to issue warehouse receipts for property stored with it and to guarantee the same under State laws, to borrow money and to make advances to persons delivering agricultural products to such warehouses.

The common stock is issued only to members of the Burley Tobacco Growers' Co-operation and the preferred stock "to any person, firm or corporation" but it has no voting power in the affairs of the corporation.

The preferred stock pays 8 per cent dividend, which is cumulative, and the articles of incorporation also provide for serial income bonds, if desired, to total $810,000. The concern is to begin business as soon as the necessary legal preliminaries are disposed of and the life of the corporation is placed at twenty years. Directors and officers are to be elected by the stockholders on the first Monday in October in each year.

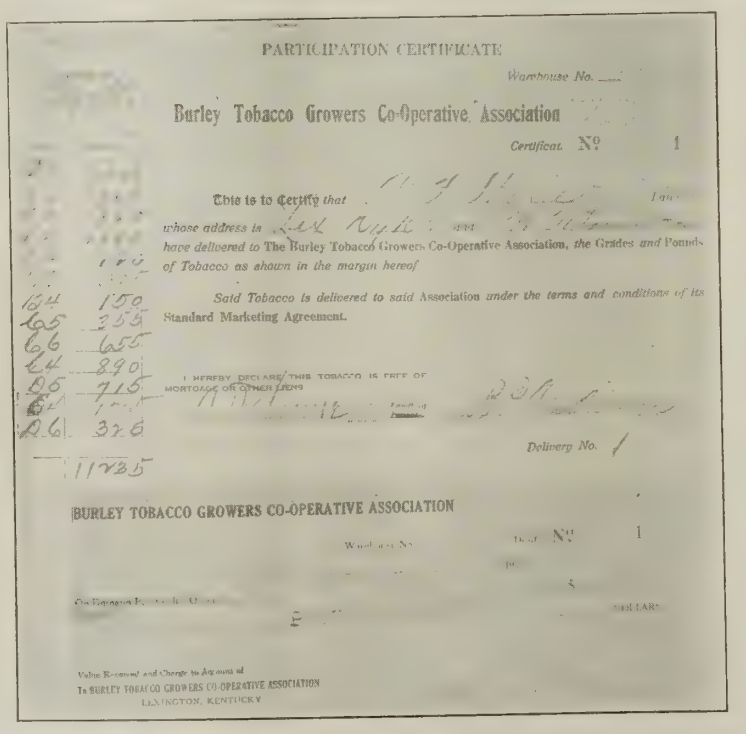
### The Incorporators

The directors signing the articles are B. E. Allen, of Lexington; Woods Walker, of Paint Lick; Robert S. Walker, of Versailles; John C. Noel, of Frankfort; J. H. Baughman, of Danville; R. J. Denny, of Nicholasville; W. A. Arbuckle, of Richmond; Jim M. Caldwell, of Paris; W. C. McDowell and J. Sherman Porter, of Lexington, the latter two temporary directors, who will retire soon to give place to two others chosen by the growers in certain sections of the district.

Assistant General Counsel Virgil Chapman presided at the meeting and read the articles of incorporation which were unanimously approved. The formation of the subsidiary corporation and its acquirement of public warehouses, which will follow immediately, will qualify the Burley Tobacco Growers' Co-operative Association to do business with the War Finance Corporation on its warehouse receipts.

## Old Distillery Converted into Warehouse

LEXINGTON, Ky., Feb. 4.—The old Eminence Distillery, where many a barrel of the "real stuff" was manufactured in the days before prohibition came into the law of the land, and which has been the cause of some controversy with Federal officials since that time, has become a tobacco delivery warehouse of the Burley Tobacco Growers' Co-operative Association and all day Monday members of the association in Henry county hauled their tobacco to the plant and received the advance agreed upon for the various grades previous to the opening of the houses of the Association.


PARTICIPATION CERTIFICATE

Warehouse No. ____

Burley Tobacco Growers Co-Operative Association

Certificat. No 1

This is to Certify that

whose address is

have delivered to The Burley Tobacco Growers Co-Operative Association, the Grades and Pounds of Tobacco as shown in the margin hereof

Said Tobacco is delivered to said Association under the terms and conditions of its Standard Marketing Agreement.

I HEREBY DECLARE THIS TOBACCO IS FREE OF MORTGAGE OR OTHER LIENS

Delivery No. 1

BURLEY TOBACCO GROWERS CO-OPERATIVE ASSOCIATION

Warehouse No

No 1

Value Received and Charge to Account of
To BURLEY TOBACCO GROWERS CO-OPERATIVE ASSOCIATION
LEXINGTON, KENTUCKY

**Fac-simile of first check and participation certificate issued to a Burley tobacco grower by a co-operative marketing association. The payee is A. F. Shouse, prominent Fayette County, Kentucky, farmer. The advance on this crop was not so large as on many others delivered in Lexington, which ranged from 10 to 20 cents a pound. Mr. Shouse's average was $9.95 a hundred pounds**

## St. Louis Trade Shows Signs of Normalcy

ST. LOUIS, Feb. 4.—There is a normal trade reported by jobbers and retailers in cigars and tobacco. Compared with the same period last year, there is not much difference. February trade opened well and from indications, it will continue. An optimistic feeling prevails everywhere.

### Making Maiden Debut

Ed V. Marlin, who is now representing V. Guerra, Diaz & Co. in this territory, is out on his first trip. He is now "doing" several towns in Indiana, where, according to reports he has sent in, is being very satisfactory. His trip to Chicago, where he went direct from St. Louis, at the start, was very satisfactory.

R. B. Smee, who has been assistant manager for the cigar department of Scruggs, Vandervoort & Barney, has resigned. Who will succeed him, and what Smee intends to do, is not yet known.

### Prominent Visitors

Several well known cigar representatives have been here recently, placing their goods. Among them were Louis Cahn, of the Consolidated Cigar Corporation; Joe Marks, of the McKee-Marks Cigar Co.; Alex. Frieder, of S. Frieder & Sons, and G. E. Lewis, of the American Cigar Co., not forgetting to mention Julius Klorfein, who is boosting his big card, the Garcia Grande, for which the Stickney-Hoelscher Cigar Co. is the distributor.

A campaign on White Owls, by the General Cigar Co., is now under way.

### Notable Displays

Among the various displays seen in the windows of the leading retailers, are the Gonzales & Sanchez, in the window of the Stickney-Hoelscher Cigar Co.; Tadema, by Moss & Lowenhaupt Cigar Co.; Reginella, by Chas. P. Stanley Cigar Co.; El Belmont, by Wm. A. Stickney Cigar Co., and the Prima Nueva, by Dengler & Hatz.

## Jersey City Tobacco Salesmen Organize

JERSEY CITY, N. J., Feb. 7.—Tobacco salesmen of Jersey City and vicinity, representing the houses of I. W. Gruenberg, Jersey City Tobacco Co., Hudson County Tobacco Co., etc., met and organized the Tobacco Salesmen's Association of Jersey City, N. J. Temporary Officers were elected. They are: President, Herbert H. Leshaw; secretary, Irving Wertheim; recording secretary, Paul V. Goldberg; treasurer, Morris W. Gruenberg; sgt. at arms, Bernard Westerman.

A press committee was appointed by the president. All the boys who attended the meeting came imbued with a wonderful spirit and a desire to make a big success of their undertaking. There is no doubt that success will be the result of their efforts because their purpose is a good and noble one: "To conceive principles governing the best possible relationship between tobacco salesmen and their employers and the trade and among themselves; and to live up to these principles to the best of their ability."

## George M. O'Neil Now President of Tindeco

George M. O'Neil was recently elected to the presidency of the Tin Decorating Co., of Baltimore.

Mr. O'Neil's promotion came after two years of service as Sales Manager and Vice-President of the Tindeco organization.

Previous to his association with that company, Mr. O'Neil was for several years Secretary and Treasurer of Colliers' and at an earlier date was associated with the publishers of Town and Country.

### Buys Business

OCONTO, Wis.—Wesley Hall has purchased the Wesley La Court Cigar and billiard parlor business.

# Baltimore Banqueters Expected to "Smoke Some"

**Various Events Scheduled for Current Month—Much New Advertising Matter Being Displayed—Smokers of High Grade Pipes in Camps—New Falk Gratis Deal—George Filling, Sr., Restauranteur, Passes Away.**

BALTIMORE, Md., Feb. 6.—February is known around these "diggins" as the banquet month, and from the number of affairs already scheduled, it will run true to form this year. Among the organizations to make merry around the festive board are Traffic Club, Retail Druggists Ass'n. (Rennert Hotel), Bank Clerks, Advertising Club (Southern Hotel), Grand Jurors Ass'n. (Emerson Hotel), Real Estate Board (Century Roof). Smokes will be furnished by the hotel in some instances, while at the other affairs the cigars and cigarettes will be supplied by a local dealer.

Distributors of cigars, and local agencies of large tobacco and cigarette corporations have received a quantity of new, spick and span advertising matter, which is being displayed to advantage. Some excellent window trims of El Roi-Tan, Muriel, Nacirema, Chancellor cigars, Condax, and Beechnut cigarettes are silently telling their message to the public.

### High Grade Pipe Smokers

Retailers in the down-town section are noticing new faces whose owners are enlisted men and officers from Camp Meade. While on the other side they were educated to smoke high grade pipes, and they are boosting the sale of good pipes here.

### Want Bonus Plus Beer

The Veterans of Foreign Wars in the State of Maryland are solidly in favor of a bonus for ex-service men and offer no objections if the sum be raised by a tax on light wines and beer. Many are of the opinion that tobacco is already heavily burdened and cannot bear any increase in taxes. Not only that, but they will get their bonus by the other means and have the "light stuff" to drink, too.

Now that a number of heretofore idle men have been employed by the City to remove the heavy snow from the streets, Fred. R. Pausch, 440 N. Gay St., expects this condition to have a stimulating effect on business. He is well prepared to meet their requirements with a complete stock of cigars, cigarettes, chewing and smoking tobacco.

### Popularity

Although one of the newest, the Oriole Billard Parlor, 1711 N. Charles St., is one of the most popular, due to its splendid equipment and location. Muriel, El Reposa, La Preferencia, El Producto, and El Roi-Tan cigars are among the best sellers at the stand.

### Good Combinations

The splendid sales efforts of Jerry Goodman, and L. Davidow, coupled with attractive prices, are putting across in fine style the special inducements offered by the Segal Drug Co., 8 N. Calvert St. Prominently displayed are City Club, Davis Hand Made, Popper's Eight Center, Boucher Perfecto and El Producto.

Hawley Orlando Staright Smoker at 8c, two for 15c, is receiving a "heap" of attention at Frank Nichols' stand, Baltimore and Light Sts. Howard Nichols and J. Crook are disposing of a consignment of ejector cigarette holders in bang up fashion. All brands of cigarettes are selling big here.

Abe Blumberg (Falk Tobacco Co.), is busy notifying retailers of the gratis deal on Falk's Serene mixture. If Falk has to open a new factory to supply the demand for Serene you will know who is responsible.

Another familiar figure in restaurant circles passed away this week, when Geo. Filling, Sr., died on Tuesday. The place of business at 9 N. Gay St., will very likely be continued by his two sons.

Having disposed of all stands formerly operated by him except the one in the Munsey Building, B. I. Jaffe is now able to devote more time in developing his box business. Harry Cohen manages the stand in the absence of Mr. Jaffe and is very popular with the patrons.

### Jobbing Branch Discontinued

Leathers, Wood & Co., of Greensboro, N. C., have discontinued their branch here, formerly located at 20 E. Lombard St. They were distributors in this territory for Meditation, Councilman, Ottina, Popper's eight center, and La Perennia cigars.

### Fortunate Escape

Mr. & Mrs. Wm. Boucher, Sr., narrowly escaped serious injury when several coaches were derailed on the train carrying them South. Fortunately no one was hurt, and all arrived at their destination in fine shape. While in Cuba, Mr. Boucher will buy Havana leaf tobacco and cigars.

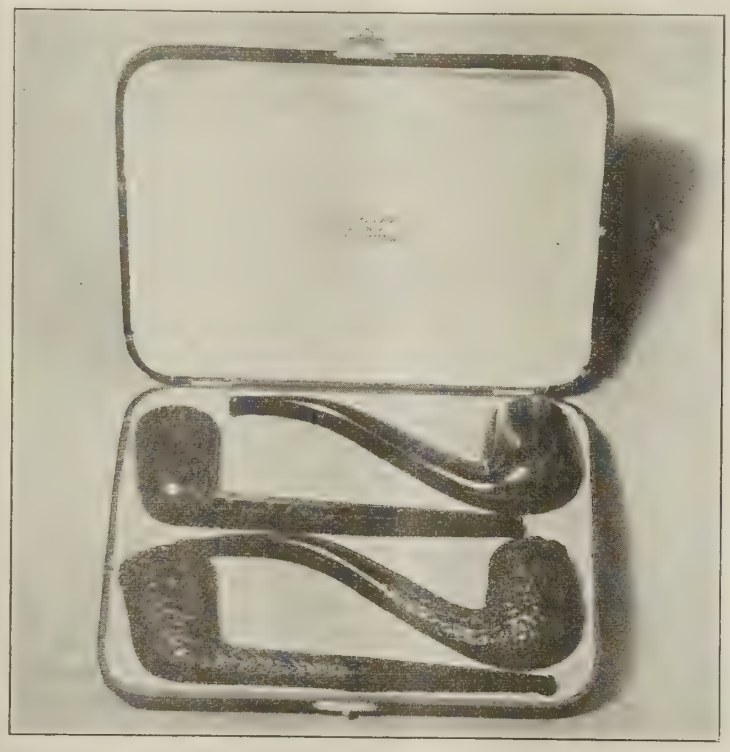
### Featuring Pipe Tobacco

Convinced that the number of pipe smokers is steadily increasing, S. J. Purzer, Calvert & Center Sts., is featuring this week a timely display of various brands of smoking tobacco in 8 oz. and 16 oz. humidors.—ORIOLE.

## Dunhill Pipes Property of Prominent People

The pipe which President Harding was smoking with such evident enjoyment when he entered the rooms of the National Press Club recently was one of a set of four presented to him a few weeks ago by Alfred Dunhill of England. The roots used for the President's pipes were 100 years old, the choicest among the Mediterranean bruyère from which pipes of this class are made. The President's set is one of the finest in the United States. There are two straight-grain and two shell bowls, and the workmanship is exquisite.

Lloyd-George and Marshal Foch are other examples of world leaders who smoke a pipe. The British premier is constantly seen with his, and during his recent tour of the United States Marshal Foch seized every opportunity to take his pipe from his pocket for a few puffs.



Four Beauties Presented to President Harding by Alfred Dunhill, of London

# Nothing Up-State But Snow, But Trade Will Dig Out

**Valentines Now, Business Later, Sure!—Doc Prince Chaperones Ed Kelly—Hotels Crowded Too Much for Harry Alces—Perhaps Al Groom Ought to Sell Fire Insurance—Advertising Looks Good to Bill Faust—Burton Holmes Travels.**

NEW YORK STATE CAPITOL DISTRICT
Valentine-Week, 1922.

"Then yuh ain't got it nothink to do, unnerstan me, except monkey with them there comic valentines, hey!" spluttered Sam Ash, still trying to make the January merchandise accounts o' Stubb & Ash, Inc., show a red-ink surplus, anyway. "Mebbe yuh might send yuh'reself one, showin' a see-gar feller makin' a profit outa this here business, y'unnertan!"

"Gosh darn it, Sam, as a-optimist you shine like a tin foil cigaret wrapper on a dirty cigar store floor!" congratulated Jim Stubb, going right on with the important work o' mailing an appropriate lace-and-gold Valentine to each registered member o' the Hot Chair Club. "All your kicking on current trade, Sam, is just about so useful as a last night's theatre seat check to a ticket speculator!"

### So Kelly Meets a Prince, Eh?

"Yes, no use complaining about business," coincided Edmond Kelly, placing his Horace R. Kelly & Co. sample selections o' Manila cigars where he could keep an eye on 'em. "It is bad, and it is good. Depends where you go. Right here it is rotten, you say. Alright, move on a few miles and it is worse—or better. In some towns it's really good, and improving daily.

"Why, even here in the Capitol District, I have sold nice bills to jobbers C. L. Hulett & Co., Troy, and the Bruce Macdonald Co., Albany. And, at the Bruce Macdonald place I met a very fine chap named Prince. He tells me he's a direct descendant of a hero o' the Helderberg War—and a fine judge o' Manila cigars!"

### Crowded Out, Says Harry Alces

"Well, there must be a war on, or something, in Albany," figured Harry G. Alces, also putting his La Plaza specimen smokes where the Hot Chair Club could see, but not swipe 'em. "For, try as I did, there was no suitable room in town tonight at any decent hotel. Perhaps it's the legislative rush. Anyway, I'll have to go on now to Utica on the 10.45.

"But I've already seen all the leading cigar jobbers here. They all say the same thing—slow. It is much better in Philadelphia, where I was last week. But I anticipate big things from my western trip, under way, because I have some excellent over-size goods in this La Plaza brand for the popular ten and fifteen cent prices."

### No, Not a Fire Sale, but——

"Uh-huh, yuh gotta give 'em sizes today, Harry," approved Sam Ash, not yet thru with his P & L statement o' liabilities and disbursements for the perusal o' the Hot Chair Club. "An' not only big value, unnerstan me, but piles of advertisin', too!

"Some such idear Al Groom has, I bet yer. For, the other day while he was up north, a fire broke out in Hudson Falls. Made the same sorta sensation, y'unnerstan, which one o' them there weekly million dollar blazes makes it in Troy. An' Al used to be a volunteer fireman or somethin' in Troy, unnerstan'.

"So, the next mornin', before the fire had cooled down much, there was Al in the ruins, tackin' up Chesterfield cigaret posters all over the dump. Crowds came to see the wreck durin' the day, unnerstan', an' there was Al's job right on grand stand view for the multitude. Sure, some o' the cloth Chesterfield signs got singed a bit, but that made 'em more realistic to the mob out front!"

### Bill's Back in Bond

"You can't do too much advertising," agreed Bill Faust, dropping his Fitzpatrick & Draper grips right in the center o' the Hot Chair Club as he returned from a week's work. "We find that out every day in our campaign on F & D and Monogram cigars.

"Not only are we using the local newspapers, but all other forms of store and attractive display. This has already resulted in some very nice business, and we are preparing for more lively work than ever just so soon as the roads open up and we can operate in the country towns to better advantage."

### Snow Always Melts in the Spring, Tra La!

"Yep, Bill, we-re all waiting for Spring!" assented Jim Stubb, putting a stamp on the last batch o' mail of the week-end. "And it's my impression that there'll be more cigar men on the highways this season than ever before.

"You can see how this is at the State Automotive Registration Bureau for new 1922 number plates, right here in this city. Never were the commercial cars numbered in such volume, and the Auto Show, now going on at the State Armory, attracts just as many business men in search of economical vehicles as it does of the chow-dog type, looking for prosperity-pleasure limousines and touring cars."

### How Did Burton Holmes Travel?

"Is that so? To the Secretary o' State yuh must go, then, for so much information," sneered Sam Ash, at last putting the E. & O. E. finishing touch to his balance of errors on the cash book. "If this is gonna be such a M'Kinley boom, unnerstan' me, mebbe even yuh should travel for business as that there Mister Burton Holmes goes about for education, hey?

"To listen to such talk, unnerstan, I bet yer a crooked stogie yuh should also be one of them there travelin' men which can hardly resist the temptation to detach that there return coupon on yuh're ticket, instead o' waitin' for the conductor!

"Yuh're idear o' prosperity, unnerstan' me, is to see a see-gar store floor covered with see-gar-bands, nu matter how long they been layin' in the dirt waiting' for a dust-pan!"—THE SMOKER.

### In Bankruptcy

DETROIT, Feb. 4.—Oliver M. Teninty, dealer in cigars and confectionery, at 3454 Dix avenue, has filed a petition in bankruptcy. Liabilities are stated as $4,554; assets, $2,000.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, FEBRUARY 9, 1922.

## SALES MANAGEMENT AND RESULTS

There is no better rule for a sales manager than the "golden rule." "Do unto others as you would have them do unto you." This will bring the closest relationship and with it loyalty and the best there is in a man, and when a sales manager has that he has won his men to him and his organization will prove of the greatest possible value to his company as well as to himself.

There are some sales managers who seem to think that the higher above the salesman they can appear, the loftier their attitude, the more attractive their rule, the more results they will get from their men.

These men are more difficult to reach than the heads of large concerns. What the salesmen think of such sales managers may not be printed here, and the only reason they remain in the organization is for the dollars they are getting out of it. The autocratic theory might work in the promotion of ideals where the commission paid the salesman was sufficiently attractive to hold the men in the organization, but for the building of a modern, up-to-date sales organization it is antiquated, out of date and has its place with old time business methods of the Dark Ages, where every business transaction was measured only by dollars.

Today we are standing and relying on business courtesy, honesty and justice; a dollar's worth of goods for every dollar, and satisfaction guaranteed. These kinds of dealings make friends and loyal customers. These standards of business must be inherent in the sales manager and he must be in such close touch with each and every salesman that he transmits to them these principles that make for permanent success in his organization. This cannot be done successfully in an autocratic manner by an autocratic sales manager. To receive justice we must be just, to receive courtesy we must be courteous; to receive satisfaction we must give satisfaction. If you would have friends you must be friendly. If you want all these qualities in your salesmen in order that they may succeed, they must of necessity first be in you. "The stream cannot rise higher than its source."

Our work cannot overtop our ideals or our ambitions. The sales manager should be the ideal of his men. To fill such a place is the ambition of every live salesman.

A sales manager is a general without subordinate officers, hence he must come in direct touch with each salesman under him; hence, the closest relations are a necessity if he is to succeed in a large way. Every man must be made to feel that he has a personal friend in his superior—the sales manager.

No fixed rule can be followed by a sales manager in his dealings with his men, for no two men are just alike, and to better understand men you must come in close contact with them; to deal with them in mass must of necessity bring about a loss of efficient effort, which can be overcome by having a close personal knowledge of each man and through that knowledge get from his efforts the maximum of results.

Salesmen should be imbued with the idea of winning friends. To do this they must be clothed with the garb of courtesy, politeness, kindness and generosity. This makes their customers feel a kindly interest in them. Their earnestness and enthusiasm secure for them recognition. There are qualities that make them salesmen, and they should get the qualities from the sales manager, for every sales manager is sending out himself every day through his salesmen—his friendliness, his integrity, his sense of fair dealing, his kind of justice. These, with many other reflections, are going daily to the trade through his salesmen and must reflect their chief.

Setting good example is not enough. It should be an attractive example, one that if you saw it in another it would attract you toward that person.

All the qualities that should be transmitted from the sales manager to the salesmen cannot be done by proxy, cannot be done in an autocratic way. Democracy must govern. Close personal contact is the only way it can be done if one is to build permanently.

To instill into every salesman the idea that every act performed for his house, every sale made, must be made with one thought in mind:

"Will that satisfy the customer? Will it bring him as loyal friend of the house? Will it bring him back again satisfied? Will it give him confidence in the house and in me?"

These are the tests that the sales manager must first make before he can hand them on to his salesmen and they must be that part of him that he wishes reflected each and every day through his salesmen, and in order to do it he has to live with them and be a part of them if they are to reflect him. No autocracy, but instead a complete democracy, so that the sales manager can truthfully say, "whenever you touch one of my men you touch a salesman and a gentleman as well."

## SWEDEN PROHIBITS IMPORTS

The Swedish government has placed a temporary embargo on the import of tobacco goods, effective January 7. This is purely an economic measure, deemed necessary in view of the disastrous situation in which even countries that were neutral during the war are finding themselves in at the present time. Tobacco seems to be the goat upon whose back low-brow politicians calling themselves statesmen who seem to be unable to wiggle out of the mire into which they have plunged humanity, will place their own sins. Tobacco, evidently, is to be the dog on which the experiments of 2 x 4 economists are to be tried. Isn't it about time that consumers, producers and taxpayers should join hands and chase the politicians to Halifax, before their industries are ruined and their taxes are raised to the strangling point?

## SMOKING TENDS TO REDUCE HEFT

Smoking tends to cure obesity, according to Dr. Binz, the famous pharmacologist. If you smoke before eating your appetite is less ravenous and you will be less inclined to indulge. Dr. Binz has made a number of experiments which prove his contention. It is known that, during the war, soldiers who were almost famished would no longer feel the pangs of hunger after smoking a cigarette. Smoking, in other words, dulls the appetite. Those inclined to overeat, therefore, will do well to enjoy a smoke before sitting down at the table. Alcohol, too, dulls the appetite. Since alcohol has been banished in the United States, the proverbial country of overeating, smoking should be a welcome substitute for those burdened with a disproportionate abundance of weight. If used moderately, tobacco is a harmless cure for obesity, as Dr. Binz testifies.

## THE LANTERN IN DARK TIMES

Two Wrigley factories in Brooklyn and Chicago are turning out an average of 43,000,000 sticks of chewing gum a day.

Advertising built up this tremendous business. Wrigley had to have a gum that pleased the public taste, of course, but he had lots of competitors who were supplying that. He has surpassed them because he understood—and they did not—the value of advertising.

Emerson's theory must be revised somewhat today. You may make a better mouse-trap than anybody else, but the world won't beat a path to your door unless you let the world know about it. Men and women are too busy to go hunting after you in the wildnerness when there are many competitors making a slightly inferior mouse-trap who advertise its good points day after day in the magazines and newspapers.

Advertising is the lantern that finds business in dark times.—*Lancaster Examiner-New Era.*

## MAY STOP TOO SOON

Carload of Tobacco Reformers headed for the Pacific Coast, says a newspaper article, observes the *Market Status.* May they keep right on going.

## ENGLISH CIGAR IMPORTS

Since the 20 per cent ad valorem duty on imported cigars has been abolished by England, imports are increasing. During last October they amounted to £34,958, compared with £3,681 during October, 1920. But the amount is still far below the peace time figure, which was £90,751 for October, 1913.

## FIRST WRITER ON TOBACCO

Many smokers know about Ponce de Leon, the Spanish soldier, who almost discovered the island of Eternal Youth, and a great many more, perhaps, know about Roman punch. At least they had a practical knowledge of it before the advent of prohibition and may have retained a theoretical knowledge in the form of sweet recollections. But who is Romain Ponce? He was a Spanish monk who accompanied Columbus on his second expedition and remained behind on San Domingo. He was the first writer on tobacco. This monk Ponce was the first white man to describe the smoking habit. He found the natives enjoying the smoke of a plant they called "cohobba" or "guioja." The natives smoked the leaves by putting them into the one end of a pipe which had two forked tongs on the other end. The two horns of this piped dilemma the natives put into their nostrils and they reversed the more modern method of blowing the smoke through the nose by drawing it in though the nostrils. And the forked pipe the natives called what to the Spanish monk sounded something like "tabako" or "tobacco." Perhaps if mankind had adhered to the original method of smoking, today nose specialists would be less in demand, for the neglected practice of inhaling through the nose has caused a lot of trouble and is a constant source of income for many a doctor.

## CIGAR STORE MUSIC

A poet tells us, says the *Evening Telegram,* the music of bells lightens our hearts. This is especially true of the little bell on the cash register.

# Try These Ad. Ideas, Mr. Tobacco Dealer

By FRANK H. WILLIAMS

It is quite frequently the case that tobacco stores do mighty little advertising outside of window displays, window cards and cards in the stores. The very nature of the business done by a tobacco store is such that the business comes to the store without advertising.

But it is also true of the tobacco store business, just as it is true of nearly every other line of business, that advertising will be effective in bringing more business to the store, provided the advertising is of the right kind.

It is, therefore, the purpose of this article to suggest some advertising ideas to tobacco dealers which they can use to good advantage in getting more business for their stores.

Let us first consider an easy and productive stunt in direct mail advertising which could be used by the average tobacco store.

As a general thing in the average store there are times during the course of the day when business is slack and when the employees stand around the store with nothing to do. When this is the case why wouldn't it be a good stunt for the owner of the store to give postal cards to such employees with instructions to send out the cards to their personal friends with messages about some of the especially attractive things being offered by the store?

Such messages might be written in pencil and might read somewhat like this:

"You told me to tell you when we had something special to offer.

"Now we've got it—a fine, dandy cigar that used to sell for ten cents and now sells for six cents.

"Come in at once and get yours."

These messages should, of course, be signed by the name of the tobacco store per the name of the salesman writing the card and should also carry the address of the store.

It would be almost certain that the store would get a considerable amount of added business as the result of sending out fifty or a hundred cards of this character. The recipients of the cards would feel that the cards were personal messages from their friends in the store and would, therefore, feel much more like taking advantage of the offer than if the advertisement came to them in regular printed form.

That's one way in which to make direct mail advertising for the tobacco store particularly effective—give it a personal touch.

This sort of a stunt could be worked again and again by the tobacco store with good results. In fact a monthly offer of something special which would be called to the attention of regular patrons by means of post cards pencilled or penned by the salesman, would be a mighty good thing. And if the store would only make up a list of regular patrons and see to it that each of these patrons got a card of this character at least once a month, the results would be very satisfactory indeed. And the best part about this kind of advertising would be that it would be so very inexpensive. The only cost would be the cost of the postal cards. And the number of cards sent out would be regulated entirely by the amount of time the salesmen could devote to the writing of the cards.

So much for an effective and inexpensive way of cashing in on direct mail advertising. And now for some of the stunts the tobacco store could do with newspaper advertising.

The most important factor in making newspaper advertising effective in selling goods is in making folks read the advertisements and be impressed by them. Big space alone is not essential to success in newspaper advertising although it is, of course, exceedingly effective in getting the attention of readers. But for the average tobacco store the small advertisement which is full of pep and which is different from the other advertisements in the paper is especially effective.

For instance, suppose that the tobacco store uses merely an advertisement that is one column wide by four inches deep. And suppose that the store makes this advertisement read in this way:

"IS YOUR NAME JIM?

"If it is, we've got something for you.

"We are going to celebrate JIM day, in honor of the birthday of our proprietor, all day tomorrow. And the way we're going to celebrate is by giving a ten per cent reduction on all boxes of cigars or cartons of cigarettes purchased from us tomorrow by men who bear the name of Jim.

"Be sure to come to our store tomorrow—Jim Day.

"James Smith Tobacco Store,

"44 Main street."

Such an ad as the foregoing would be sure to attract the attention of a lot of men and it would be sure to bring a lot of Jims to the store as well as other men. And it is altogether probable that a number of men would claim to bear the name of Jim who didn't really do so but who would want to get in on the reduced price. And, of course, the store should worry about this as it would be mainly anxious to sell more goods and not merely to serve the Jims.

Any special event, such as the birthday of the store or the birthday of the proprietor, or the hiring of a new salesman, can be made to yield cash returns for the store by the aid of newspaper advertising. Of course the store might cash in on the events by means of window display advertising and store cards without the use of newspaper advertising at all, but with the aid of newspaper advertising the store would give a lot more prominence to the events and would reach a greatly increased circle of men with the result that more men would come to the store.

That's the great value of newspaper advertising to the tobacco store. Theoretically every man in the city is a prospective patron for the store, but actually only a small percentage of the men in the city are really patrons of the store. But by newspaper advertising the store presents its special events and offerings to all the male readers of the newspapers and in this way the store has a much greater opportunity of interesting a big percentage of all the men in the city than if it merely used window cards and store cards.

Now as to the way in which the store might use newspaper advertising to cash in on the advent of a new salesman. In such an event the store might use a small ad reading like this:

"Have you met RED yet?

"Red's at our store, shaking hands with old friends and making new friends now.

"He's our new salesman. Come in and get acquainted with him and let him show you how he sells goods. You'll like Red."

This sort of advertisement would be entirely different from all the other advertisements in the newspaper and would have a personal touch which would be exceedingly effective in arousing the interest of men and in making them want to come to the store. Also it would please "Red" immensely and make him anxious to secure as many new friends as possible. All of which would be a mighty good thing for the store.

The more of a personal touch the tobacco store proprietor can give to his advertising the more effective that advertising will be. A little study and effort will generally point the way for doing this. And once the tobacco store proprietor has done some advertising along this line he will be so satisfied with the results secured that he will feel like keeping it up all the time.

Don't simply be content with whatever business just naturally comes to you. Go after more business by means of direct mail advertising and by means of newspaper advertising.

Get all the business you ought to have. Start now to do so.

### Stag Cigar Store

ABERDEEN, S. D.—John Dietlein recently purchased the Stag Cigar Store in this place.

## "Talk" of McAdoo as Leader for Tri-State Growers

HENDERSON, Feb. 4.—A rumor that is as completely without foundation or traceable to any authority as it is likely of being developed into fruition, has reached here, that many men in the tobacco association would like to have William G. McAdoo, former Secretary cretary of the Treasury in President Wilson's Cabinet, and at the same time director-general of the nation's railroads, as the managing head of the Tri-State Association. A man living here, who is one of the leaders in the campaign in this county, and who has been perhaps as active as any man in the county in its behalf, said a few days ago that he had heard the rumor that Mr. McAdo would be asked to accept the leadership of the Association. He was at a conference of State officials of the organization in Raleigh several weeks ago, at which time delegates were in attendance from several sections of Eastern North Carolina. One of these, he said, had told him the rumor had reached his part of the State, but no one could be found to whom it could be credited. A lieutenant in the divan of the higher rank was questioned by the local citizen in that respect, and he said that he had also heard it.

There has been no man and no group of men thus far who had authority to offer the job to McAdoo or any one else, and this, of course, puts the "quietus" on the tale at once. It may be that such a proffer would be made to the former railroad "czar," but no one believes McAdoo could be persuaded to forsake his movie berth, together with the other supposedly lucrative practice he is enjoying in New York City to devote his entire time to selling several hundreds of millions of pounds of tobacco at a price that would be satisfactory to all hands. Some months ago there was a tale going the rounds that Julian S. Carr, Jr., of Durham, had been approached by no less an authority than Aaron Sapiro himself as to taking over the leadership. Whether the Durham hosiery mill and knitting magnate would consider such a proposition is also problematical, but it is a certainty that the filling of this job is one of the really big tasks ahead of the permanent officers of the organization when they take charge of affairs.

### Small Attendance at Election

The election on Monday of this week to choose district delegates for the cooperative association brought only 85 growers. The terrible weather, including two feet of snow on the ground, made it well nigh impossible for farmers to come 20 to 25 miles to have a voice in the choice of the district lelegates. The snow being so general, the State authorities at Raleigh ordered the continuation of the balloting for the whole week, ending at noon today in all counties. Each county chose one district delegate for every million pounds of the weed that was signed.

Observations after the election of delegates showed that out of an approximate membership of 1,400 growers who have signed the contract in the Association, only about 600, or less than half the total number, voted. The results were the same, with one exception, as the choice made by the 85 men who voted on Monday. It is said that there are about 400 negro farmers in the county who have signed the contract, and of these about 50 cast their ballots in the primary election during the week. The only negro on the ballot polled 134 votes, but was not elected. Twice as much strength came to him from white farmers as from colored growers, their action being due to a desire to give the negro farmer this much representation.

## Internal Revenue Report for December

WASHINGTON, D. C., Feb. 4.—The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of December, 1921. (Figures for December, 1921, are subject to revision until published in the annual report.)

| Products | Dec., 1920 Number | Dec., 1921 Number |
|---|---|---|
| Cigars (large) | | |
| Class A | 119,334,440 | 150,970,682 |
| Class B | 148,353,487 | 106,688,605 |
| Class C | 217,745,076 | 191,602,916 |
| Class D | 16,652,932 | 10,724,998 |
| Class E | 4,040,200 | 3,676,608 |
| Total | 506,126,135 | 463,663,809 |
| Cigars (small) | 47,380,000 | 44,288,700 |
| Cigarettes (large) | 4,459,813 | 2,844,965 |
| Cigarettes (small) | 2,816,818,050 | 2,995,934,873 |
| | Pounds | Pounds |
| Snuff, mfd. | 2,225,333 | 2,978,106 |
| Tobacco, mfd. | 15,457,561 | 22,057,104 |

Note: The above statement does not include tax-paid products from Porto Rico and the Philippine Islands. This information is shown in supplemental statement following.

**Tax-Paid Products from Porto Rico for the Month of December**

| Products | Dec., 1920 Number | Dec., 1921 Number |
|---|---|---|
| Cigars (large) | | |
| Class A | 5,692,925 | 3,964,675 |
| Class B | 89,300 | 904,035 |
| Class C | 3,958,050 | 7,673,150 |
| Class D | 16,652,932 | 10,724,998 |
| Class E | 4,040,200 | 3,676,608 |
| Total | 9,847,025 | 12,748,060 |
| Cigars (small) | | 500,000 |

**Tax-Paid Products from the Philippine Islands for the Month of December**

| Products | Dec., 1920 Number | Dec., 1921 Number |
|---|---|---|
| Cigars (large) | | |
| Class A | 7,557,568 | 10,490,618 |
| Class B | 1,378,225 | 1,004,160 |
| Class C | 1,489,401 | 66,188 |
| Class E | 25 | 5 |
| Total | 10,425,219 | 11,560,971 |
| Cigarettes (large) | 800 | 6,800 |
| Cigarettes (small) | 117,640 | 11,110 |
| | Pounds | Pounds |
| Tobacco, mfd. | 170 | 96 |

## D. Emil Klein Co.

D. Emil Klein, who recently retired as president of the Consolidated Cigar Corporation, has secured the building 436 to 440 91st street, New York, and has formed the D. Emil Klein Co., with a capitalization of $250,000. The new company will manufacture the highest grade cigars wrapped with Sumatra and shade grown tobacco.

Associated with Mr. Klein, who was the new company, are Morris Edelman, who will be factory superintendent, and James H. Torrens, executive director. The new concern will, it is stated, manufacture the Overland brand, a Havana filled and Sumatra wrapped cigar, long popular in New England. Other individual brands will be manufactured and the factory will later bring out its own brands.

The building which the D. Emil Klein Co. occupies was built for a cigar factory and was formerly occupied by the T. J. Dunn Co. It is now being renovated and brought fully up-to-date.

### Wholesale Business

RACINE, Wis.— J. F. Brosh has engaged in the wholesale cigar and tobacco business at 304 Sixth street.

## Burley Growers' Association and Tenant Farmers

LEXINGTON, Ky., Feb. 6.—"There seems to be some misunderstanding as to the meaning of the statement made recently that landlords would be presumed to control the crops grown on their land in 1922, and thereafter," said Chief of the Field Service Division Joseph Passonneau, when asked in regard to just what official effect the application of that clause of the marketing contracts would have on control of tobacco grown for the next five years on the lands of members of the Burley Tobacco Growers' Co-operative Association.

"Tenants who belong to the Association, of course," said Col. Passonneau, "should be in the same position in the future as they are in this year, insofar as their relationship to the Association is concerned. Nothing should be done to lessen the interest of loyal tenant members in the organization. But landlords belonging to the association can not legally rent land to non-members upon a crop-sharing basis.

"I believe it would be a good policy for landlords to refuse to rent land to tenants who are unwilling to sign the association contract, but in the event that this can not be avoided it will be legally necessary for them to make such contracts with their tenants as to provide for the control and sale of the tobacco remaining absolutely in the hands of the landlord.

"To avoid any possible difficulty, however, it will be much more preferable for landlords to insist upon having all their tenants join the association. In short, so far as the association is concerned, its relationship with tenant members will always be on a par with its relationship with landlord members, but in the future landlords should guard against making contracts with their tenants which in any way can be construed as being in opposition to their contracts with the association, which provides that all of the tobacco they control, directly or indirectly, must move through association channels."

## Federal Reserve Report

WASHINGTON, D. C., Feb. 7.—The Federal Reserve Board in its monthly summary of business conditions has the following to say regarding tobacco:

"The markets in Virginia and North Carolina were closed from December 20 until after New Year's Day. Subsequent sales have been comparatively light, due to unseasonable weather for the preparation of the leaf for market, but the warehousemen estimate that about 80 per cent of the year's production has already been sold. Prices of Burley tobacco not signed up by the Growers' Co-operative Association, have averaged materially higher than in 1920. The association expects to open the selling season in a short time. The cigar leaf market in the Philadelphia district continues dull, and movement of the Lancaster county crop has not yet begun. Cigar manufacturers in the district are now in the midst of their usual Winter inactivity, factories with few exceptions being closed down during the latter part of December for the purpose of taking stock. Many plants, particularly those of the smaller firms, are still closed. The demand for cigars is exceedingly light, and orders in most cases can be filled from stock. Both manufacturers and retailers in the Richmond district reduced prices on most cigarettes and some cigars during the second week of January, and some price reductions have been announced in the Philadelphia district."

## Metal Cigar Containers

John U. Lemmon, the veteran salesman of the Tin Decorating Co. of Baltimore, has made a careful study of the cigar and tobacco industry.

Having been in the decorated metal business for over a quarter of a century, and having placed on the market over 10 million boxes to various cigar and tobacco manufacturers in the States of Maryland and Pennsylvania, Mr. Lemmon declared that a great many of our manufacturers have suffered quite a loss in the last few years from worm eaten cigars.

Mr. Lemmon says, "I have spoken on this subject to several of the larger manufacturers and find that the brands in which worm holes were discovered were not packed in metal boxes,—as a matter of fact the metal box preserves the cigar, holds its moisture and aroma and the cigar is always nice and fresh when ready to be smoked.

"Nothing is more provoking to the smoker than to find a worm hole in his cigar. The manufacturer can guard against this occurrence, as it has been the ruin of many a brand, and has caused the loss of a great amount of money.

"I recently spoke to one of the largest manufacturers of cigars and tobacco in my territory, and was informed that the loss on worm holes in cigars was over $125,000 a year; he also expressed the opinion that metal containers for cigars were 100 per cent perfect.

"In walking into a retail store, a few weeks ago, I asked the man behind the cigar counter to let me have a cigar,—one of the most popular cigars of today, and which has always been packed in metal containers. After he handed me the cigar, I asked him what he did with the boxes after they were emptied. He said, 'Why, I have from 15 to 20 customers on the waiting list, willing to pay anywhere from 20 to 35 cents apiece for these metal cigar boxes.'

"This certainly indicates that the metal container is of some value to the smoker after the contents have been consumed and will at least not go to the wood pile."

## "No Tobacco Day" Set By Arkansaw Governor

LITTLE ROCK, Ark., Feb. 3.—Governor McRae is hot after tobacco users, and to-day predicted that tobacco, like the whisky traffic, will see its end before many years. He issued a proclamation designating March 17 as no tobacco day, and requested citizens of the state to assume the leadership in a movement to enroll public schools and colleges in the campaign of education against the use of tobacco in all forms.

"Believing that the widespread use of tobacco is a slow and insidious destroyer of the fitness of the race," the proclamation said, "that its general use by men and women from their youth up, generation after generation, is contributing to unmistakable and certain degeneracy, to say nothing of the loathsomeness of the habit and its great expense to mankind. I feel that organized society should find methods to check its use and avoid the dire effects.

"I believe that the people of this enlightened time will yield to the persuasions of kindly warning and logical caution with regard to the use of tobacco in all its forms. I feel sure that it is a subject for educators and moralists, rather than for courts and statutes. If the tobacco evil is to be combated successfully, the people must be led into the light of reason; they must be induced to renounce tobacco voluntarily rather than driven from it by penalties of the law."

## Making Progress

R. F. Donovan, of Benito Rovira Co., cigar manufacturers of 315 East 62d street, is calling on the trade in Arkansas. Maurice Robinson was in Detroit last Friday. J. B. Rovira leaves shortly for the Pacific Coast, going direct to Los Angeles, and will visit San Francisco, Portland and Seattle. He plans to be gone about five weeks. The Company's business has been pretty good, and has improved in the last fortnight.

### Offering Beautiful Bright Leaf

N. Macon, of the Farmers Leaf Tobacco Co., Henderson, N. C., arrived in New York Tuesday and proceeded to interview cigarette and smoking tobacco manufacturers. He is stopping at the Hotel Astor.

## Larger Profit-Sharing Dividends

The United Profit Sharing Corp. has declared two quarterly dividends of 15 per cent each, one payable April 1 to stock of record March 9, and the other payable July 1, to stock of record June 7. This places the stock on a 60 per cent annual basis.

Stockholders at a special meeting approved a plan to change the par of the present shares from 25 cents to $1. There are authorized 2,000,000 shares of capital stock, 25 cents par, and under the plan 500,000 shares of $1 par will be substituted therefor. Shareholders may exchange their stock at the Guaranty Trust Co. on and after February 10, receiving one share of $1 par for each four shares of 25 cents par surrendered.

When this exchange has been completed, it is the intention of the company to pay 5 per cent monthly instead of 15 per cent quarterly. The company has been paying 20 per cent per annum.

## Chicago Leaf Tobacco Notes

CHICAGO, Feb. 4.—Along Chicago's "Tobacco Row" during the past week there has been a more optimistic attitude. Leaf merchants of the city say that business is beginning to pick up and that their representatives on the road are sending in orders, which, while not heavy in volume, are indicative of a better tendency among the manufacturers they are calling upon.

It is said here that the larger manufacturing cigar plants are all pretty well stocked with leaf and that this class of houses will not be in the market for some little time. However, the smaller manufacturers are now in the market and the majority of them have cleaned up their surplus stocks of leaf left over from the Christmas rush.

This cleaning up of surplus leaf was one of the things which the Chicago leaf merchants spoke fluently of during the early weeks of January. They said then that business would not be real good and take on an even trend until this surplus had been worked off the shelves of the manufacturing plants. Now it is said, many of the manufacturers who are listed in the smaller category are in a position to buy for immediate production and this situation among the manufacturers is one, in the opinion of some of the leading merchants here, which will bring about a better business sooner than anything else.

Travelling representatives of the trade who have recently been in the city to get samples or to complete a trip have brought with them some encouraging reports of activities among the manufacturing cigar establishments through the middle west. Some of these plants are said to be running over time. The non-union plants are said to be doing well for the most part and some of these are of a fairly good size.

The local business being done by the leaf merchants in the city is said to show a lot of room for improvement. But it is also said here that this trade is picking up gradually.

## Says China Offers Tobacco Men Chance

MANILA, P. I., Jan. 2.—That there is great possibility of profitable investment in the tobacco business in China particularly in Hongkong in connection with the tobacco industry in the Philippines is the news brought to Manila by Hilario Castro, who has been engaged in business in Hongkong for 13 years. Mr. Castro arrived in Manila recently in company with his wife and children.

Mr. Castro is connected with the Orient Tobacco Company in Hongkong, which was once a branch office of the El Oriente, a cigar and cigarette factory in Manila. Since it was transferred to the Belgian capitalist seven years ago, it has ceased to be a foreign branch of the El Oriente factory.

According to Mr. Castro, China affords an opportunity for every business man who intends to make investments in the tobacco business in that country. He believes that the proper thing for the Philippine government to do is to give encouragement to the local industry so that those engaged in it should have sufficient resources to warrant the opening of a foreign branch office.

## Maysville Market Stronger

MAYSVILLE, Ky., Feb. 3.—There was approximately 100,000 pounds of non-association tobacco sold at the two houses at Maysville today. The market was much stronger than yesterday.

Sales by houses follow:

Gray's Warehouse—Pounds sold, 31,375; high price, $75; low price, $30; average, $18.85.

Liberty—Pounds sold, 62,120; high price, $60; low price, $1; average, $2.76.

## From Mercer to Canal Street

The American Salute Cigar Co. has moved from 119 Mercer street to 94 Canal street, where Louis Klein, president of the company, says they will operate both a retail and wholesale cigar business in addition to their established factory.

## Moved to Philadelphia

PHILADELPHIA, Feb. 4.—P. C. Fulwiler & Bro., who recently moved their cigar factory from York, Pa., to 907 Sansom street, this city, are getting things to rights, and expect to shortly be operating with 150 to 200 hands regularly. H. N. Norton states that business with them has been very satisfactory.

### To Teach Planters

The legislature of the Palatinate has appropriated a large sum of money for spreading knowledge regarding tobacco planting. A number of experts will be engaged who will travel from town to town and teach tobacco planters the most up-to-date and scientific methods of cultivation.

### Dutch Protest Against Invasion

Dutch cigar manufacturers have petitioned their government to protect them against the German invasion. Cheap German cigars are threatening to put the Dutch cigar industry out of business. The invasion is the natural consequence of the rate of exchange-calamity.

### Discontinues Store

MILWAUKEE.—The United Cigar Stores Co. has discontinued its store in the Caswell Block.

### Clear Out Dead Stock

When the tobacconist learns he has goods too long and are ceasing to be attractive, it were wise to offer these to patrons at a reduction. Tell the customer the reason you are selling such goods cheaper. As a rule he will not be averse to buying. It will provide you with a chance for making more room for other and newer goods, and in general serve to keep your store in an up-to-date condition. Shelves that contain dead stock only take up valuable space. A little more attention to your shelves, naturally, will repay you well in the end.

## What He Says About "Tobacco"

Honorable Francisco M. Zeno, Senator for the Sixth District of Porto Rico, Cidra, P. R., says:

"Allow me to congratulate you heartily for the success attained by your Review in the publication of the special number dedicated to Porto Rico.

"Undoubtedly, your Review TOBACCO has performed a brilliant feat which deserves the gratitude of this island and should be highly appreciated by all those persons interested in the Porto Rico tobacco business, including the consumers in the United States who for the first time receive direct information relative to the rich product of this country in such an interesting and reliable manner."

# Chicago Has Hope of More Positive Recovery Soon

**Various Good Signs in Business—In the Main at Present a Waiting Situation—Buyers Cautious and Hesitate—School Board Puts Damper on Cigarettes in High Schools—Price Cutting Continues to Disturb Equanimity of Windy City.**

CHICAGO, Feb. 4.—While there are various good signs in business, no development of activity along broad lines has yet appeared. The belief that trade and industry would suddenly revive after the holidays was not held by many interests, but hopes of a more positive recovery in the not distant future is expressed in most quarters. In the main it is now a waiting situation, with buyers cautious and hesitant, and commitments chiefly to cover nearby and well defined requirements, exceptions to this condition are not lacking, being disclosed in some textile divisions and elsewhere, yet operations of magnitude continue comparatively infrequent.

### Bans "Fags"

"A High School Decalogue," style of 1922" was promulgated by the Chicago Board of Education this week. High School students must not smoke cigarettes under the new instructions that have been sent each school.

### A United Offer

The United Cigar Co. stores offered free, 1 package of Ricoro Infantes with each purchase of 4 packages for $1.00.

### Lord Baltimore Campaign

Just received news that Heinemen Bros., of Baltimore, will on Feb. 15 start a local newspaper campaign in which they will feature their 10 cent Lord Baltimore cigar. Lord Baltimore is packed in cans and is distributed here by the Wm. A. Vorhauer Co.

### To Open Shortly

Jack King, Inc., will in a few days open their new store at 806 East 63rd St.

### On the Printed Pages

In the newspapers are seen the ads of Piedmont, Chesterfield, Fatima and English Oval cigarettes, Girard, Cinco and La Resta cigars.

### A Change of Quarters

Fernandez & Fernandez, Tampa manufacturers have moved their Chicago offices from 186 N. La Salle St., to 222 North State St. Jacob M. Rosenberg, the head of the firm, is in full charge of the local offices.

### Time to Show Spirit

"Now is the time to be wide awake." The unsettled business conditions have many a dealer "up in the air." The falling off in sales the past 10 days is very noticeable and much complaining is heard. This condition cannot last very long, so let's all show our Chicago "I will" spirit.

### Department Store Offerings

The L. Klein, department store offered the 2 for 25 cent size of Robert Burns, Chicago Motor Club and El Setti cigars at $2.50 the box of 25. Camel cigarettes at $1.40 a carton of 200.

### Condax Display

The Couthoni store in the Woods Theatre, shows a very fine display of Condax cigarettes.

### Shriners to Smoke Jose Grande

The cigar that will be smoked this month by the Shriners at their monthly meeting is the Jose Grande, made by Harris & Son Cigar Co. The order was booked by the Miles Cigar Co. and was for several thousand.

### Cut Prices

Strewe's Department store at Lincoln and Belmont Ave., now offers cigars at cut prices. This week they featured in the newspapers 10 cent La Azora at $2.75 the box of 50.

### Cyrilla Cigars

Julius Fernbach, head of the Julius Fernbach Co., Chicago and Tampa, states that their Cyrilla cigar is selling bigger than ever, now that it is made in Tampa. The Cyrilla Corona Chica size, packed in tins and now retailing at 15 cents, have a very large sale in Chicago.

### Cut Heart Out of Prices

Tebbetts & Garland, 16-18 N. Michigan Ave., offered a month-end cigar sale that made the trade "sit up and take notice." Lozano La Fayette, 15 cent size went at $4.95 a can of 50. All imported Perfectos, at $6.88 for 25. La Corona Corona or Hoyo Hoyos, 25 for $11.88. Bock Panatelas, 50 for $9.40. Besides these they offered many sizes of the well known La Duse of Coral-Wodiska; Antonio and Cleopatra, of the Havana-American Co., Tom Palmer, La Venga, Lucius, Garcia Grande, La Palina and Harvester at almost cost. There is a move on here by the local trade not to feature the brands of any factory or local jobbing house who continue to sell this firm and have the brands offered through larger newspaper ads at cut prices that cannot be met by other dealers if they want to exist. Tebbetts and Garland are retail grocers and it is only the lack of organization and association on the part of the local trade that lets such conditions as this live. Organization would soon make Mr. Jobber and Mr. Manufacturer stop selling their brands to "cut throat" dealers.

### Swinging Into Home Base

Herb Mesick, who has been making a swing around his territory is due at his Chicago office in a few days. Herb has secured some very fine orders for Cuesta, Rey & Co.'s brands this year.

### Showing His Line

Adolph Sechbach is calling on the dealers, showing his Tampa made clear Havana, D. A. Garcia and Andres Diaz brands, that are sold by several of the larger dealers, hotels and clubs.

### Stepping Around the Loop

Ernie Jacobson, of Wm. A. Vorhauer & Co., is stepping lively these days with his Cinco and Garcia Grande lines. Jake covers the loop and I will say he is some looper.

### Going Ahead of 1921

At Sprague, Warner & Co.'s, it is said that there is no let up to the sale of John Ruskin and Flor de Melba cigars. The sales so far this year are far ahead of the same period of 1921.

A special discount is being offered the trade on Lozano cigars by Nathan Fox Co., when purchased in quantities of 2,500 or more.

### Flor De Jeitles

Sam Meyers, of the American Exchange Cigar Co., called to show his new 5 cent Flor De Jeitles cigar. We understand he closed with one of our large jobbers who will place Flor De Jeitles with the trade.

### In Windy City Again

Wm. Best, and Frank H. Harwood again paid the Chicago branch of the General Cigar Co. a visit this week.

The Schulte stores ran a big sale of Gato's Cressida in the Gold coast, 3 for 50 cent size, at 2 for 25 cents. The Box of 50 for $5.90. This sale created a lot of bad feeling among the dealers who offer this size at $8 a box.

### Withdraws from Partnership

Joe Charnis has withdrawn as a partner in the Lyons Cigar Co., retailers at 132 N. Wells St. B. Lyon will continue to operate the store.

### Say Cigar Cutters Must Go

Cigar cutters which adorn many cigar counters in the city are to be placed under the ban. The City Council states that they are a spreader of disease germs and have to go. The resolution has now been placed in the hands of the committee on public health.

### An Unmatched "Butt"

One Tacoma, Wash., cigar clerk recently was unable to fill an order of a local woman who wanted to buy a box of cigars as a surprise present for her husband. The woman, the clerk said, came into the store with the butt of one of her husband's half smoked cigars. "Please match this," she asked. "I did not dare take a whole cigar for fear he would discover the loss, and I want my purchase to be a complete surprise." It couldn't be done.

### Going Some

Gus Jacoby, of Ryan & Raphael Cigar Co., is at it again. He has just closed a deal with the Inter-State News Co., of New York, and the Union News Co., of Chicago, whereby Lucius clear Havana cigars will be featured in 2,000 stands from Chicago to New York. The deal was closed with Mr. Boyd of the Inter-State on his visit here recently and Mr. Walsh of the Union News Co.

George Chaffee, with the great jobbing house of Stone-Ordeau-Wells Co., Duluth, Minn., paid Chicago a visit this week.

### A Repeater

Nathan Elson, of the Nathan Elson Co., paid Davenport, Iowa, and Omaha a visit a few days ago. Their Ben Bey is a fine repeater with the trade in these two cities.

### Excited

Mort Mammer has gone to Omaha to make a connection for the E. H. Gato Cigar. Mort is all excited over the new Gato goods.

### The Big Deal Consummated

A few issues back we stated that Clarke Cutler, of the Nathan Elson Co., was about to close a very important deal in Milwaukee. We now announce that the E. R. Godfrey Son's Co., wholesale grocers will act as distributors for the Ben Bey cigar in their territory. This is the biggest cigar deal that has been closed in Milwaukee this year. Ben Bey is a fine Havana filled, Java wrapped cigar and comes in sizes from 2 for 25 cents and up. The opening order ran into six figures.

### Likely to Be Heard from

W. A. Erdmann, formerly with the Yahr-Lang Drug Co., is the new cigar department manager of E. R. Godfrey Son's Co., Milwaukee. He will be first assistant to J. D. Godfrey of the firm. Well schooled in the cigar business, Erdmann, assisted by 36 salesmen is bound to cut a big figure in the cigar business of the Badger State.

### Cabinet Finos Meant

One item appearing in our issue of Jan. 26 stating Charles The Great cigars in the corona chica size had been reduced from 3 for 50 cents to 15 cents was an error. This should have read Cabinet Finos.

Jack Planco, of Ruy Suares & Co., stopped in on his way to the western coast to visit his Planco distributors.

### Back from Milwaukee

Robert Brunton is back from Milwaukee. Bob has charge of the Falk Tobacco Co.'s interests in the Middle-West, with headquarters in Chicago.

### Taken Larger Space

The Nathan Elson Co., on account of increased business, has been forced to secure larger offices and has rented space on the 5th floor at 19 So. Wells St.

### To Move May 1

Walter Woolfson, the cigar jobber, now located at 222 North State St., will on May 1, move to Room 319, 19 So. Wells St. the present headquarters of the Nathan Elson Co.

E. P. Oakes left for Kansas City and western points to call on the Gato distributors.

Ed Larkin, the Twin Cities representative of the Robert Bacon cigar made by the San Telmo Cigar Co., of Detroit, paid Chicago a visit this week.—H. L. H.

## Kinston Tobacco Sales

KINSTON, N. C., Feb. 4.—E. Y. Speed, secretary of the Kinston Tobacco Board of Trade, makes report of the tobacco sale on the Kinston market for the month of January, and previously for the season of 1921, as follows:

| Sold | Pounds | Value |
|---|---|---|
| In January 1922. | 352,817 | $68,522.20 |
| Previously ..... | 17,767,873 | 4,115,273.55 |
| Total ..... | 18,120,690 | $4,183,795.75 |

# Baltimore Market

### Small Quantity of Good Grades

BALTIMORE, Md., Feb. 2.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland:—Net receipts fell off to 43 hogsheads, besides 50 hogsheads old crop reinspections. Sales footed up to 380 hogsheads, mostly low grades at former prices. No fine and only very few good grades offering.

Ohio:—We have to report receipts of 3 hogsheads, and sales of 23 hogsheads for the past week, which were better grades of air-cured. The demand for Ohio tobacco has been limited to occasional inquiries for special grades.

### Association Report

The Leaf Tobacco Association of Baltimore City gives out these statistics for the week ending Feb. 1:

#### Receipts

| | This Week | Previously | Total | 1922 | 1921 |
|---|---|---|---|---|---|
| Maryland .. | 93 | 849 | 942 | 324 | 590 |
| Ohio ..... | 3 | 49 | 52 | 52 | 102 |
| Total..... | 96 | 898 | 994 | 376 | 692 |

Reinspections this week: Maryland, 50; to date, Maryland, 618.

#### Deliveries

| | Maryland: Coastwise and Dom't'c | Maryland: For'gn | Maryland: T't'l | Ohio | T't'l |
|---|---|---|---|---|---|
| This week ..... | 2 | 167 | 169 | .. | 169 |
| Previously ..... | 74 | 790 | 864 | 90 | 954 |
| Total..... | 76 | 957 | 1,033 | 90 | 1,123 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1..... | 16,690 | 3,947 | 20,637 |
| Receipts since..... | 324 | 52 | 376 |
| | 17,014 | 3,999 | 21,013 |
| Delivered since..... | 1,033 | 90 | 1,123 |
| Stocks today..... | 15,981 | 3,909 | 19,890 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week ..... | 380 | 23 | 403 |
| Previously ..... | 1,276 | 53 | 1,329 |
| | 1,656 | 76 | 1,732 |

Groundleaves to date 621 hogsheads.

## Light Sales at Durham

DURHAM, N. C., Feb. 6.—Total sales for the past week, 145,756 pounds, at an average price of $19.15 per hundred. Sales here very light since January, and the crop seems to be about exhausted. Our market closes on February 28. Good tobacco remains high. The bulk of the offerings are very common, and such stock is in limited demand.—W. P. HENRY CO.

## Winston Average, $16.04

WINSTON-SALEM, N. C., Feb. 4.—Total sales for the week, 1,350,206 pounds; average price per 100 pounds, $16.04. Sold to date of 1921 crop, 29,612,745 pounds; average price per 100 pounds, $25.06.—WINSTON LEAF TOBACCO & STORAGE CO.

### American Snuff Has Big Advance

Among the specialties the American Snuff made a new high on this move at 125, up 13, Friday. This sudden rise was in sympathy with the new developments in G. W. Helme Co. and Weyman-Bruton Co. The former just declared a 50 per cent stock dividend and the latter split up its shares 4 for 1. Annual report of the American Snuff is due shortly and is expected to show in the neighborhood of $20 a share earned. In normal times this stock was stabilized on an investment basis around 140.

### United Profit-Sharing Dividends

Two quarterly dividends of 15 per cent each have been declared upon the capital stock of the United Profit-Sharing Co. issued and outstanding, the first payable April 1 to stockholders of record at the close of business March 9; the second payable July 1 to stockholders of record at the close of business June 7. The stock books are not to be closed.

# TAYLOR, BATES & CO.

*Members New York Stock Exchange*
*Members New York Cotton Exchange*

**100 Broadway, New York**

**Tel. Rector 1140**

Branch Office—Liggett Building

**41 East 42nd Street**

***Telephone Murray Hill 5631***

Inquiries solicited regarding the

## American Tobacco Company


## Tobacco Securities

**By Marketwise**

TUESDAY MORNING, Feb. 7.—"List Develops Irregular Strength," was one heading of a market summary yesterday; this caption could be applied fittingly to the action of the list during the past week. While the pronounced weakness at the beginning of the month has definitely been left behind it could hardly be said that stocks were indiscriminately surging forward. Tobaccos as a whole enjoyed their measure of strength. in particular the American Tobacco issues. Figures reached and net changes are as follows:

| | | |
|---|---|---|
| American Sumatra | 29 | +1 |
| American Tobacco | 136¼ | +3¾ |
| American Tobacco B | 132⅞ | +3⅞ |
| Consolidated Cigar | 26 | —1 |
| General Cigar | 68½ | ... |
| Liggett & Myers | 160½ | + ½ |
| P. Lorillard | 152½ | +4½ |
| Tobacco Products | 63⅞ | + ⅜ |
| United Retail Stores | 55½ | —2⅛ |

The calling of a special meeting of the stockholders of the Weyman-Bruton Co. for the purpose of changing the name of the company to the United States Tobacco Co., and also to permit the issuing of four shares of no par value stock for each present share common stock par value $100, was immediately followed by a rise in the old stock of some thirty points.

Weyman-Bruton common has been steadily absorbed by certain interests during the past few years, evidently with the purpose now announced in view. The company has been a steady money maker in the past, but whether the new level of the stock reflects its true worth is a different question. Inasmuch as the stock is to be split up the conclusion is that those that are engineering the process would be interested in seeing an active market made for the new on U. S. Tobacco stock, which incidentally would afford a means of selling stock accumulated during the preparatory period. In the bidding up process it is safe to say that not more than two or three hundred shares changed hands. At the present writing an odd lot of stock is offered some five points from what was yesterday's frantic bid; said bid with real stock in view is not behaving in so frantic a manner.

There were several trades in the U. S. Tobacco stock on a "when issued" basis, but these transactions were mainly between dealers; the public is not interested in the newcomer as yet.

The official announcement of the Geo. W. Helme Co. of a 50 per cent stock dividend on the common stock payable Feb. 23 to stockholders of record Feb. 10, sets at rest the various rumors current during the past month as to what the nature of the dividend would be. Weyman-Bruton common and Helme common have generally sold around the same figure. Weyman recently paid a 20 per cent stock dividend and is now selling near Helme stock carrying the 50 per cent dividend. If Weyman represents value then Helme seems very cheap.

American Tobacco scrip continues to climb up with the difference from past moves that very little scrip is coming out from those wishing to take profits.

Reynolds B continues strong and around the forty level represents the high for about a year.

The search for American Machine & Foundry stock goes on and odd lots that come into the market are readily taken up at the enhanced figures.

There is considerable inquiry for Otto Eisenlohr & Bros. common stock and it is rumored that something in the nature of a stock dividend is in the offing.

## American Can Co. No Longer Needs Serial Note Issues

The American Can Co. has been relieved of the necessity of yearly short term financing by the sharp reduction in the price of tin plate which has taken place since the last borrowing of this character was done in February, 1921, says the *Wall Street Journal*. This factor, in conjunction with the splendid outlook for earnings this year, and the improved financial position which will be set forth by the 1921 report, furnished the basis for the advance which carried the common stock to a recent high of 38⅛, compared with 1921 low of 23½.

Although the management of the American Can Co. has no present thought of taking up the question of starting common dividends, the fact that the serial note issues will no longer be required, eliminates one of the principal obstacles. The American Can Co. has done short term financing annually since the advance in tin plate prices expanded its working capital requirements. Each year since the close of 1918 it has sold to the First National Bank $12,000,000 seven to ten months notes. These issues were self-liquidating in character as they were retired out of income accruing from the conversion of the basic material into the finished product.

### Inventory Account Expands

Tin plate more than doubled in cost during the war, a development which increased the inventory account from $13,254,321 at the close of 1916 to $35,484,402 as of December 31, 1918. At the end of 1920 this item stood at $27,823,229, but tin plate dropped in the open market from a high of $9 a hundred-pound box in 1921 to around $4.75 at the close of the year. Inasmuch as the company built up its working capital from $16,799,527 at the end of 1915 to $28,099,898 at the close of 1920, and will show further strengthening in the 1921 report, the cut in the cost of the basic material places the American Can Co. in position to finance its requirements this year without recourse to the banks.

Besides the stronger working capital position, last year's statement, which will be issued for the annual meeting on February 14, will show a small balance for the $41,233,300 common stock after preferred dividends. Operations during 1921 averaged approximately 65 per cent of the preceding year, reflecting the depressing influence of the carryover from the wave of overproduction which characterized the post-war boom.

### Big Carryover from War

The war ended with enormous existing stocks of canned goods, about the end of the big 1918 season. The 1919 pack was also very large in anticipation of heavy export business, which failed to materialize. Huge quantities came back from Europe as army stocks. Despite this big surplus, 1920 produced a big pack as the corn and pea crops were bumpers and tomato and fruit crops were close to new records.

Can production in 1921, therefore, was no index to consumption as wholesale and retail shelves were stocked with goods when the year started. But during 1922 normal demand will be reflected in the inquiries to manufacturers since the carryover from the preceding year was comparatively negligible.

## G. W. Helme Co. Could Maintain 10% Dividend

Declaration of a 50 per cent stock dividend by George W. Helme Co. was in line with the forecast, says the *Wall Street Journal*. There were 40,000 common shares, par $100, outstanding and payment of the stock dividend February 23 calls for an additional 20,000. There will be 60,000 shares outstanding when the directors meet early next month to consider the regular quarterly dividend.

The company has paid $10 a share annually an the common since 1913, $2 extra in 1913 and 1914 and $4 extra each year since with the exception of 1918 when no extra was declared.

Results for 1921 are not yet available but it is conservatively estimated they will be as good if not better than in 1920 when balance after taxes and preferred dividend was equivalent to $27 on the 40,000 shares of common.

In the nine years, 1912 to 1920, following dissolution of the old American Tobacco Co., earnings averaged $20.64 on the 40,000 shares of common after allowing for taxes and preferred dividends, and $13.54 on the 60,000 shares which will be outstanding at the end of this month.

Following gives net after taxes and preferred dividends and equivalent a share on old and new capitalization:

| | Net | Per share Old Com. | Per Share New Com. |
|---|---|---|---|
| 1920 | $1,082,549 | $27.06 | $18.04 |
| 1919 | 974,967 | 24.37 | 16.24 |
| 1918 | 794,703 | 19.86 | 13.24 |
| 1917 | 637,790 | 15.94 | 10.63 |
| 1916 | 798,503 | 19.96 | 13.30 |
| 1915 | 815,016 | 20.37 | 13.58 |
| 1914 | 745,922 | 18.64 | 12.43 |
| 1913 | 789,358 | 19.73 | 13.15 |
| 1912 | 795,133 | 19.87 | 13.25 |
| Average | $826,013 | $20.64 | $13.54 |

Earning power during the last three years of this period showed consistent growth. Though this may have been due in some measure to wartime activities, in prewar years the company earned better than $10 a share on the basis of the new capitalization. It would therefore seem reasonable to expect that directors would feel justified in maintaining the present rate of $10 and if business shows continued growth to declare extras from year to year. The $10 dividend on the new capitalization would be equivalent to $15 on the old capitalization.

In the nine years from 1912 to 1920 the company put back $2,974,121 into property from earnings, whereas the stock dividend totals only $2,000,000.


## Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

**We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.**

## Stone, Prosser & Doty

***Specialists in Tobacco Stocks***
**52 William Street, N. Y.**
**Tel. Hanover 7733**


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 116 | 120 |
| American Snuff Pfd | 80 | 100 |
| American Sumatra | 28½ | 29 |
| American Sumatra Prd | 56 | 58 |
| American Tobacco | 136½ | 137 |
| American Tobacco "B" | 133 | 134½ |
| American Tobacco Pfd | 99 | 100¾ |
| Consolidated Cigar | 24 | 25 |
| Consolidated Cigar Pfd | 56 | 57 |
| General Cigar | 68 | 68¾ |
| General Cigar Deb. Pfd | 96 | 98 |
| General Cigar Pfd | 100¼ | 102¼ |
| Liggett & Myers | 160 | 160¾ |
| Liggett & Myers "B" | 155 | 163 |
| Liggett & Myers Pfd | 108½ | 111 |
| Lorillard, P. | 151½ | 152½ |
| Lorillard, P. Pfd | 109 | 109½ |
| Tobacco Products | 63½ | 63¾ |
| Tobacco Products Pfd | 93 | 96 |
| United Cigar Pfd | 108 | — |
| United Retail Stores | 55 | 55¼ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 67 | 71 |
| American Cigar Pfd | 83 | 87 |
| American Mach. & Fdy. | 170 | 185 |
| American Tobacco Scrip | 120 | 123 |
| Bayuk Bros. Pfd | 80 | 90 |
| British-Amer. Tob. Co. | 13 | 14 |
| Conley Foil | 11 | 14 |
| Eisonlohr & Bros. Com. | 60 | ... |
| Eisenlohr & Bros. Pfd. | 89 | ... |
| Geo. W. Helme Com. | 180 | 190 |
| Geo. W. Helme Pfd | 104 | 108 |
| Hav. Tobacco Com | 1/16 | 3/16 |
| Hav. Tobacco Pfd | ¼ | 1 |
| Imperial Tobacco Co. | 10½ | 11½ |
| International Cigar Mach. | 10 | 20 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com | 80 | 90 |
| J. S. Young Pfd | 90 | 100 |
| McAndrews & Forbes Com. | 106 | 109 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com | 27 | 31 |
| Philip Morris | 12 | 13½ |
| Porto Rican A. T. Co. | 60 | 67 |
| Porto Rican A. T. Scrip | 75 | 85 |
| R. J. Reynolds "A" | 60 | 70 |
| R. J. Reynold "B" | 38½ | 40 |
| R. J. Reynolds Pfd | 108 | 110 |
| Schulte Retail Stores | 28 | 33 |
| Tobacco Prod. Export | 5 | 6½ |
| Tobacco Prod. 8% Scrip | 99 | 102 |
| Tobacco Prod. 7% Scrip | 99 | 101 |
| United Cigar Stores | 130 | 145 |
| Universal Leaf Com | 115 | 125 |
| Universal Leaf Pfd | 97 | 102 |
| United Profit-Sharing | 1¾ | 2¼ |
| U. S. Tobacco W. I. | 46 | 49 |
| Weyman-Bruton Com. | 180 | 190 |
| Weyman-Bruton Pfd | 104 | 108 |

## Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

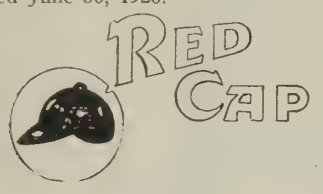
Ser. No. 110,970. Comoy Verguet, St. Claude, France. Filed May 17, 1918.

110,970

*The particular description of goods.*—Tobacco Pipes and Cigar and Cigarette Holders Not of Precious Metals or Plated with Precious Metal. *Claims use* since Sept. 27, 1913.

* * *

Ser. No. 134,407. Cumberland Tobacco Works, Inc., Nashville, Tenn. Filed June 30, 1920.

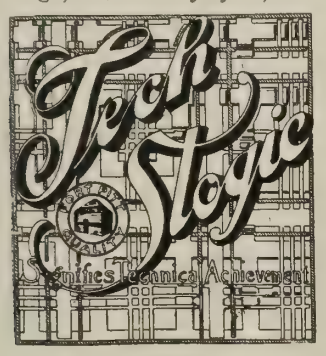



134,407

*The particular description of goods.*—Smoking Tobacco. *Claims use* since 1910.

* * *

Ser. No. 150,292. Abraham Ruben, Pittsburgh, Pa. Filed July 12, 1921.




150,292

The lines on the drawing are for shading only, and not for color. The words "Stogie," "Fort Pitt Quality," and "Signifies Technical Achievement" being disclaimed apart from the mark as shown.

*The particular description of goods.*—Tobacco Products—That is, Cigars, Stogies, Snuff, Chewing, Smoking, and Leaf Tobacco. *Claims use* since August, 1907.

* * *

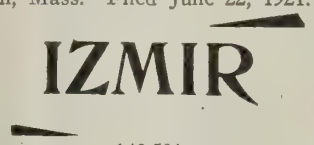
Ser. No. 142,676. Samos Cigarette & Tobacco Co., Inc., New York, N. Y. Filed Jan. 22, 1921.

142,676

*The particular description of goods.*—Cigars, Cigarettes, and Smoking and Chewing Tobacco. *Claims use* since Nov. 12, 1920.

* * *

Ser. No. 149,501. John M. Berberian, Boston, Mass. Filed June 22, 1921.




149,501

*The particular description of goods.*—Cigarettes and Cigarette Tobacco. *Claims use* since Mar. 30, 1918.

* * *

Ser. No. 134,536. (Class 17. Tobacco Products.) Cumberland Tobacco Works, Inc., Nashville, Tenn. Filed July 3, 1920.

134,536

*The particular description of goods.*—Plug Tobacco. *Claims use* since November, 1903.

* * *

Ser. No. 150,101. Christian Peper Tobacco Co., St. Louis, Mo. Filed July 7, 1921. Under ten-year proviso.

150,101

Consists of the letter "E"

*The particular description of goods.*—Smoking and Chewing Tobacco. *Claims use* since Apr. 1, 1887.

Ser. No. 150,947. Union Allumettiere, Societe Anonyme, Brussels, Belgium. Filed July 25, 1921.

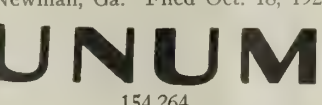
150,947

Applicant disclaims the use of the words "Impregnated," "Safety Matches," "Average 50 Matches," and "Made in Brussels, Belgium" apart from the mark shown in the drawing.

*The particular description of goods.*—Matches of All Kinds. *Claims use* since July 31, 1919.

* * *

Ser. No. 154,264. John Hicks Chandler, Newman, Ga. Filed Oct. 18, 1921.



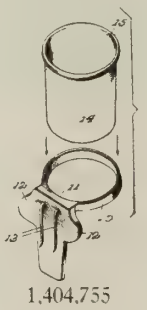

154,264

*The particular description of goods.*—Cigars. *Claims use* since Oct. 1, 1914.

## Patents Recently Granted

By U. S. Patent Office

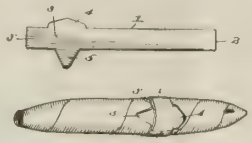
No. 1,404,755. Ash Tray. Ira A. Gay, Chicago, Ill., assignor to Backus Novelty Company, Smethport, Pa. Filed Jan. 3, 1920. Serial No. 349,217. 3 claims.



1,404,755

In an ash tray, the combination of an oblong base having an annulus extending from one end thereof at substantially right angles to the base, an attaching prong secured at one end to the upper end portion of the base and extending longitudinally thereof, the base being formed near its upper end with oppositely directed lateral ears extending beyond the side edges of the base whereby to increase the effective width of the upper end portion of the base, and a receptacle fitting through said annulus sustained thereby.

No. 1,405,148. Banded Cigar, Band Label, and Process of Applying Same. Gustave Johannes Nagel, New York, N. Y. Filed Oct. 15, 1919. Serial No. 330,917. 4 claims.



1,405,148

The combination comprising a cigar and an encircling band tightly engaging the same, said band having one end projecting beneath outwardly folded oppositely positioned tabs projecting from the lateral margins of the other end, said tabs being long enough for one to overlie the other and the upper tab being of greater transverse extent than the lower so that the same lap and are held against each other by the radial pressure exerted by the cigar against said band.

## Mutual Marketing Move in West Virginia and Ohio

Lexington, Ky., Feb. 3.—Clifton Rodes, state manager for West Virginia of the Burley Tobacco Growers' Co-operative Association campaign, was in Lexington today and said that tobacco growers of that state and of the Ohio territory contiguous to the Huntington market were joining the association by hundreds and that when the campaign is resumed in May he expects as good an organization in point of percentage of crop signed up as has been found in Kentucky.

Bankers and business men, he said, have manifested the keenest interest in the movement and have encouraged their farmer friends to join. Some of the largest farmers of Gallia and Lawrence counties in Ohio and Mason and Cabell counties in West Virginia have become members. Judge Elliott Northcutt, of Huntington, who has been the leader of the campaign in Cabell county, has just been appointed United States district attorney and probably will have to relinquish the chairmanship. Bankers and business men of Huntington have lined up almost solidly behind him in the movement to enlist the growers in the co-operative association.

Mr. Rodes said he found the Kentucky situation particularly pleasing. At Frankfort, he said, he had talked with tenants and landlords and, without exception, they were all satisfied with the advances paid them. He said that advances of 9 cents a pound were being made on crops which last year would have not brought more than 4 cents a pound for the entire crop.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

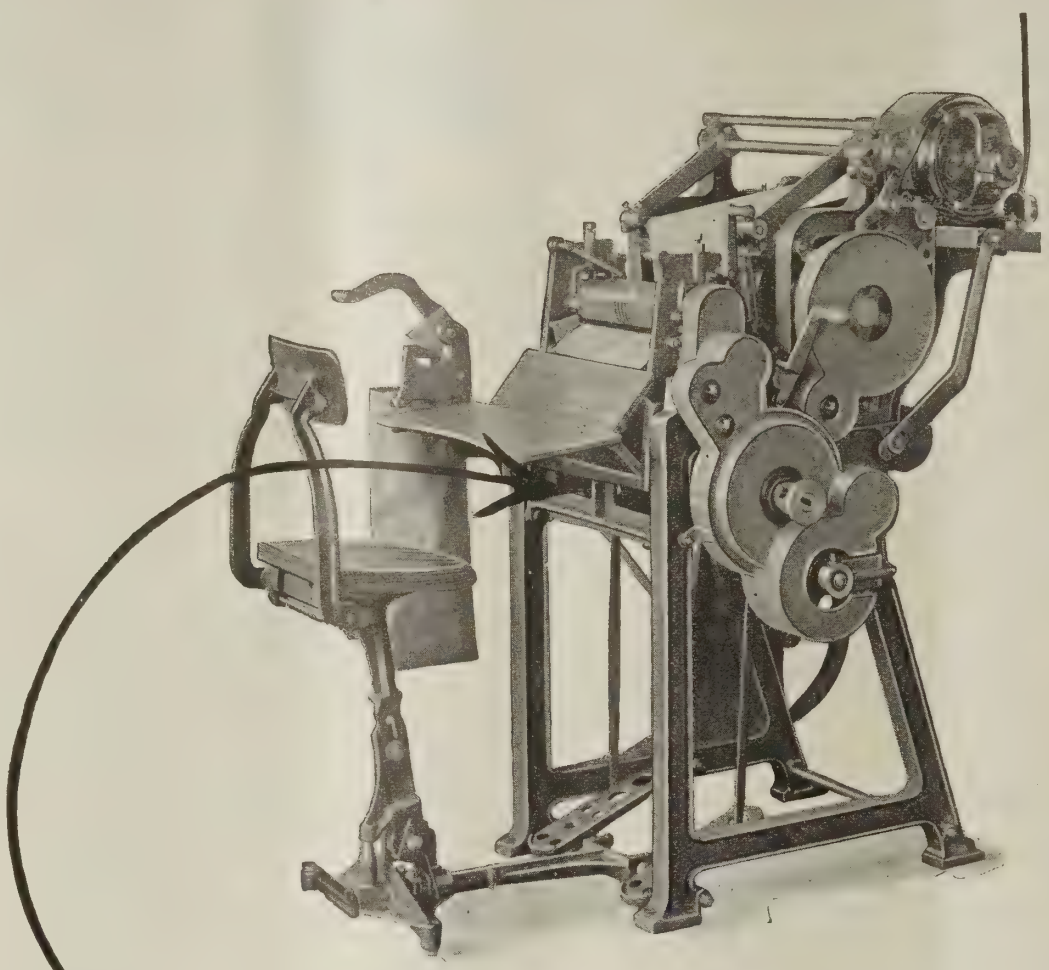
Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME COMPANY
111 FIFTH AVENUE NEW YORK

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

SONEDA
Mild Havana-Tampa, Fla.
New York Office
120 Maiden Lane
STORM-FISHER & Co
LORD TEMPLE
Sumatra Wrapped
Get a line on our Merchandise and Prices

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF
SUMATRA AND HAVANA
TOBACCO
PACKER OF
DOMESTIC



# The Universal Model F

1922 INTERMITTENT TYPE

## Tobacco Stem Crushing and Booking Machine

This machine crushes any fractional part, or the entire stem in the tobacco leaf, booking the tobacco (stem included) in one operation.

THE model F Machine can be used successfully on all of your smaller types of fillers and will save you 15 to 25 per cent of your filler tobacco. It will return booked at least 50 per cent more stock in a day than your best hand stripper.

At the present price of tobacco, the Model F Stem Crushing and Booking Machine, will show a saving in the cost of production of from $3 to $10 a thousand.

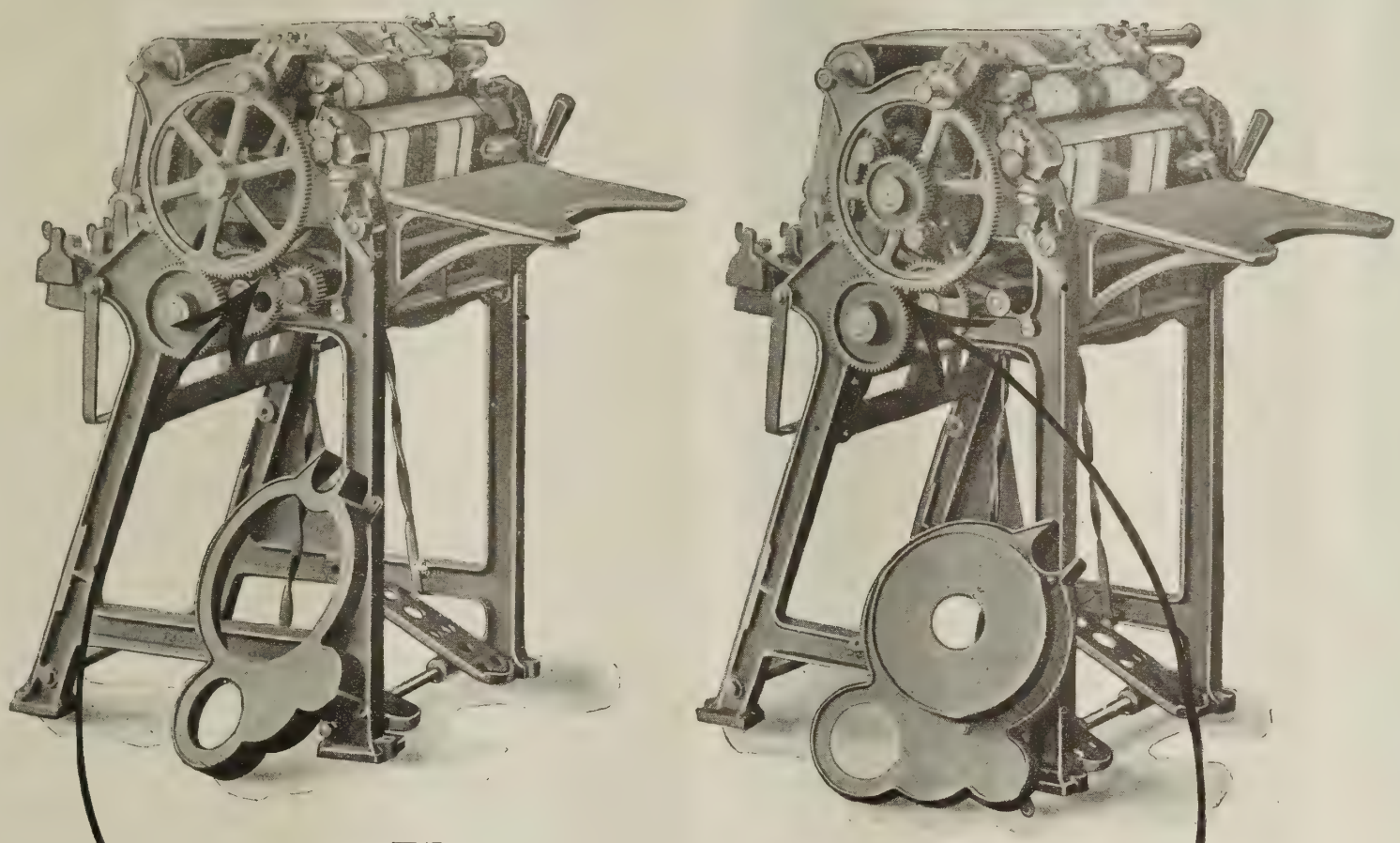
A chemical analysis of cigar leaf shows that the stem contains exactly the same constituents as the rest of the leaf. (See U. S. Department of Agriculture—Bulletin No. 79.) With this fact in mind and considering the "old way" of stripping small fillers (butt stripping), it can easily be seen why the Model F Stem Crushing and Booking Machine has proven successful. May we install one or more Model F Machines in your factory and run a demonstration for you?

**OUR NEW 1922 PRICES**

The Model F Machine and Model P Folding Chair ..... $550.00
Individual Motor Drive Equipment including ½ H.P. Motor.. 125.00
(Motor Drive Equipment $55.00, Motor $70.00)

Prices F. O. B. Factory, Newark, N. J., U. S. A.

**Universal Tobacco Machine Company,** 116 W. 32nd Street New York, U. S. A.



## The Universal Model M

1922 PLANETARY GEAR DRIVEN TYPE

# Tobacco Stripping and Booking Machine

The 1922 Model M Machine is a superior machine in many respects, to our former Model M. Comparing the two is like comparing the 1922 Buick with the 1912 model.

THE great superiority of our 1922 Model M is due to the fact that it is a GEAR DRIVEN MACHINE and by reason of this fact it offers the following advantages over the so-called old type Model M Machine:

1st—Books fluffy pads.
2nd—Pads of stock do not slip on the drum.
3rd—Eliminates taping of drive rolls.
4th—Reduces cost of upkeep and lengthens life of machine.

The 1922 Model M Machine is also equipped with a double end stop lever.
Before purchasing a stripping machine, look over this new 1922 model.

We will install it and demonstrate its operation for you.

### We Rebuild Old Model M Machines

To the manufacturer who has had several years use of one or more of our old type Model M Machines, we offer to rebuild his machine (or machines), incorporating these new features (Gear Drive and Double End Stop Lever), at our regular rebuilding price—$250. A rebuilt machine is the equivalent in every respect of a new machine. IT CARRIES THE SAME GUARANTEE AS THE NEW MACHINE.

### OUR NEW 1922 PRICES

The Model M Machine and Model P Folding Chair..... $550.00
Individual Motor Drive Equipment, including ¼ H.P. Motor.. 100.00
(Motor Drive Equipment $55.00, Motor $45.00)

Prices F. O. B. Factory, Newark, N. J., U. S. A.

## Universal Tobacco Machine Company,

116 W. 32nd Street
New York, U. S. A.

# IMPORICO

REG IN U.S PAT. OFF.

(IMPORTED)

## The End of the Bitter Enders

Jazz and the various toddles and trots have got folks so restless these days that it's hard to keep them settled on any one spot.

Lots of us can't keep our minds made up over night. Even the bankers are preaching change, when they say "your first loss is your best loss—take it and start again."

Cigar smokers, too, are changing their brands, trying to find something satisfying and new.

They are tired of the same old smoke and the same bitter ends.

Imporico cigars are different — satisfying and put an end to bitter ends.

They are good and sweet right down to the heel.

*Jobbers write for territory*

**Infanzon & Rodriguez**

Factory: Mayaguez, Porto Rico
New York Office—45 E. 17th St.

Perfecto Sublimes
—5⅛ inches—
2 for 25c.

Perfecto Sublimes
—5⅛ inches—
2 for 25c.


# NEW YORK
## Doings and Sayings
## Goings and Comings

### From the Nutmeg State

William E. Martin was here from New Britain, Conn., last Friday.

* * *

### Report Fair Business

P. Lowenthal & Co., leaf house of 138 Water street, reports fair business.

* * *

### A Business Visitor

George B. Scrambling, of the George B. Scrambling Co., Cleveland, Ohio, was in town on Friday.

* * *

### George Looks Us Over

Charles George, of the George Tobacco Co., Huntington, W. Va., visited the New York trade on Monday.

* * *

### From the Sunny South

R. D. Burnett, of the R. D. Burnett Cigar Co., Birmingham, Ala., was in the big burg on Saturday.

* * *

### Wobbe Visits Wisconsin

Carl Wobbe, of Rose & Wobbe, leaf merchants, of 158 Water street, is in Wisconsin on a two weeks' trip.

* * *

### Note Business Improvement

S. Rossin & Sons, leaf merchants, of 152 Front street, say that there is a much healthier outlook in business.

* * *

### Back to Normal

Rosenstadt & Waller, Porto Rican tobacco importers, 162 Water street, report that business is back to normal.

* * *

### Jordan Visits Town

Robert L. Jordan, president of the Central Cigar & Tobacco Co., of Memphis, Tenn., looked us over last week.

* * *

### Visits Connecticut Valley

Percival R. Lowe, leaf broker, of 155 Water street, has been looking over the field in Northampton and Hatfield, Mass.

* * *

### Looks Over William Penn

I. M. Jacoby, of Meyer & Mendelsohn, tobacco packers and merchants, of 169 Water street, took a look at Philadelphia on Tuesday.

* * *

### Ohioan Arrives

Charles Dunckley, manager of the tobacco department of the Summit Wholesale Grocery Co., Akron, O., spent Saturday in Gotham.

* * *

### Brill Inspects New Leaf

E. S. Brill, of Wm. S. Brill & Son, of 173 Water street, made a visit to Pennsylvania last week, touring Lancaster and York counties.

* * *

### Church Hits Town

Frank A. Church, manager of the Toledo branch of J. B. Moos Co., the large Cincinnati jobbers, was in New York on Saturday.

* * *

### Fleishman Back from Cuba

M. L. Fleishman has just returned from Cuba where he has been registering

(*Continued on page 33*)


**A. M. LEÓN**
257 West 116th St. New York
Porto Rican
Leaf Tobacco
Representing Salvador Gallart, Cayey, P. R.

**Madera, Vigil & Co.**
*Importers and Exporters of*
Leaf Tobacco
San Juan, Porto Rico

**RAMON MORAN & CO.**
*Growers, Packers & Exporters*
MANATI, PORTO RICO
*Correspondence invited.*
PORTO RICAN LEAF TOBACCO

**HERMANN J. ROSE**
Packer of
PORTO RICAN CIGAR LEAF TOBACCO
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
*Quality, Not Price*
Santurce, Porto Rico

**WM. B. SHAW**
Importer and Exporter
Porto Rico and
San Domingo Tobaccos
136 Front St., New York
Packing Plants: Porto Rico
Santo Domingo
Cable Address: Shawleaf, N. Y.

**FRED P. GASKELL CO.**
Members N. Y. Produce Exchange and Steamship Freight Brokers' Association
SHIPPING AND FORWARDING AGENTS
to all parts of the world
LOWEST RATES AND BEST SERVICE, EXPERIENCE, EFFICIENCY, ECONOMY
Norfolk, Va., Law Building
New York, N. Y., Produce Exchange

Herminio Madera
**ALONSO RIERA & CO.**
PACKERS OF
Porto Rico Leaf Tobacco
Importers and Exporters
*The Tobacco Palace*
SAN JUAN, PORTO RICO

**EL RISDAL**
A Mild, Aromatic Cigar
MADE IN PORTO RICO
Thirteen Sizes
SPANISH HAND-MADE
*Correspondence Invited*
J. M. GONZALEZ & CO.
SANTURCE, P. R.

**PORTOCUBA CORPORATION**
IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.


Read TOBACCO
Every Issue

# Virginia Warehousemen Urge Speedy Delivery

## Say Prices Are Higher Than at Any Time This Season—Snow Storm Was Great Hindrance to Outdoor Operations—Growers Express Opinions Regarding Cause of Present High Prices—Co-operative Association Making History.

NEW CANTON, Va., Feb. 7.—One of the leading warehouses of the Virginia dark district this week is mailing out to it patrons the following statement: "Our market is now very active for all grades of tobacco, with prices higher than at any time this season. The demand is good and prices high. We can please you as to prices, and advise you to send yours in as fast as possible."

The announcement might be said to be generally indicative of conditions which prevail throughout the entire dark region—high prices, small offerings, insistent demand.

### Frozen In

For the past ten or twelve days Piedmont, Virginia, has been buried in snow. The last week in January was a very cold one, with temperature hovering dangerously near zero several mornings; and on Friday Jan. 27, the great southern storm reached Virginia, bringing the coldest and most blizzardy snow which piled up from twenty-four to thirty inches deep throughout the central eastern portions of the State. Thus business was completely stopped, and farmers and tobacco growers were sealed up in their homes, with no chance to get farther than their barns, and that distance only with the greatest possible difficulty.

### Growers Satisfied with Prices

A week of sunshine and one with rather heavy rain have served to take away the greater portion of the snow, but business is still more or less paralyzed as a result of the storm. Late last week several of the dark markets made sales which were generally satisfactory to the growers. As stated above, all prices ranged high—much higher than ever before heard of in this section except during the inflated period of 1919-'20.

### Express Views

The high prices now being paid do not seem to have any effect upon the growers except to consolidate them still more in the way of co-operative marketing. Many of the growers believe and state openly that the high prices now being paid are the result of a short dark tobacco crop and the astuteness of the ultimate buyers who wish to bolster up auction marketing and discourage the co-operative movement. With this idea, most growers are active members of the new organization which has as its object the revolutionizing of the entire system of tobacco marketing.

### Co-operative Primary Election

Last week was a historic one in Association annals in that it marked the first primary elections of the organization. On January 30, where the snow did not hinder travel, many districts elected delegates who on February 2, in turn elected directors of the Tri-State Tobacco Growers' Co-operative Association. For instance, at Chatham, Frank O. McCormick, of Riceville, was elected director from the great Pittsylvania bright district; and at Lynchburg the growers of Bedford, Amherst, Appomattox and Campbell, through their delegates, elected C. W. Wingfield, of Naruna, Va., as director from the seventh Virginia district. The election in the eighth dark district was deferred on account of snow which prevented the assembling of the voters at the county-seats.

### The Location of Markets

Speculation as to the matter of the establishment of markets has been rife for some time. The following resolutions adopted by the delegates of the Seventh district indicate the attitude of the growers in general as to the location of markets for the members of the Association:

"*Resolved*: That the representative delegates assembled in Lynchburg extend to M. O. Wilson and M. C. Johnson and all their assistants our heartfelt thanks for their untiring energy in organizing the Dark Tobacco Growers and pledge our loyal support to our directors and all officials. We also extend thanks to the chamber of commerce for the use of their rooms."

"*Whereas*, the Co-operative Tobacco Growers' Association of the seventh district of Virginia are anxious that proper and convenient points be designated in said district for the grading, distributing and otherwise handling of tobacco.

"Now therefore, be it *resolved*, that the director elected is hereby instructed to use his vote and influence to designate for the convenience of the farmers and tobacco growers all tobacco markets in said district which have proper warehouses, redrying plants and hauling facilities, as points at which tobacco will be graded, distributed and otherwise handled."

### A Call for Good Judgment

It is generally known here that the location of markets by the Association is a vital one, as it is often stated that upon this rock, unless great care is exercised, the organization will strike and receive great damage. Growers are determined to have conveniently located markets, and will insist upon having them located wherever there are now warehouses for the sale of tobacco. If the organization should attempt to make its members haul or ship their product long distances, trouble may be expected and that, too, of a serious nature.

### Fertilizer Prices Lower

Prices for tobacco fertilizers have just been received here from the great old-line manufacturers. High-grade 3-8-3 goods will cost $36.75 with some discounts, while the 2-8-2 goods will cost $32.50. Acid phosphate 16% goods will be sold for $20.00, and Nitrate of Soda will cost $68.36. These prices, while considerably higher than those prevailing before the world war, are nevertheless considered fairly reasonable here; and it is thought that certainly seventy-five per cent of the pre-war quantities will be used here this year.

As stated previously in this correspondence, preparations are being made for a rather large crop next year. Growers, however, are inclined to listen to reason, and upon receiving warning from the Co-operative Association, should such come, will curtail their acreage.

### Retailers Doing Usual Business

The retail tobacco trade throughout this section reports the usual business, though users are complaining more and more of the prices and are asking for reductions all along the line. Some old smokers and chewers are getting the natural weed from careful growers and are stocking up on it, forsaking manufactured goods entirely. Most of the dark tobacco of this region is generally too strong for raw smoking, so pipe men are sending to Kentucky for bundles of mild burley and to North Carolina for light flue-cured.

W. L. Boatwright, a veteran grower and buyer, still continues ill at his home here, much to the regret of his friends.

Colonel A. J. Terrell, perhaps the largest grower of the county, has been laid up at his fine home, "Bear Garden," during the past six weeks, but is better at this writing.

### Having Seed Treated

Growers throughout this region are having tobacco seed treated for wild-fire, or are ordering their seeds from reliable seed houses. No plantbeds have as yet been burned, though it is thought that burning will be begun within the next six weeks. Much tobacco land was plowed during the fall and early winter, and lands are in superb condition for next summer's crop.

Fruit growers are jubilant over the prospects of a great apple crop this year. The buds they contend, are indicative of a great yield; and dormant spraying is

(*Continued on page* 33)


# ALL TOBACCO FROM PORTO RICO

**Either in the Leaf or Cigars**

## MUST NOW SHOW ITS EXACT ORIGIN

**by displaying**

# GOVERNMENT GUARANTEE STAMPS

### CIGARS

*WHITE—Manufactured in P. R. with tobacco produced in P. R.*

*BLUE—Manufactured in P. R. with Porto Rican and other tobacco.*

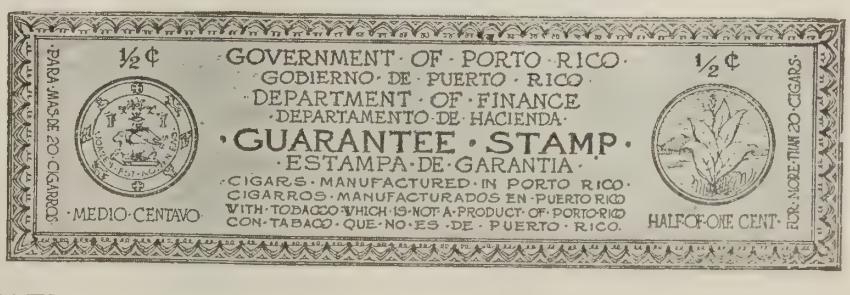
*PINK—Manufactured in P. R. with tobacco not a product of P. R.*

### TOBACCO:

*WHITE—Genuine Porto Rican growth.*

*BLUE—Mixture of tobacco grown in P. R. and other countries.*

*PINK—Tobacco of foreign growth.*




**WRITE OR CALL FOR INFORMATION ABOUT GUARANTEE STAMPS**

## GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

126 Maiden Lane — *J. F. Vazquez, Agent* — Tel. John 1379 — New York City.

# Philadelphia Dealers Hold Various Trade Views

## Some Complain, Others Say January Business as Whole Compares Favorably With January of 1921—Prospects Regarded as Fair—Lot of Retailer Not Bad—Jobbers See Good Field for Standard Five and Ten Cent Brands.

PHILADELPHIA, Feb. 7.—While quietness continues in the retail business, and while there is on the part of quite a number of the dealers a disposition to complain, the older, more experienced and observant, as for instance, Frank Sterner of the Sterner Store, 12th and Market, who has been engaged in the business all his life and who probably is the most enthusiastic retailer in the city because he actually loves the business for its own sake, points out that while January results show a large falling off from January expectations largely because they were entirely too high, the business of the first month of 1922 after all, compares quite favorably with that of the first month of last year and that with prospects bright and actual accomplishments steadily, even if slowly, increasing, the lot of the retailer in Philadelphia is not an unhappy one. Among the jobbing houses, complaint over conditions is much more marked and the story of last year as told by the figures just completed is one generally of very little profit. But they, too, see ahead eventually much better times than they have passed through and their plaint is more over present day stagnation than over an unpromising future. Quite the most optimistic, however, still are the large manufacturers who have secured national distribution, through a cultivation by advertising, sales and distributing organizations, of a national field, and firms like the Congress Cigar Co.—to mention not an isolated case, but one typical of a representative class, are working at full capacity, finding sales for all that they can produce and to some extent unable to supply the demand as expeditiously as their distributors would like. Representative jobbers declare, and many manufacturers concur in their observation, that a great field lies ready to be cultivated for the old pre-war standards of a five and ten-cent cigar. Nearly all the manufacturers are working towards this end, but there are, of course, great obstacles to be overcome in the high cost of raw material, increased revenue tax, the high cost of production and the greatly increased overhead brought on by the war conditions. The jobbers admit that there are already on the market a number of very satisfactory five-cent smokes, but they point out that there are requirements on the part of the consumer which still remain to be met. Some of the low priced goods are of satisfactory quality, but the quantity is not there and in other cases, where quantity requirements have been filled, there is an absence of quality. The shortages, either of quality or quantity, apply particularly to the five-cent class. The requirements of the market as defined by the jobbers and concurred in by many retailers, are more nearly met in present ten-cent brands. Statistics gathered locally show that this year the percentage of five-cent cigars to the total output approximates 33½ per cent as against 28½ per cent last year, and one of the large producers of five-centers predicts that before the end of 1923, one-half of the total output of all cigars will be five-centers. In 1913 this percentage was as high as 80. Belief exists among the ranks of the retailers generally that much buying is held back in the hope entertained by consumers that the old five and ten-cent standards will return. Because of the increasing demands for the good old time five-centers, the retailers look with aversion on contemplated schemes of imposing on this class of goods a tax for the very laudable purpose of a soldier's bonus fund. Approval of such a fund is, of course, quite general, but there is a very decided sentiment against loading on to the five-cent cigar the additional burden of a tax for the bonus fund. It is felt that the day of the five-centers would long be postponed and perhaps be indefinitely deferred, if a further burden in taxation was imposed upon it.

Meanwhile, those concerns which have succeeded in solving satisfactorily to the consumer the production of a five-cent cigar, are enjoying a very large and steadily increasing trade on them. Bayuk Bros. are running to capacity on their comparatively new five-cent smoke, Charles Thomson. The Portuando Ace is enjoying very large sales in the daily widening territory through which it is being distributed. The Schulte Co., in its chain stores this week, is making a special drive on the Schulte A No. 1 five-cent cigars.

There are many other brands, some as well known, others of lesser renown, whose sales steadily are mounting and which unquestionably are whetting the public appetite for what a former vice-president of the United States, Thomas Marshall, said he was looking into the future with greatest interest for "the return of the old fashioned five-cent smoke."

The comparatively new Square Circle Cigar Co., which a little over a year ago opened a very elaborately appointed retail store at the northeast corner of 5th and Walnut streets, and which at that time contemplated the opening of a chain of stores, during the week joined the too rapidly increasing list of firms which find themselves in financial embarrassment. In the case of the Square Circle, there is a disposition on the part of creditors voiced at a meeting held on Monday of this week to grant them opportunity to work out their financial salvation and the two proprietors of the establishment, Maurice and Albert Levan, are of the opinion that under the favorable conditions arranged by the creditors, they will be able to pay 100 per cent. Twenty-five firms are listed as creditors.

None, however, for large amounts, and the aggregate not exceeding $3,000 to $4,000. Because of the splendid service given to creditors by the Credit through its investigating department, headed by Thomas Latimer, Jr., in the case of the Federal Tobacco Co., as reported in these columns, the creditors quite willingly used its offices. At the meeting Monday, all of the 25 firms involved were represented and after the presentation of facts and figures by the Levan Bros., and their statement that there was a prospective purchaser who they believe will close the deal within a short time, it was decided to hold all claims in abeyance for thirty days. An inventory of the stock is now being made by Mr. Latimer with the assistance of Mr. Kimber of Bayuk Bros. and others. The Square Circle is well stocked with salable goods. Indeed, some of the firm's financial troubles are laid by creditors to overbuying.

Duncan & Moorhead, whose establishment on Chestnut street, below 7th, has long been familiar to the trade, are seeking new quarters which they hope to find before the expiration of the existing lease on April 1.

Abraham Grieff, operating the Stand Cigar Store at 2822 Kensington avenue, during the week was adjudged an involuntary bankrupt. Edwin F. Hoffman was appointed referee.

Joseph Gallagher, of Allen R. Cressman Sons, has returned to headquarters from a trip to Rochester, Buffalo, Cleveland and adjacent territory. E. D. Saunders left during the week on a special trip to work with the new representatives of the firm, James J. Keefe, in part of Massachusetts and the Rhode Island territory.

The Square Circle Cigar Co. has added Golders Million Dollar Cigar to its stock.

Samuel Waschler, who operates a cut rate store on Chestnut street, below 9th, is attuning himself to the spirit of the times by displaying across the front of his establishment a great red-lettered sign which reads, "Business is good."

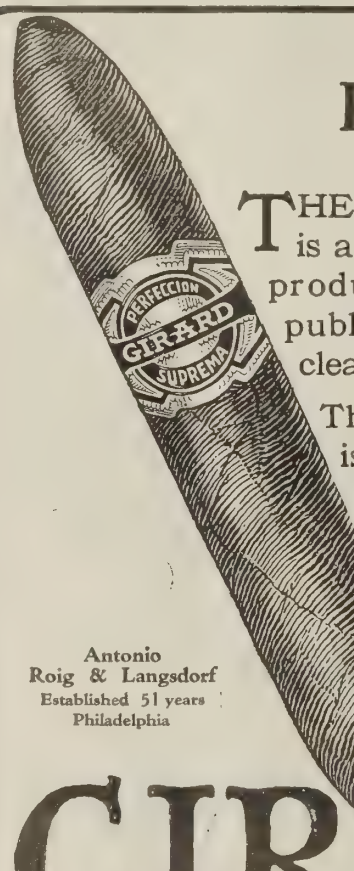
Samuel Olster, head of the Ruyera Lopez Cigar Mfg. Co., Inc., 137 No. 3rd street, left during the week for Connecticut to look over a large purchase of shade grown which the firm had just taken over. The particular feature was a lot of 400 bales, the entire packing of a well known dealer, and which Mr. Olster says he believes to be the finest grade of light types which he has been able to secure for several years. The firm will shortly open a new factory at Ephrata, Pa., and is planning to develop a number of distributing points in New York City, and throughout the Empire State. The firm has just closed a deal for a large quantity of Havana leaf, representing the highest type of Remedios.

Samuel Grabosky, of the G. H. P. Cigar Co., of El Producto fame, has returned from a month's trip to Cuba where he purchased at most satisfactory prices a very large supply of the finest grades of Havana, much better quality than was obtainable a year ago. W. F. Penniman, of the Penniman Hile Co., of Savannah, stopped over for a visit at the G. H. P. factory on his way South from a trip to New York. H. O. Bumps, of J. L. Marcerau & Co., Detroit, accompanied by C. Watkins, a prominent cigar dealer of the same city, made a friendly call at the El Producto headquarters. All of the visitors feature El Producto as one of their leaders.

Leo. P. Weiss, of Roig & Langsdorf, 317 No. 7th street, is in the south looking after the interests of Girard in that locality. There has been added to the Girard family a few new sizes, among them the Founder and Banker ten-cent propositions, and the Needle, two for twenty-five cents. The new sizes went on sale as of February 1. All are packed in 50's. The Educator size is now being packed in 1/20th wood boxes, as well as its former cans. Two other sizes, the Benefactor, a fifteen center, and Philosopher, three for fifty, complete the Girard family.

Willis F. Andruss, sales manager of the Congress Cigar Co., has returned from a trip to Detroit, Cleveland, Buffalo and Pittsburgh, while Jacob Paley is just back from a trip to Minneapolis, Chicago, and contiguous territory. Production capacity of the four factories of the Congress Co. is being sold as rapidly as it can be expressed. There was added during the week to the sales organization, E. P. Collins, who formerly carried the Melachrino line. Visitors to the Congress factory during the week

(*Continued on page* 33)


Lightnin'

THE melodrama, "Lightnin'," is a big success because the producers have given the public what it wants — a clean, enjoyable play.

The mellow cigar, Girard, is a big success because the producers have given the public what it wants—a clean, enjoyable smoke.

That's why Girards sell like lightnin'.

Antonio
Roig & Langsdorf
Established 51 years
Philadelphia

GIRARD

*Never gets on your nerves*

ABOVE ALL

BOLD

Now 2 for 15c.

The recognized standard of cigar quality and cigar value. Bold's pre-eminent popularity is due solely to incomparable and unchangeable quality.

BOBROW BROTHERS, Inc.
MANUFACTURERS
PHILADELPHIA, PA.

# Cleveland Making Progress Toward "Normalcy"

## Not Yet at Peak, But Conditions Are Much Better Than Year Ago—Banks Showing More Liberality—Comparison in Tobacco Business Makes Cigarists More Optimistic Than Ever—Now Selling Standard Brands.

CLEVELAND, O., Feb. 4.—Already a month of the new year has slipped away. Though business conditions at this time have not altogether reached the peak of normalcy, it is a sure bet that they are better than this time last year. Banks are becoming liberal, at least in comparison to last year, and are letting some of that long-stored money out without demanding a couple of houses and lots for security on every dollar you wish to borrow. A comparison of the tobacco business now and a year ago in Cleveland will sure make our cigarists more than ever ardent optimists. Then, jobbers were chock full of "war-baby" stock, and freak sizes of still freakier brands. Now these are gone, sold at cost or below, it is true, but gone if not forgotten. They are better off, than on, the market. The air is slowly but surely being rid of that stain of pessimism and the sun of optimism has already shown through the clouds of doubt. Cleveland dealers have learned that the safe way and the best way in the long run, is to stick to the standard brands and the standard sizes, which bring better results by catering to the tastes, and giving satisfaction to the consumer, thereby insuring his return and the continuance of his patronage.

### A Good Suggestion

Cincinnati cigarists "came to bat" with a good suggestion last week. At a meeting of the Cincinnati Cigar and Tobacco Association, it was voted to celebrate the week beginning April 16, as "Cigar and Tobacco" week. The celebration of this occasion is to be attended by special advertising which will boost the tobacco game and induce the public to buy more of these products. Advantage is to be taken of the opportunity this occasion offers, to correct false impressions in the public mind and to altogether set people "straight" as regards price conditions. If for no other reason than the last, other cities may do well to emulate the Queen City's example. It would certainly help to put the tobacco game in its rightful sphere of usefulness.

### To Represent Newark Concern

A. V. Jockel is to represent John H. Swisher & Sons, of Newark, Ohio, in parts of western and southern territory. Five-cent cigars, stogies, and cheroots are produced by this company and meet with a great deal of success here. Mr. Jockel has a host of friends who wish him success in his new connection.

### Tareyton Displays

Tareytown displays of both cigarettes and tobacco were much in evidence this week. Ed Keyes and Oliver Schroeder both had gorgeous displays of this popular brand in their windows downtown. Each one vied with the other in bringing the smiles to the face of Harry Burrows, local representative of the Falk Tobacco Co., who recently returned from a southern business tour.

### A Trade Visitor

Jack Merriam poked his head in the door and yelled, "hello." Jack has some sweet stories to tell about his Baron de Kolb segar which he claims will soon be one of Cleveland's best bets in the popularity line.

### Charles the Great

Louis Klein's store in the Athletic Club Building is doing some remarkable business these days on the Charles The Great that popular clear Havana. Much of it is being done on the erstwhile three-for-a-half size which is now being offered at fifteen cents straight.

### Herb Mesick in Town

Herb Mesick, that ever popular representative of Cuesta Rey, dropped in to see us the other day. Herb is delighted over the way Cleveland is taking to the Cuesta Rey products. Cuesta Rey & Co. also make up some private brands for some of the dealers here and Herb has yet to hear of anyone being dissatisfied with any of these products.

### A Busy Man

They're keeping Grover Mendelsohn busy these days all right. Mr. Mendelsohn came in from a western trip Friday night, stayed a couple of nights and is already preparing to embark for St. Louis and other points west, Sunday night. Business in St. Louis and that district has exceeded his greatest expectations and has proven so great as to warrant greater and immediate attention on the part of Mr. Mendelsohn.

### Cuts on Tiberius

The George B. Scrambling Co. has announced radical changes in the price of all sizes of the Tiberius brand, a matter which has resulted in increased demands for this cigar.

### Lost and Found

"Tris," a long-haired French poodle, owned by Tris Speaker, manager of the Cleveland Indians, was listed among the missing Tuesday morning. "Tris" was given to Speaker by Max Hoenig of the Baer-Wolf Co. for a birthday present last summer. When Tris—the player-manager—left on a hunting trip, he left "Tris"—the pup—in Max's care, Max being a personal friend and one who could take good care of his pet. All went well until "Tris" failed to answer mess call Tuesday morning. Immediately the police were notified and every policeman in town had a complete description of the pup. Nothing was overlooked in the effort to find the pet of the diamond's idol. Nothing was found—by the police. The next morning the door was opened and "Tris" was outside, a little dirty but as hungry as ever.

### Garcia Grande's Big Gun in Town

Julius Klorfein, the real big gun of the Garcia Grande, hit town the other day on his western busness tour. Mr. Klorfein was well satisfied with the way Garcia Grandes are demanded in Cleveland and the manner in which the Cleveland distribution is being cared for by the Wallace-Schwarz Co.

### A Gotham Visitor

A. D. Goodman, one of Cleveland's jobbers, paid the big town a visit last week. The New York manufacturers all had a visit from A. D.

### The Standard's Special

The Standard Drug featured in all their windows last week the Admiration cigar distributed here by the Baer-Wolf Co. The Standard Drug Co. runs a chain of twenty-six stores throughout the city and it can be seen that to be featured by them is no small distinction.

### Pyle & Allen's Special

The Pyle & Allen Co. has offered as a special inducement for today a Durham Duplex Safety Razor with each purchase of 50c or over. The number of razors that have been given away clearly shows that the amount of business being done is hard to be improved upon.

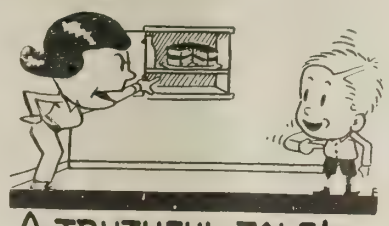
### Cigarettes Versus Whiskey

We hear that Lucy Page Gaston comes to "bat" with the dope that cigarettes have a "kick" just the same as whiskey, which may or may not account for the extra large number of cigarettes being sold lately. Her discovery that the "kick" in a single cigarette equals the "backfire" in two ounces of whisky comes as welcome "news" to many. But what we're interested in, is, how does Lucy know all this?

### Some Trade Visitors

Among the tobacco and cigar men who visited Cleveland this week were Jim

(*Continued on page* 33)


For years our cigar boxes have been distinguished by their excellence. Today we are the acknowledged leaders of cigar box manufacturers.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

FLOR DE
MANUEL
CIGAR
"THE BLEND THAT MAKES HAVANA MILD"
ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

STICK TO Cinco - IT'S SAFE

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

ESTABLISHED 1870 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Virginia CODES USED: Western Union, Arnold's 5 and 15, Lieber's

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President T. W. WEBB, Secretary Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

H. G. Whitehead W. P. Anderson S. H. Anderson

Whitehead & Anderson

LEAF TOBACCOS

Commission Merchants & Exporters

*Our Tobaccos Always Open Up To Sample*

The largest bright leaf tobacco market in the world. WILSON, N. C., U. S. A.

Cable Address "Dorothy"

Codes { A. B. C. 5th Edition, Arnolds No. 5, Western Union

Cable "IRVINE," Kinston, N. C.

E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

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KINSTON, N. C., U. S. A.

ANDREW JAMISON, President Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

*ALL GRADES OF OLD BELT*

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

E. B. Ficklen, President Cable "FICKLEN" E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished Correspondence Solicited

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

*Dealers in* LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

## Virginia-Carolina Markets Had Off Week

RICHMOND, Va., Feb. 6.—Virginia and North Carolina tobacco markets had dull times last week. Farmers found it impossible to get to the tobacco towns with wagons or automobiles because of the condition in which the snow left the roads. On the markets that had sales the breaks were made up of tobaccos that had been delivered before the snow storm and held over and of stock that was shipped by rail.

The offerings on the floors of the Richmond warehouses were altogether of railroad tobacco and were small, amounting to about 55,000 pounds. Sales were held down to two days. In the offerings there were some very good sun-cured leaf, in fact the good to fine leaf predominated, and an average of $20 per 100 pounds was made for the week.

At Butler's Warehouse, sales of two hogsheads were made for P. T. Hasher, of Louisa county. The shipment was divided into eight lots, which brought prices ranging from $25 to $57 per 100, the average on the 1,355 pounds being $41.69. These figures show that good tobacco is in demand and will bring the money when it is in good order and all right.

The sales on the Richmond market for January, mainly sun-cured leaf, amounted to 439,290 pounds, and brought an average of 18.96 per 100. The sales for January, 1921, were 1,086,240 pounds, and the average was $9.50.

The sales for the five months of the season ending January 31, were 2,116,530 pounds, which averaged $16.82 per 100, and 3,600,015 pounds, which averaged $8.38 per 100.

## Henderson Market Quiet

HENDERSON, N. C., Feb. 4.—A snow two feet deep on the ground for the first three days of the week, and roads made bad by the thaw and a subsequent rain for the remainder of the week well nigh put the Henderson tobacco market out of business during the week just ended. Total sales for the week, scattered in driblets along through the week amounted to only 50,874 pounds. This sold for $9,401.18, and made an average price per hundred pounds of only $18.48, which is one of the lowest weekly averages yet experienced during the sale of the 1921 crop.

These figures bring the city's total to 8,186,305 pounds, which has sold for $2,123,937.35, or a season average of $25.94 per hundred pounds.

### To Close Feb. 24

Three weeks more remain in which to sell what is generally believed will amount to about 300,000 as the remainder of the 1921 crop. The market here closes for the season on Friday, February 24. Larger sales are expected next week as the result of the ending of the season, and the rapid approach of the final sales day. It is not expected that the Henderson market will sell more than 8,500,000 pounds, if hardly that.

### Plan to Re-open in Fall

It is a settled fact, according to the decision of the warehousemen, however, that this closing is not the swan song of the auctioneering method of marketing tobacco here, for they, along with the warehousemen in markets in the eastern part of North Carolina, have determined not to be run off the map by the co-operative marketing plan. It may be that one or two, or even more, warehouses in Henderson will be taken over by the tobacco association as storage quarters for weed that is not sold promptly when offered in the fall, but this remains to be seen. At any rate, according to their own statement, the warehousemen are planning to run full blast next fall, if there is enough business to carry them.

## Danville Has Unsually Large Sales

DANVILLE, Va., Feb. 7.—Notwithstanding the condition of the country roads surrounding Danville, sales of leaf tobacco here during the past week were unusually large. After the heavy snow, followed by a rapid thaw, it was expected that the highways would be impassable for a week, but the growers arrived, nevertheless, some of them experiencing difficulties in getting here. The sales for the week totalled 834,724 pounds, at an average of $14.09 per hundred pounds, or

**Cigarette Machines** **Auxiliary Machines** **Tobacco Stemming Machines** **Cigarette Packing Machines**

Nearly half a century ago the original cigarette making machine was offered by our company to the manufacturers, thereby revolutionizing the cigarette industry.

Since then we have grown and developed, by serving the interests of our customers.

Today more than 5,000 of our machines are in daily use throughout the world.

***Catalogues and Quotations Upon Request***

**UNITED CIGARETTE MACHINE COMPANY, INCORPORATED,**
LYNCHBURG, VA., U. S. A.

*Canadian Representative*
**George E. Goldstein,**
1 ST. JOHN STREET,
MONTREAL

*Cuban Representatives*
**Larrazabal y Cia.,**
QUINONES BUILDING,
HABANA

for $117,638.42. The average showed a decrease over that of the previous week, when it was $17.46 for over two million and a half pounds marketed.

Prices on the better types of tobacco remain high but the inferior types, and especially the dark tobacco seen here recently is not in demand, and is commanding a low price.

W. Crews Wooding, president of the Danville Tobacco Association, supplies the following statistical data on the season's sales, showing that thus far 26,000,000 pounds of leaf has been marketed.

### Season's Sales

Sales for January, 1922, 5,079,560 pounds; average, $18.20; amount paid out, $924,570.97. Sales for January, 1921, 7,826,937 pounds; average, $29.13; amount paid out, $2,280,327.20. Decrease in January, 1922, 2,747,377 pounds; decrease in average, $10.93; decrease in amount paid out, $1,355,756.23. Total sales for the season to February 1, 1922, 25,747,693 pounds; average, $22.08; amount paid out, $5,686,573.60. Total sales for corresponding period, 1921, 36,749,437 pounds; average, $27.88; amount paid out, $10,246,165.94. Decrease in 1922, 11,001,744 pounds; decrease in average, $5.80; decrease in amount paid out, $4,559,592.34.

From present indications Danville will sell between thirty-two and thirty-three million pounds of tobacco this season. With 25,000,000 pounds already sold, it is expected that six or seven million additional pounds will have been marketed before the close of the present season.

### Snow Damage Repaired

The damage done to local warehouses by the heavy snow has been repaired and all of them are operating again.

In South Boston, where Edmonson's warehouse was totally destroyed, it has not been determined just yet what shall be done. This attitude reflects something of the uncertainty among warehousemen about the starting of the new régime next season when, advocates of co-operative marketing say, the new method will be in vogue.—TETLEY.

## Oxford Average, $19.34

OXFORD, N. C., Feb. 3.—Total sales for the week, 193,840 pounds; average price per 100 pounds, $19.34. Sold to date of 1921 crop, 7,815,529 pounds; average price per 100 pounds, $24.39. Sold to same time last year, 12,950,447 pounds; average price per 100 pounds, $23.52. Owing to the heavy snow there were not any sales this week until Thursday the second.—S. E. W.

## Strong Demand at Henderson

HENDERSON, Ky., Feb. 3.—Tobacco prices were stronger today, when 123,275 lbs. sold at an average of $15.48 a 100 lbs. Best leaf sold up to $38 a 100. Lugs and trash continue in strong demand.

## Blackstone Average, $20

BLACKSTONE, Va., Feb. 3.—Total sales for the week ending today, 152,530 pounds; average price per 100 pounds, $20. Sold to date of 1921 crop, 2,882,217 pounds; average price per 100 pounds, $17.10. Our offerings have been very high on account of heavy snow storm. Prices are high with strong demand for all grades.—JOS. E. BEACH & Co.

## Prices Higher at Lynchburg

LYNCHBURG, Va., Feb. 3.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week ..... | 232,300 |
| Sold to Feb. 3, 1922..... | 6,731,200 |
| Sold to Feb. 4, 1921..... | 4,272,200 |
| Increase for 1922 ..... | 2,459,000 |

The heavy snow put the roads in bad condition which cut receipts to some extent and rather more tobacco was sold than was expected.

All grades were in splendid demand with prices for common and medium types higher than at any time this season.

The good grades were also actively sought after with every thing at all desirable selling high.

Many people brought in their barn scrapings, but despite the large percentage of common grades, the general average for the week was $23.10.

It is estimated that at least eighty per cent of the crop has been sold and with favorable weather for marketing the remainder will soon be brought in.

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.
**WRIGHT-HUGHES TOBACCO CO.**
INCORPORATED
**LEAF TOBACCO DEALERS**
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C.

C. O. DIXON, President A. H. BUCHAN, Treasurer
Cable DIBUCO, Mullins, S. C.
**DIXON-BUCHAN TOBACCO COMPANY**
Dealers and Exporters
VIRGINIA-CAROLINA TOBACCOS
**Mullins, South Carolina**

# JOHN E. HUGHES CO.
Incorporated

BRIGHT AND DARK
VIRGINIA
CAROLINA
KENTUCKY

CLARKSVILLE
AND
SPRINGFIELD
GREEN RIVER
BURLEY

MARYLAND
TOBACCOS

**Danville,**
**Virginia**
**U. S. A.**

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A. B. C., 4, 5 and 5th Improved
ARNOLD'S 5 and 15
BENTLEY-LIEBER

LEAF
STRIPS
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BRANCHES
IN ALL
IMPORTANT
SECTIONS

Established 1898 Cable Address: Randolph
**RANDOLPH MEADE & COMPANY**
INCORPORATED
***Leaf Tobacco Dealers***
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
DANVILLE VIRGINIA

**THORPE & RICKS**
Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition.
Cable Address: THORPE.
Established 1886
BRIGHT LEAF TOBACCO
TRADE MARK T. R. REGISTERED
Rocky Mount, N. C., U. S. A.
We have large and improved facilities for buying and handling

**GEO. A. LEA & CO.** **Leaf Tobacco Dealers**
DANVILLE, VIRGINIA, U. S. A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

# Association Burley Ready for Sale

The Burley Tobacco Growers' Co-Operative Association will be ready to sell the Association crop of Burley tobacco in any quantity desired on and after February 3, 1922. The Association crop is the best of the crop grown in 1921.

**Burley Tobacco Growers Co-Operative Association**

620 South Broadway, Lexington, Kentucky

JAMES C. STONE, President and General Manager

# G. F. VAUGHAN TOBACCO CO.

BUYERS, REHANDLERS AND REDRYERS OF

**Leaf, Strips, Stems and Scraps**

For Home and Export Trade. Samples Submitted.

*Contracts Solicited*

Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.

LEXINGTON, KY.

Cable: Austin, Greeneville

CODES: { Arnold's No. 5 / A B C 5th Ed. Improved

BURLEY BRIGHTS STRIPS SCRAP

**LEAF TOBACCO**

**THE AUSTIN CO., Inc.**

GREENEVILLE, TENN.

*Latest Proctor System*

Cable address: "Phelon"

# J. S. PHELON

*Leaf Tobacco Broker*

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

Stemmery and Air Drying Factory
Fifth & Triplett Streets

Warehouse and Steam-Drying Plant
Ninth & Wing Avenue

Owensboro, Ky.

# W. R. Nagel & Co.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco

OFFICE AND FACTORY:
NINTH & FINDLAY STS., Paducah, Ky.

Cable Address—Tansy
Phone—Broad 1915

A B C 5th Edition
Arnolds & West, Union Codes

**TANSY TOBACCO CORPORATION**

*Leaf Tobacco Dealers and Brokers*

All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
We respectfully request your inquiries and Orders.

19 SOUTH WILLIAM STREET, NEW YORK

# J. F. SMITH & CO.

CLARKSVILLE, TENN., U. S. A.

TOBACCO COMMISSION MERCHANTS

Tobacco Inspection and Warehouse Men

WEIGHING, SAMPLING AND COOPERING

Proprietors of Red River and Ryman Warehouses

FORWARDING FOR EXPORT

Storage Capacity 5,000 Hogsheads

REASONABLE RATES


# Louisville Tobacco Market Reports

LOUISVILLE, Ky., Feb. 4.—The Louisville Tobacco Board of Trade makes these tabulations:

## Tobacco Sales for the Week and Year to February 3

| Warehouses | Week: Auction Sales | Week: Private Sales | Week: Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 160 | 1 | 161 | 1,262 |
| Kentucky | 534 | ... | 534 | 2,875 |
| Main Street | 332 | 7 | 339 | 1,902 |
| Planters-Farmers | 717 | 35 | 752 | 3,728 |
| New Tenth Street | 463 | 96 | 559 | 2,363 |
| Louisville | 358 | 6 | 364 | 2,136 |
| | 2,564 | 145 | 2,709 | 14,266 |
| Year 1921 | | | 2,355 | 11,0 3 |
| Year 1920 | | | 2,744 | 13,925 |
| Year 1919 | | | 2,916 | 14,830 |

## Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,636 | 992 | 2,628 |
| Dark | 67 | 14 | 81 |
| | 1,703 | 1,006 | 2,709 |

## Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 7,169 | 6,742 | 13,911 |
| Dark | 248 | 107 | 355 |
| | 7,417 | 6,849 | 14,266 |

## Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 10,344 | 13,560 | 13,999 |
| Dark | 699 | 365 | 831 |
| | 11,043 | 13,925 | 14,830 |

## Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| SALES | | | |
| Total sales of new crop to date | 10,255 | 10,442 | 14,045 |
| Sales of new crop to date. Original inspection | 8,691 | 9,101 | 12,333 |
| REJECTIONS | | | |
| Rejections this Week: | | | |
| Burley | 562 | ... | ... |
| Dark | 5 | ... | ... |
| Total | 567 | 622 | 716 |
| Percentage of rejections to auction sales: | | | |
| Burley | 22 | ... | ... |
| Dark | 9 | ... | ... |
| Total | 22 | 27 | 26 |
| Rejections Jan. 1 to date: | | | |
| Burley | 2,989 | ... | ... |
| Dark | 105 | ... | ... |
| Total | 3,094 | 2,422 | 3,440 |
| RECEIPTS | | | |
| Receipts this week | 1,628 | 2,361 | 1,623 |
| Receipts, Jan. 1 to date | 9,664 | 9,279 | 9,840 |

## Monthly Report

*Tobacco Sales for the Month and Year to January 31*

| Warehouses | Month: Auction Sales | Month: Private Sales | Month: Total for Month | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 1,096 | 5 | 1,101 | 1,101 |
| Kentucky | 2,471 | 20 | 2,491 | 2,491 |
| Main Street | 1,643 | 7 | 1,650 | 1,650 |
| Planters-Farmers | 3,006 | 153 | 3,159 | 3,159 |
| New Tenth Street | 1,792 | 137 | 1,929 | 1,929 |
| Louisville | 1,752 | 112 | 1,864 | 1,864 |
| | 11,760 | 434 | 12,194 | 12,194 |
| Year 1921 | | | 8,688 | 8,688 |
| Year 1920 | | | 11,181 | 11,181 |
| Year 1919 | | | 11,914 | 11,914 |

*Classifications of this Month's Sales*

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 5,944 | 5,924 | 11,868 |
| Dark | 229 | 97 | 326 |
| | 6,173 | 6,021 | 12,194 |

*Classifications of Sales Jan. 1 to Date*

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 5,944 | 5,924 | 11,868 |
| Dark | 229 | 97 | 326 |
| | 6,173 | 6,021 | 12,194 |

*Classification of Sales to same Date in*

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 8,011 | 10,918 | 11,329 |
| Dark | 677 | 263 | 585 |
| | 8,688 | 11,181 | 11,914 |

*Comparisons with Previous Years*

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| SALES | | | |
| Total sales of new crop to date | 9,427 | 8,271 | 11,557 |
| Sales of new crop to date. Original inspection | 8,008 | 7,330 | 10,282 |
| REJECTIONS | | | |
| Rejections this month: | | | |
| Burley | 2,517 | ... | ... |
| Dark | 101 | ... | ... |
| Total | 2,618 | 1,800 | 2,724 |
| Percentage of rejections to auction sales: | | | |
| Burley | 22 | ... | ... |
| Dark | 34 | ... | ... |
| Total | 22 | 21 | 25 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 2,517 | ... | ... |
| Dark | 101 | ... | ... |
| Total | 2,618 | 1,800 | 2,724 |
| RECEIPTS | | | |
| Receipts this month | 9,149 | 7,488 | 8,551 |
| Receipts, Jan. 1 to date | 9,149 | 7,488 | 8,551 |

## Stock Report

*Receipts, Deliveries and Stocks for the Month and Year to January 31*

| Warehouses | Receipts During Month | Deliveries During Month | Receipts, Jan. 1 to Date | Deliveries, Jan. 1 to Date | Stocks, this Date |
|---|---|---|---|---|---|
| Turner | 619 | 704 | 619 | 704 | 1,195 |
| Kentucky | 2,222 | 1,540 | 2,222 | 1,540 | 3,840 |
| Main Street | 1,241 | 1,350 | 1,241 | 1,350 | 1,486 |
| Planters-Farmers | 1,922 | 2,342 | 1,922 | 2,342 | 5,760 |
| New 10th St. | 1,495 | 1,164 | 1,495 | 1,164 | 2,146 |
| Louisville | 1,650 | 1,380 | 1,650 | 1,380 | 3,527 |
| Total | 9,149 | 8,480 | 9,149 | 8,480 | 17,954 |
| Year 1921 | 7,488 | 5,077 | 7,488 | 5,077 | 16,360 |
| Year 1920 | 8,551 | 6,932 | 8,551 | 6,932 | 17,364 |
| Year 1919 | 10,453 | 7,291 | 10,453 | 7,291 | 7,459 |

HELM GLOVER, Secretary.

## Official Quotations at Louisville—February 3, 1922

Old Burley

| | Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix) | 5 to 6 | .. to 7 | 7 to 8 | .. to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common Lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good Lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Com. Leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common Leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium Leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and Selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25.. |

1921 Crop Burley

| | Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 8 to 10 | 8 to 10 | 12 to 14 |
| Common Lugs | 10 to 12 | 10 to 14 | 16 to 20 |
| Medium Lugs | 12 to 16 | 14 to 18 | 20 to 25 |
| Good Lugs | 16 to 20 | 18 to 22 | 25 to 30 |
| Com. Leaf (short) | 12 to 16 | 14 to 16 | 20 to 25 |
| Common Leaf | 16 to 18 | 16 to 20 | 25 to 28 |
| Medium Leaf | 18 to 25 | 20 to 25 | 28 to 35 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and Selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 ct. to 3 cts. lower.


# FRIEDBERG BROS., Inc. LEAF TOBACCO

Dealers in All Kinds of

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N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

## Large Sales at Paducah

PADUCAH, Ky., Feb. 3.—Loose tobacco has moved freely during the past week notwithstanding weather conditions have been rather unfavorable. Sales on the loose floors and from the wagons have been large, and the greater part of the sales have been made up of the low, common and medium grades. Very much less of medium and good appearing than was expected. Prices have continued firm on most grades. The market has shown some irregularity at times on low and common grades of leaf, but taken as a whole we would say prices were firm and unchanged.

The quality of the crop has been very disappointing from the start or opening of the market. We thought we had more good tobacco than we have. The crop is showy and leafy, but is lacking in body and quality. Another thing that is helping to keep prices up is the fact that it is not weighing as heavy as we expected, and no doubt the yield will not be up to our estimate which was that the yield would equal that of the 1920 crop.

Buying at the barn doors has been very free this week and sales have been heavy. It is hard to say what part of the crop has been sold, but we would say 50 per cent or more. The weather has been favorable for stripping and ordering during the early part of the season, and most farmers have their tobacco ready for market, and as prices are satisfactory they are marketing it as fast as they can. With more favorable weather conditions no doubt we will see a big rush of deliveries and the crop move much earlier than usual.

### Few Seed Beds Burned

So far very little preparation has been made for this year's crop. Some plant beds have been burned and with favorable weather for the next few weeks we will see preparations made for planting a large crop. No doubt farmers will make an effort to get out a good sized crop because the present prices for tobacco are more remunerative to the farmer than any of the other crops grown in the tobacco district. I think also that farmers will try to improve the quality as they see that it is more profitable to raise good tobacco than common.

We hear of a few sales of old leaf and lugs being made during the past week, but transactions have been small owing to the light stocks of old tobacco. There is considerable inquiry for old lugs but there have been no sales of consequence.—W. B. KENNEDY.

## Mayfield Market Firm

MAYFIELD, Ky., Feb. 3.—The market on all grades has certainly remained very firm this week. In fact, on the common to medium grades the market is stronger. The favorable weather has permitted heavy deliveries, as well as unusual activity in the country. The crop is rapidly being marketed, and the indications are now that it will have been moved earlier than any crop for a number of years.

Auction sales since our last report are as follows:

| Date | No. Loads | Leaf Average | Lug Average |
|---|---|---|---|
| *Prev. Reported | 3,682 | | |
| Jan. 28 ..... | 46 | $15.42 | $1.91 |
| Jan. 30 ..... | 142 | 13.64 | 1.54 |
| Jan. 31 ..... | 231 | 14.02 | 1.95 |
| Feb. 1 ..... | 34 | 10.77 | 1.83 |
| Feb. 2 ..... | 126 | 14.49 | 1.91 |
| Feb. 3 ..... | 156 | 14.13 | 1.91 |
| Total ..... | 4,417 | | |

*(Loads reported Jan. 27, 2,534, should have been 3,277, adding last week's sales to which would have made the total in last report 3,682 instead of 2,939).

We hear of considerable activity on new lugs where they can be had loose in bulk lots at an approximate average of 4 cents for running lots.

The old stocks of lugs and leaf are also in a seemingly stronger position, scattering sales having been made this week at a very satisfactory price. We consider these old stocks of both lugs and leaf much better values at present prices than the same grades in the new crop.—WRIGHT, SMITH & Co.

## Owensboro Market

OWENSBORO, Ky., Feb. 4.—The Hodge Tobacco Co. makes report for the week as follows:

### Sales of Pryor Tobacco

| | Pounds | Average |
|---|---|---|
| Previously reported. | 21,191,140 | $16.11 |
| Sales this week ... | 1,693,365 | 14.41 |
| Total sales to date | 22,884,505 | $15.99 |

### Quotations

GREEN RIVER

| DARK | Leaf | Lugs | Trash |
|---|---|---|---|
| Common .. | 3 to 12 | 4 to 7 | 2 to 3 |
| Medium ... | 12 to 14 | 6 to 12 | 3 to 4 |
| Good ..... | 14 to 25 | 12 to 15 | 4 to 6 |
| BROWN | | | |
| Common .. | 18 to 20 | 10 to 15 | 3 to 4 |
| Medium ... | 20 to 25 | 12 to 20 | 4 to 6 |
| Good ..... | 30 to 43 | 12 to 22 | 6 to 10 |
| RED | | | |
| Common .. | 18 to 25 | 10 to 12 | 4 to 5 |
| Medium ... | 25 to 28 | 14 to 18 | 5 to 6 |
| Good ..... | 30 to 45 | 15 to 22 | 6 to 9 |
| COLORY SELECTIONS | | | |
| Common .. | 15 to 25 | 10 to 15 | 3 to 5 |
| Medium ... | 23 to 30 | 15 to 20 | 5 to 8 |
| Good ..... | 30 to 40 | 20 to 23 | 8 to 15 |

Quality considered, there has been no change in the market this week, the low average is due to the large amount of common offerings.

We do not anticipate that the amount of tobacco remaining to be sold will exceed four million pounds.

## Greeneville Average, $31.16

GREENEVILLE, Tenn., Feb. 4.—Total sales for the week, 377,728 pounds; average price per 100 pounds, $31.16. Sold to date of 1921 crop, 3,849,437 pounds; average price per 100 pounds, $31.52.—THE AUSTIN CO., INC.

## Clarksville Average, $16.86

CLARKSVILLE, Tenn., Feb. 4.—J. F. Smith, supervisor of the Tobacco Market, makes report for the week ending Feb. 3, as follows:

Sales for the week, 606,440 pounds, at an average of $16.86 per hundred. Sales for the season, 3,094,395 pounds, at an average of $16.98 per hundred.

## Richmond Average, $28

RICHMOND, Ky., Feb. 3.—Six thousand pounds of tobacco sold at the Home house here today, averaging $28 per hundred pounds. Seventy thousand pounds was received by Co-operative Marketing Association at this warehouse today.

## High Average at Covington

COVINGTON, Ky., Feb. 4.—Offerings in the Covington loose leaf burley tobacco market yesterday aggregated 32,865 lbs., bringing the week's business at the Ken-

(*Continued on page 33*)

"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

MAIL POUCH
The Tobacco that has maintained its
High Standard of Quality
*For Over 40 years*
THE BLOCH BROS. TOBACCO CO.
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Old Hill Side Smoking Tobacco
Booster Twist—Axton's Natural Leaf Twist Tobacco
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CLOWN CIGARETTES
are manufactured by
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If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

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The Largest Tobacco Seed Growers in the World
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To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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2 for 15c
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T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

## Key West Key Notes

KEY WEST, Fla., Feb. 4.—Although less tobacco was imported from Cuba in December, more cigars were manufactured. During December only 107 bales were imported and more than three million cigars were manufactured.

In January there were 257 bales brought over, yet the number of cigars turned out was considerably less, being 2,495,285.

The value of the tobacco imported during the first month of the year is rated by Customs officials at $26,048.

Stamp deputy collector of Internal Revenue, J. F. Uhrback, in his official report for the month of January shows $21,209.37 was paid by the manufacturers for Internal Revenue. He also shows that class C goods was the only class to reach the million mark. This class of cigars manufactured during the month numbered 1,645,000. The next best seller was class B, of which 380,415 were made. Class D numbered 261,350, while of class A there were but 195,200, and of class E 13,320 made.

### May Exhibit Cigars at British Fair

The advantages of having an exhibit of Key West cigars at the British Industries Fair are being set forth to the manufacturers of this city by British Vice Consul W. J. H. Taylor. Your correspondent was unable to learn if any of the manufacturers had signified their intention of sending an exhibit. The British Industries Fair will be held this year in London and Birmingham, England. The Fair is Britain's annual display of her manufactures and industries and the trade buyers' opportunity of selecting goods for the ensuing season's trade. Here is annually displayed the finest quality goods in the world. It is hoped that the manufacturers will not miss the opportunity of sending an exhibit to this Fair, which is under the supervision of the London Board of Trade, and organized by the department of Overseas Trade.

### Thomas H. Saunders Passes Away

Thomas H. Saunders, manager of the Thomas H. Saunders Cigar Co. of this city, died Monday in Asheville, N. C., where he had gone to recuperate from a recent illness. Mr. Saunders was prominent in political and fraternal circles in this city. The remains will be brought to this city for burial. He is survived by his widow, Hattie Saunders, and one brother, Hubert Saunders.

### Factory Activities

Trade conditions remain unchanged from last week, with the exception of the Thompson & Co. factory, which reports a slight increase in force. The E. H. Gato Cigar Co. is working the same number of cigar makers as last week. This was also the information received at the Mi Favorita Cigar Co.'s office. This factory has as guests this week Irvin Studwell, vice president of the company, and Rudolph Ludwig, secretary of the same company. These gentlemen are stopping at the Hotel Casa Marina and will include a visit to Cuba before returning north.

### On Regular Visit

Vivian Myers, of the Cortez Cigar Co., is a visitor in the city. Mr. Myers comes to Key West annually on business connected with the Cortez Cigar Co.'s factory.

### Greeted by Sad News

Among the many passengers arriving from Havana Thursday was Emilio Suarez, the well known tobacco importer of Tampa. Mr. Suarez was in Havana on business when called suddenly to Orlando on account of an accident in which his wife was badly injured. Mrs. Suarez died at a hospital in Orlando before the arrival of her husband.

From newspaper accounts it was learned that Mrs. Suarez and Mrs. M. Alexander were driving in an automobile which turned over near Orlando. Mrs. Suarez was so badly injured that death resulted very soon after. Mrs. Alexander was not seriously injured.

## "Cupid" Pierces Heart of Tindeco Salesman

J. Robert McConnell has recently taken two new steps—one, onto the "sales staff" of the Tin Decorating Co. of Baltimore, well known manufacturers of highly decorated metal utility boxes,—and the other, into "matrimony."

He was formerly connected with the Carr-Lowry Glass Works of Westport, Md., and entered the service of the Tin Decorating Co., on March 17, 1921, as stenographer to the sales manager,—his ability soon recognized, he was promoted on November 1, of the same year, to the sales staff of the Tindecos, his territory covering Baltimore, Washington and part of Virginia.

Mr. McConnell's pleasant personality and broad vision has won him admiration by his many friends and associates, and we feel sure that he will succeed in his new undertakings.

Here's luck to you "Mac."

### Buys Out Partner

STEVENS POINT, Wis.—Geo. W. Bigelow has purchased the interest of his partner, Henry S. Mills, in the South Side Cigar and Billiard Hall business.

MATHYS, ZADES & CO.
Exporters of Oriental Leaf Tobaccos from
Macedonia, Smyrna, Greece & The Black Sea
Tobaccos from these districts always in stock at our Antwerp warehouse. Please write for Price List and Samples and compare our prices with the competition.
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145 WATER STREET, NEW YORK

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

List of jobbers, importers and manufacturers on application.

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| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

# San Francisco Has Reawakening of Boost Spirit

## Wholesale and Retail Tobacconists Heartened by Movement to Place City More Prominently Before World—Business Men No Longer Willing to Assume Passive Attitude—Big Conventions Booked—Shriners a Stellar Attraction.

San Francisco, Jan. 31.—Arousing of San Francisco's boost spirit is looked upon by cigar and tobacco wholesalers and retailers as a good omen for future business and they are getting in back of the movement to place the city more prominently before the eyes of the world. Business men of the community are generally becoming aware that they have been too good naturedly contented with affairs in general, with the result that many opportunities for civic growth have been overlooked. The attitude of patronizingly overlooking the contiguous territory with the belief that business would naturally flow into San Francisco is being eliminated and in its place has come a desire to render service that will be upbuilding and constructive. As a result of the new spirit a number of huge conventions have been booked for San Francisco this year, new population is being attracted, new factories are being planned, much building is in progress and the city is generally rebuilding its fences. One of the largest conventions that will be held in San Francisco this year is that of the Shriners in June, when it is believed that 200,000 visitors will flock into the city. That means business galore for the cigar and tobacco merchants and they are anticipating it with great gusto. While there is a temporary slack in business at the present time, both wholesalers and retailers look for an early resumption of activities and are cutting their cloth accordingly.

### Looking for Cheaper Smokes

One of the strong indications in the San Francisco trade at the present time is that the consuming public is economizing and is looking for cheaper smokes. Sales of the past month show that the new attitude is very definitely defined and that the higher grade merchandise is not finding the favor that it enjoyed last year. More for the money and grades from five cents to two for a quarter are the principal sellers at the present time, and merchants are generally of the belief that this attitude will continue until greater prosperity comes to stay.

### Showing More Civic Pride

Another matter of considerable moment is the fact that San Franciscans are looking with greater favor on home industry than they have shown heretofore, with the result that a number of San Francisco-made cigars are obtaining quite a wide distribution. Statistics taken by a local distributor show that the San Francisco factories are now turning out about a million cigars a month. Three of these brands are not only sold well locally, but are branching out into several sections of the state.

Ehrman Bros., Horn & Co. announced today that the price of Optimo Kings has been reduced from $128.50 to $115, and hereafter will be sold at 15 cents straight instead of three for a half.

Announcement is made by the General Cigar Co. that several new sizes of Van Dykes will soon be ready for delivery, these to include the Van Dyke Standard and the Van Dyke Ambassador.

### Leave It to Izzy

Every time that Izzy Mendelson returns from one of his trips he has a new one to tell us. He arrived in San Francisco this week from Nevada, where he encountered snowdrift after snowdrift. He thought that as soon as he left the Sagebrush State and reached the San Francisco district that he would be done with snow for a time. But nature fooled Izzy, because when he arrived in San Francisco he found the hills about the bay mantled in white. But to return to Izzy's latest. He says that his lines are so good that when he was snowbound, all he had to do in Nevada was to remain in his room and the customers called on him with their orders. At that Izzy had a most satisfactory trip.

### "Well-Done" Does Well

W. D. "Well-Done" Hart, representative of Bayuk Bros., was in San Francisco this week, after a journey up and down the coast. He reports a most successful business in Charles Thomsens and Philadelphia Handmades.

Morgan A. Gunst, of the General Cigar Co., is confined to his home by illness, which is reported as not serious.

### Seriously Ill

I. I. Hess, coast representative of Bayuk Bros., is seriously ill in a hospital at Portland, Oregon. Mr. Hess is suffering from a bursted appendix and will most likely have to undergo an operation.

### A Business Conference

Salesmen of the General Cigar Co. were called home yesterday for a conference, being informed of stock conditions and the latest plans of the management for the year's activities. L. L. Hipperson, formerly of the Portland distributing branch, has been assigned to a road position and O. C. Steen, also of Portland, has been sent to the Denver branch, now controlled by Dave Byrnes and his assistant, George Pierce, formerly of the Bakersfield territory.

Jake Marcuse, representing Frankel, Gerdts & Co., left this afternoon for Marysville, where he will visit the firm's distributors there.

Robles Bros. have opened a cigar factory in Oakland and were in San Francisco this week to obtain stock.

The Golden State Leaf House reports that business this January was better than that of January, 1921, and that the prospects for the year are very glowing.

H. Coleman has purchased the cigar store of H. Fink at Post and Larkin Streets.

Announcement was made today that Dill's Best has been reduced from $1.62 to $1.52 and Old Colony and Sweet Tips from $1.62 to $1.53.

Marx Bros. yesterday opened their handsome new retail store in the new Alexander Building at Montgomery and Bush Streets.

## Blackstone Market Near End

Blackstone, Va., Feb. 4.—Leaf tobacco sales this week were small, aggregating only 152,530 pounds, which averaged $19.74 per hundred. The total sales for the season 2,831,710, average $16.92. The balance of the crop to be sold on this market probably will come in within the next two weeks, if weather conditions are favorable. Something less than 500,000 pounds remains to be sold.

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE HAVANA, CUBA

# Pennsylvania Tobacco Has Been Moving Rapidly

## Old Crop More in Demand Than Ever—Some 2,200 Cases Sold During Week—The 1921 Product Going Slowly at Prices Unsatisfactory to Growers—Buying Going on in Eastern Section Lancaster County.

LANCASTER, Pa., Feb. 4.—Tobacco has been moving rapidly this week. Old tobacco seems to be more in demand than ever. Upward of 2,200 cases were disposed of this week. Louis Kramer, accompanied by Abie Sondheimer, their local representative, bought the packings of Ulrich & Sons, Elizabethtown, and the packing of Daniel Withers, of Lititz, Pa. These purchases were made for Bayuk Bros., of Philadelphia, and the sum total of the purchases amounted to approximately 2,000 cases.

### Hold Over 16,000 Cases

Bayuk Bros. have now holdings of over 16,000 cases of 1920 tobacco, which they consider far better than the 1921 crop, both in mildness and burn. This concern is one of the busiest in the country and Mr. Sondheimer informed the writer they are behind in delivery of their orders. They attribute their phenomenal success to their buying only the highest grade tobacco, building honest and quality cigars and giving the trade a "run for their money."

The other 200 cases of tobacco sold this week were bought by Albert Koshland, who only recently located here, and his influence in the market is already being felt.

### To Buy and Pack 2,000 Cases

Mr. Koshland intends to buy and pack about 2,000 cases of the 1921 tobacco and is out in the field now locating and trying to buy only the finest and most desirable crops. The 1921 crop is moving slowly, but no concerted buying movement has started as yet. The local papers are praising the crop, claiming it is the finest that has been raised in years, and doing everything in their power to "boost" the tobacco. The truth of the matter, however, is that the tobacco lacks quality, color and burn—vital attributes of any crop, and the buyer must be supercareful in picking crops that burn, and burn freely, for if he doesn't, he will find he has a "lemon" on his hands next fall.

The crop as a whole seems to lack combustion, is tight-grained, gummy and will be a slow curer. Tobacco put in bulk does not respond readily to fermentation, does not heat up nearly as well as it should, and despite the praising and "boosting" of the local papers, the tobacco is a big disappointment to the conservative and careful buyer.

### Stop Buying Temporarily

Taylor & Long, packers of Landisville, Pa., have bought several hundred cases of best tobacco they could find and have quit buying temporarily.

Joe Froebich, who has charge here of the interest of the Frederick Cigar Co., of Evansville, Ind., has bought about 300 cases and has received orders from headquarters to quit buying.

### Have a Dozen Buyers Out

Otto Eisenlohr & Bro., of Philadelphia, have 12 to 14 buyers in the field and their object is to pick up the choicest crops as rapidly as possible and then quit buying.

Bayuk Bros., of Philadelphia, have bought about 150 acres so far and have ordered their buyers out of the field, as they don't like the 1921 tobacco and have bought up nearly every good packing of 1920 in the county. It is safe to say there isn't 1,500 cases of good old tobacco in packers' hands at present.

### Buying in Eastern Section

The tobacco in the eastern section of the county, where they had sufficient rains last season, with Gordonville as the center, is being bought up rapidly. The growers are taking advantage of the recent snow storm and are working indoors and are rapidly completing the stripping of their crops. The prices they are receiving for their tobacco ranges from 12 and 2 to 15 and 3.

### Principal Buyers

The principal buyers in this section have been Baker & Pfautz of Lititz; Baker & Eshleman, of Landisville, Pa.; Baker & Wasser, of Silver Spring. These buyers purchased about 150 acres in the vicinity of Gordonville.

The growers who sold are as follows: Junius Wiker, 6 acres; Mishler Groff, 2; G. A. Lindsay, 3½; Isaac Z. Smoker, 6; P. B. Buckwalter, 3; B. F. Lapp, 4; Geo. W. Beiler, 4; Daniel L. Smoker, 4; Jacob Y. Beiler, 3; Elias Smoker, 6; Elam Smoker, 3; Isaac Smoker, 4; Herbert Miller, 3; John Esch, 1; Daniel B. Esch, 2; Christian Yost, 2; Abraham E. Stolzfus, 7½; Samuel Stolzfus, 2; Jacob Esch, 8; Aaron P. Beiler, 2; John C. Hershey, 2; Jacob F. Esch, 7½; Daniel F. Esch, 5; John F. Lapp, 2½; Abram Ruck, 1; C. Maurice Hershey, 12; W. R. Yemminger, 6; John K. Ranck, 5; Isaac H. Rohrer; 5; Jas. Wilson, 2; Jacob I. Fisher, 10, and Samuel Smoker 6.

On account of the general depression of business the large interests will not load up heavily with the present crop, as the tobacco is not to their liking either in burn, quality or mildness.

### Not Yet Started to Buy

The General Cigar Co., largest buyers and packers in this county, have not taken to the field as yet and it is problematical when they will. It is possible they will try and skip this crop entirely. No orders have been received as yet from head-

(*Continued on page* 30)


**SOBRINOS DE A. GONZÁLEZ**
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

**LESLIE PANTIN & SON**
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

**Compañia de Abraham Haas**
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502
**WALTER SUTTER COMPANY**
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
**B. DIAZ & CO.**
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

**M. ABELLA**
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

**HIJOS DE DIEGO MONTERO**
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

**MANUEL A. SUAREZ & COMPANY**
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

**H. UPMANN & CO.**
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

**ERNEST ELLINGER & CO.**
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
**Havana Tobacco Stripping Co.**
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

# PARK & TILFORD

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# LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

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**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**

*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER



# MENENDEZ & CO.

**Leaf Dealers, Packers and Exporters**
**OF**
# TOBACCO

**Cable Parra** **87 Amistad St., HABANA, CUBA**



# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
**All Kinds of Havana Leaf Tobacco**
**129 Lealtad St., cor. Dragones St.** **HAVANA, CUBA**


# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

| | |
|---|---|
| *S. S. Orizaba* | *Jan.* 31. |
| | Cases |
| United Cigar Stores Co | 7 |
| G. W. Faber, Inc | 13 |
| B. Wasserman Co | 2 |
| Acker, Merrall & Condit Co | 9 |
| Schwarz & Son | 3 |
| Baron Hidehara | 1 |
| G. S. Nichols & Son | 5 |
| C. Lopez & Co | 3 |
| Park & Tilford | 5 |
| G. Nicholas & Co | 5 |
| *S. S. Siboney* | *Feb.* 7. |
| Grosvenor Nicholas & Co. | 7 |
| Charles & Co. | 2 |
| New York & Cuba Mail S. S. Co. | 73 |
| Acker, Merrall & Condit Co. | 8 |
| B. Wasserman & Co. | 2 |
| United Cigar Stores Co. | 6 |
| G. W. Faber | 16 |
| G. S. Nicholas & Son, Ltd. | 3 |
| Davies Turner & Co. | 5 |
| Park & Tilford | 11 |
| Duncan & Moorhead | 3 |

### Tobacco from Cuba

| | |
|---|---|
| *S. S. Orizaba* | *Jan.* 31. |
| | Bales |
| A. Lierandi | 5 |
| J. Bernheim & Son | 593 |
| E. A. Krausman | 25 |
| Havana-American Co. | 50 |
| P. Lorillard Co | 100 |
| E. Rosenwald & Bro | 14 |
| Light & Lombard | 39 |
| Ernest Ellinger & Co | 44 |
| F. Bolano | 49 |
| S. Ruppin, Inc | 37 |
| | Barrels |
| Schloss Bros. | 6 |
| Friend & Co | 36 |
| F. La Rosa & Co | 25 |
| Barron Bros. | 7 |
| Hamburger Bros. & Co | 39 |
| W. K. Gresh & Sons | 10 |
| S. Rossin & Sons | 70 |
| S. L. Goldberg's Son | 16 |
| C. D. Stone & Co | 12 |
| B. A. Kaiser & Co | 15 |
| Max Schwarz | 60 |
| E. Rosenwald & Bro | 10 |
| C. Garcia & Co | 10 |
| Ernest Ellinger & Co | 5 |
| S. Ruppin, Inc | 293 |
| F. Belano | 16 |
| | Packs |
| F. Belano | 5 |
| J. Bernheim & Son | 109 |
| Kraus & Co | 134 |
| Waitt & Bond | 206 |
| G. H. P. Cigar Co | 136 |
| Breslin & Campbell, Inc | 41 |
| J. N. Meyer & Son | 15 |
| F. La Rosa & Co | 5 |
| Congress Cigar Co | 44 |
| Bayuk Bros. | 23 |
| E. H. Gato Cigar Co | 5 |
| Ernest Ellinger & Co | 10 |
| Consolidated Cigar Corp | 184 |
| G. M. Beyea | 50 |
| M. Schwarz | 4 |
| *S. S. Siboney* | *Feb.* 7. |
| | Bales |
| P. Lorillard Co. | 100 |
| Randall Landfield Co. (Chicago, Ill.) | 18 |
| Frederic Lederer | 10 |
| Congress Cigar Co. (Philadelphia, Pa.) | 150 |
| Cruz Bros. | 1 |
| S. Rossin & Sons | 42 |
| F. Belano (Chicago, Ill.) | 34 |
| Wm. Boucher & Son (Baltimore, Md.) | 30 |
| Starlight Bros., Inc. | 42 |
| H. Duys & Co., Inc. | 53 |
| E. Spingarn Co. | 142 |
| Greenhall Bros. | 34 |
| H. Souler | 10 |
| J. Bernheim & Son | 100 |
| Fred Frese & Son | 80 |
| E. A. Kraussman | 211 |
| E. Rosenwald & Bro. | 40 |
| Chas. D. Stoll & Co. (Chicago, Ill.) | 36 |
| Benito Rovira Co. | 85 |
| Morris Rosenberg & Co. | 15 |
| S. Ruppin, Inc. | 65 |
| S. Ruppin, Inc. | 10 |
| N. Y. & Cuba Mail S. S. Co. | 1,330 |
| Leopold Powell & Co. | 6 |
| S. Hernandez & Son | 7 |
| | Barrels |
| E. Spingarn & Co. | 6 |
| Greenhall Bros. | 95 |
| S. Hernandez & Son | 2 |
| Leopold Powell & Co. | 4 |
| E. Rosenwald & Bros. | 25 |
| Morris Rosenberg & Co. | 25 |
| Selgas & Co. | 35 |
| Max Schwarz | 36 |
| B. Castallano | 16 |
| Cruz Bros. | 11 |
| S. Rossin & Sons | 70 |
| F. Belano (Chicago, Ill.) | 34 |
| W. K. Gresh & Sons (Norristown, Pa.) | 10 |
| Henry Oppenheimer & Co. | 5 |
| S. Ruppin, Inc. | 230 |
| Hinsdale Smith & Co. | 220 |
| Robert Schubert & Co., Inc., (Boston, Mass.) | 200 |
| N. Y. & Cuba Mail S. S. Co. | 404 |
| | Packs |
| Consolidated Cigar Corp. | 19 |
| Henry Oppenheimer & Co. | 50 |
| Greenhall Bros. | 10 |
| J. Bernheim & Son | 41 |
| Selgas & Co. | 30 |
| Max Schwarz | 4 |
| Congress Cigar Co. (Philadelphia, Pa.) | 119 |
| *S. S. Ulua* | *Feb.* 6. |
| | Bales |
| I. Kaffenburg & Sons | 66 |
| H. Souler | 10 |
| J. Kraus & Co | 10 |
| A. Hussey Leaf Tobacco Co | 28 |
| | Barrels |
| Hamburger Bros. & Co | 10 |
| The B. B. B. Co., Ltd | 20 |

### Cigars from Porto Rico

| | |
|---|---|
| *S. S. Zulia* | *Jan.* 31. |
| Infanzon & Rodriguez | 28 cases |
| *S. S. Caracas* | *Feb.* 5. |
| | Cases |
| Porto Rican-American Tob. Co. | 64 |
| United Cigar Stores Co | 36 |
| *S. S. Tanamo* | *Feb.* 6 |
| Antonio Diaz | 1 box |
| *S. S. San Lorenzo* | *Feb.* 6. |
| | Cases |
| Porto Rican-American Tob. Co. | 12 |
| Jose Pastrana Co | 4 |
| Combate Tobacco Corp | 4 |
| Combate Tobacco Corp | 1 barrel |

### Tobacco from Porto Rico

| | |
|---|---|
| *S. S. Caracas* | *Feb.* 5. |
| | Bales |
| J. Cohn & Co., Inc | 50 |
| P. Lorillard Co | 375 |

(*Continued on page 32*)


**OSCAR PASBACH, Pres.** **J. A. VOICE, Sec'y and Gen. Mgr.**

**PASBACH-VOICE**
LITHOGRAPHING CO. INC.
ART LITHOGRAPHERS
GRAND STREET AND MORGAN AVENU
BROOKLYN, N. Y.

CIGAR -LABELS—CIGAR BANDS

# Tampa Receives Encouraging News of Cuban Weed

## Previous Good Reports Confirmed by Recent Arrivals from Havana—Quality Improved and Quantity Assured by Timely Rains—Argentine Competing With U. S. for Cuban Tobacco—No Prospect of Lower Prices.

TAMPA, Fla., Feb. 4.—The earlier reports concerning the quantity and fine quality of the tobacco crop in Cuba are being confirmed by all recent visitors to the island. Timely rains have improved the quality, which at one time was feared would be short of the finest grade wrapper leaf, and has also assured a quantity crop.

Jorge Leon has recently returned from a buying tour in Cuba. Confirming the improved quantity and quality of the leaf, he sees no prospect of lower prices. Argentine has entered the market, in competition with the United States, for Cuban tobacco, and it naturally follows that the grower is not going to relinquish the advantages of competition.

### Miniature Cigar Factory

The South Florida fair is open and, more than ever, is attracting thousands of visitors from far distances. One of the established exhibits that never fails to attract attention is the miniature cigar factory operated by Cuesta, Rey & Co. Other manufacturers have booths and there is a fine exhibit of leaf from Pasco and Gadsden counties.

### Two Untimely Deaths

Two tragic deaths have saddened the tobacco factors of Florida—that of Mrs. Suarez, wife of the Tampa broker and leaf dealer, who was killed in an automobile accident near Kissimmee while her husband was in Havana on business, and Albert Corry of Quincy, traveling out of Tampa in the leaf trade, of which his father, William Corry, is a big factor in Gadsden county, who died while riding in an automobile from Kissimmee to Melbourne.

Mr. Suarez, who was advised by cable, hurried home, and is in Orlando today (Saturday) accompanied by José Arango, to bring the body back to Tampa for burial.

### Celebrate "Charter Day"

The A. Fuente Cigar Corporation has secured their charter, and celebration being in order, President Don Farmer was host at a banquet, the guests being the executives, the stockholders and the office forces.

John Piper, representing George Schlegel, lithographers of New York, is spending a week in Tampa on business.

Burt Lowenthal, from E. Lowenthal & Sons, tobacco brokers, is visiting the manufacturers this week.

### Off to Havana

W. T. Morgan, of the Morgan Cigar Co., leaves tomorrow (Sunday) for Havana to buy leaf. They have recently secured the contract to make the Benson & Hedges "Made in Bond Brands," and this factory is being operated to capacity in order to keep up with the demands on it.

A. L. Koon is back in Tampa from Key West, where he was called at the time Mr. Decker was killed there.

### Miss Tampa in Demand

R. S. Tatum, vice president and sales manager of A. Yanez & Co., Inc., returned to Tampa on the 2nd to perfect the working organization of his company. He found his desk covered with orders and letters clamoring for more "Miss Tampas," and orders for a month ahead are on file. As soon as he can get away Mr. Tatum will visit his middle west agencies, then back to his own, the Gulf and Southern Eastern States, which have been his stamping grounds for, lo, so many years.

### Moving in Right Direction

Arguelles, Lopez & Bros., are pursuing the even tenor of their way. Their sales organization moves with established efficiency. Robert E. Bredor and Thos. F. Gray are leaving New York—Mr. Bredor for Texas, and will be in Dallas on the 9th; Mr. Gray for a whirl through Pittsburgh, Cleveland, Detroit and other middle west points.

R. R. Johnson of Atlanta, advertising specialist for A. Yanez & Co., is spending a week decorating Tampa.

### Progressing

Business is moving with Perfecto Garcia & Bros. José Garcia of the firm has left Chicago and will arrive in Tampa on the 6th; Ludwig Lasker has returned from Havana and is awaiting the arrival of Mr. Garcia from Chicago, when he will resume his route northward.

### Delightful Addition

The yearly winter colony at the Tampa Bay Hotel is augmented by the arrival of F. Garcia, wife and three daughters from Brooklyn, New York.

A. Straus, of Celestino Vega & Co., has arrived from Chicago and will spend a week at the Tampa Bay Hotel. Mrs. Straus is with him.

Leo F. Weiss, representing Antonio Roig & Langsdorf of Philadelphia, manufacturers of Girard, is spending a few days in Tampa and St. Petersburg.

## Tobacco Man Seeks "Job"

ST. PETERSBURG, Fla., Feb. 4.—Mayor Frank Pulver is resisting all attempts to wrest from him the job of inspector of bathing suits.

The latest applicant for the post is H. R. Karcher, wealthy tobacco manufacturer of Milton, Pa., who is here now. Seventy-five citizens of Milton have peitioned the mayor to appoint Mr. Karcher.

The mayor says he will do the inspecting, if there is any to be done. Appointment of a bathing suit sleuth is demanded by the Purity League.

### Smokers' Cards Still Necessary in Austria

The smokers' cards will have to be continued in Austria during 1922. If the rationing system were discarded Austrian smokers would hardly get a smell of cigars or cigarettes, for nearly all of them would find their way into adjacent countries where the valuta is so much higher. As it is, starving Austrians are only too glad to trade their smokes for a piece of bread, rationing or no rationing.

### Central Cigar Store

FRANKFORT, Ind.—Through a transaction just completed, Charles E. Knoll, of this city, has become the owner of the Central Cigar Store. The purchase price is said to have been between $12,000 and $15,000.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

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U. S. BONDED MANUFACTURERS
HAVANA CIGARS
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CALATRAVA
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VEGA DEL REY
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PERFECTO GARCIA
& BROS.
Manufacturers of
World's Finest Havana Cigars
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY & STEANE
Growers of Shadegrown and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES 125 Maiden Lane
WAREHOUSE 12-24 Mechanic St.
PLANTATIONS West Suffield, Poquonock, South Windsor, E. Windsor Hill

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St., Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.; Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

L. B. HAAS & CO. Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
165 Water St., New York

W. S. PINNEY & CO.
INCORPORATED
GROWERS :-: PACKERS
Shadegrown Broadleaf
SUFFIELD CONNECTICUT

# Connecticut Tobacco Inspected by "Day Riders"

## Occasional Sales Made in Different Sections of Broadleaf Belt —Practically All of the Weed is Ready for Delivery When Sold—Majority of Purchases Have Been of Merchandise in Bundles—Some May Not Plant Tobacco This Year.

HARTFORD, Feb. 4.—The past week did not see much activity on the part of the buyers, although there has been considerable riding and looking on their part and occasionally a sale has been made in different sections of the Broadleaf belt.

Growers are pushing along the work of assorting and many are practically all through and ready to make a sale and delivery, yet, while there have been plenty of "damps," there is some tobacco still hanging in the sheds.

Most of the tobacco that has thus far been bought is bought in the bundle, as the buyers prefer to have it assorted at their own warehouses and to maintain a uniform style of grading their packing.

### "Dry Sweat" Found

It is very noticeable in the 1921 crop of Broadleaf, that there is some "dry sweat," especially on the bottom leaves, and for this reason it seems advisable to have it assorted in a warehouse so that it can be graded out right, and when it gets to the warehouse, especial care is given to the work of assorting to put the leaves into the grades where they belong, irrespective of trying to force any one grade.

### Active Demand for Fillers

The demand for fillers is still active and peddlers go around and pick up from growers each week as fast as they have them ready.

Representatives of the large packing houses have been about the Broadleaf section looking and sizing up the crop, but are not yet making any offers for assorted crops.

### "Among Those Present"

Among the representatives who were around were those of the American Cigar Co., Graham and Grotta, who represent Cullman Bros.; F. D. Graves, representing Hindsdale Smith & Co.; Hipple Bros. & Haas; Nussbaum, Newfield & Co.; E. A. Fuller Tobacco Co.

The work of handling 1921 shade is practically finished and several of the large warehouses have laid off some of their help, as they now have only work for a limited number of hands.

### Fertilizer Business Slow

Fertilizer houses have their representatives out hunting for orders, but they find business slow and most of the growers not yet ready to place any orders for the 1922 crop, as the growers are not going to jump into contracting any new obligations until they know more definitely what they are going to do with the crop they already have on hand, and many growers not only have the 1921 on hand, but are still holding the 1920 crop. With the holding of two crops some are finding it a problem to finance the business, and are halting until they can move something.

### To "Pool" Fertilizer Orders

The Hartford County Farm Bureau has been active the past few weeks in organizing the growers in different sections on the "fertilizer pool" and have been making a canvass among their members on the tonnage that will be required and they are of the opinion that they can save the growers considerable money as the orders will be pooled, and twenty different fertilizer firms have been asked to bid for the contract. When the bids have been received it will be announced and tobacco growers will then be asked to sign up contracts for delivery.

### Seek Reduction of Taxes

In Manchester, Conn., the tobacco growers are reported as seeking for a reduction of taxes on their lands and crops. The past two years have been decidedly unprofitable and many of the growers are still carrying their 1920 crop as well as their 1921 crop still on hand unsold and no immediate prospect of selling either crop.

Some of the growers have decided not to plant tobacco the coming season owing to the conditions that now exist, believing that they can put in their time, labor and money and their land to more profitable uses.—X. Y. Z.

## Suffield Growers Are More Encouraged

SUFFIELD, Conn., Feb. 4.—The Suffield farmers are beginning to feel more encouragement on the tobacco situation as this week three out-of-town buyers were here and bought several crops of broad leaf at prices ranging from 18 to 22 cents a pound in the bundle, and it is hoped that the 1,700 acres of broad leaf tobacco grown in Suffield last year will be in the hands of the packers before the end of another month. The tobacco warehouses are still running with the exception of the Matthew Leahy warehouse which packed this year for the American Tobacco Co., but did not buy any crop except outside of the Leahy crop. A few of the farmers who had tobacco hanging were unable to get the balance down and for this reason these farmers have been unable to deliver their tobacco to the warehouses.

Many of the tobacco fertilizer agents who have always been able to get orders for next year's fertilizer at this time of the year, report that the farmers refuse to pay the prices asked for commercial fertilizers. Some state that unless conditions change before April 1, they will not raise any tobacco this year, but will turn their attention to growing and raising other farm products. The fertilizer salesmen also claim that the Polish farmers have nearly all ordered fertilizer for this year's crop and so far have been their best customers.

One grower this week sold his broad leaf crop for 30 cents a pound in the bundle, which is the highest price so far reported paid for broad leaf in the bundle in Suffield.

A number of the American farmers, who have had hard luck selling their tobacco, have decided to cut down acreage the coming season, while other growers have decided to stop raising tobacco entirely. One grower, who has been raising sixty acres for the past seven years, has sold his horses and tobacco tools and says he is through with the tobacco game. Another farmer, who has always raised between twenty and twenty-two acres, has two crops on his hands and has decided to cut his acreage to five and will devote the rest of his farm to crops which will help his dairy business.

## Batavia Has Three Good Sales

BATAVIA, O., Feb. 4.—Batavia burley market held three good sales the past week, with all grades being in strong demand. The market was very active at all of the sales, and the bidding keen. The prices paid were very satisfactory to the sellers, as the rejections for the week were very light. Nondescripts sold from to 2 to 6¼c; common smokers, 8 to 14c; Tips, 14 to 24½c; Trashes, 15 to 35c; Short reds, 18½ to 25½c; Lugs, 28 to 35c; Red leaf, 35 to 48c; Bright leaf, 38 to 50c.

| Monday's Sales: | Pounds |
|---|---|
| Total offerings | 32,670 |
| Rejections | 1,310 |
| Sold | 31,360 |
| Average, $23.13. | |
| Wednesday's Sales: | |
| Total offerings | 54,615 |
| No rejections. | |
| Average, $26.65. | |
| Friday's Sales: | |
| Total offerings | 63,700 |
| Rejections | 4,705 |
| Sold | 58,900 |
| Average, $28.69. | |

—CHAS. A. DAVIS.

TRADE MARK

REGISTERED

TRADE MARK

REGISTERED

# OUR 1921 CROP OF FLORIDA AND GEORGIA WRAPPERS ARE NOW READY

★AMERICAN SUMATRA TOBACCO CO.★

★Trade Mark-ASTCO-Registered

★AMERICAN SUMATRA TOBACCO CO.★

★Trade Mark-ASTCO-Registered

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

## AMERICAN SUMATRA TOBACCO CO.

**131 Water Street** **New York City**

TRADE MARK REGISTERED

## Pennsylvania

(*Continued from page 25*)

quarters by Morris Levy & Sons, local representatives of this concern, to buy, and if they do decide to buy they will have to get busy shortly as the amount of tobacco required by this concern is so enormous that it will take at least four weeks' steady buying to supply their wants.

### Prices Not Pleasing

It is a fact the prices paid the farmers for the 1921 crop are far from satisfying to them; they still have war-time prices in their heads, and they lose sight of the fact that all merchandise is coming down to normalcy and tobacco must do likewise in sympathy with other products. Besides this, 5-cent cigars are coming back rapidly, and tobacco must be bought at a reasonable price in order to make these goods at a profit to the manufacturer.

Gus. Burgere, of Cincinnati, was here this week and put a temporary stop to the buying of 1921 tobacco by their representatives, Long & Taylor, of Landisville, Pa.

Louis Kramer, vice president of Bayuk Bros., who was here this week, informed the writer he has stopped buying 1921 tobacco as it does not appeal to him and in his opinion is not equal to the 1920 crop.

Max Kalisch, of City Leaf Tobacco Co., York, Pa., who recently rented a warehouse on West Walnut St., this city, bought several crops of binder tobacco at Long Lane, this county, for 16 and 3. Prices of the 1921 are rapidly receding and it is safe to say choice crops will be bought inside the next three weeks for 12 and 2, down to 10 and 2.

Richard Baum, of J. Cohn & Co., stopped off here on his way from a Southern trip to New York. Richard was as far South as Key West and he reports business in this state better than in any state he has visited. He is selling Porto Rican tobacco and finds the makers of high grade cigars in Pennsylvania take to it readily.

John McCarthy, nephew of and general superintendent for H. Fendrich, Evansville, Ind., was here this week. He reports business fairly good with them and looks for it to be normal by April 1.

Smiling and genial "Cap" Goldberg, veteran leaf packer of this city, returned to his home this week after a very pleasant educational and enjoyable trip to Cuba. "Cap" reports business in Havana as rather quiet, but says he looks for a big improvement down there ere long.

The cigar manufacturers in this section report a partial falling off of orders this week but look for good business by April 1. The writer interviewed a number of them and they say every year we have a quiet month or two after the holidays and this year is no exception.

When the country roads are open and passable business will quickly reach a steady, onward course.—DICKIE.

# UNITED STATES TOBACCO IMPORTS FOR DECEMBER

Figures compiled by the Department of Commerce. Values stated in dollars.

| ARTICLES, AND COUNTRIES FROM WHICH IMPORTED. | DECEMBER— 1920 Quantity. | 1920 Value | 1921 Quantity. | 1921 Value. | TWELVE MONTHS ENDING DECEMBER— 1919 Quantity. | 1919 Value. | 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. |
|---|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | | |
| Leaf, product of the Philippine Islands....lbs..free.. | 376,188 | 110,843 | 5,235 | 1,500 | 621,339 | 138,589 | 1,842,613 | 432,201 | 792,548 | 193,149 |
| Leaf, suitable for cigar wrappers ....lbs..dut.. | 544,929 | 887,980 | 194,399 | 358,913 | 7,154,142 | 10,019,891 | 9,925,025 | 17,840,035 | 5,121,658 | 10,268,829 |
| *Imported from—* | | | | | | | | | | |
| Netherlands | 411,454 | 683,093 | 192,705 | 353,544 | 109,728 | 179,459 | 7,720,255 | 14,582,116 | 4,409,889 | 8,894,825 |
| Canada | | | 162 | 251 | 375,454 | 435,434 | 17,230 | 33,591 | 5,024 | 17,058 |
| Cuba | 1,897 | 11,284 | 1,532 | 5,118 | 35,655 | 107,649 | 35,420 | 130,593 | 104,530 | 229,857 |
| Dutch East Indies | 131,578 | 193,603 | | | 6,504,645 | 9,087,114 | 2,102,664 | 3,033,950 | 601,492 | 1,125,668 |
| Other countries | | | | | 128,695 | 210,235 | 49,456 | 59,785 | 723 | 1,421 |
| All other leaf....lbs..dut.. | 2,452,666 | 2,438,761 | 4,816,040 | 3,263,792 | 78,210,136 | 64,987,084 | 70,453,758 | 63,357,775 | 47,080,197 | 43,710,186 |
| *Imported from—* | | | | | | | | | | |
| Greece | 265,237 | 164,478 | 246,885 | 57,582 | 20,702,622 | 22,729,507 | 9,023,777 | 8,740,443 | 12,014,375 | 12,336,786 |
| Turkey in Europe | 2,800 | 1,555 | 551,508 | 701,555 | 3,094,792 | 4,442,066 | 2,960,815 | 2,439,870 | 2,305,039 | 2,568,259 |
| United Kingdom | 24,938 | 19,582 | 212,585 | 101,676 | 136,226 | 144,381 | 713,836 | 592,166 | 704,689 | 616,216 |
| Mexico | | | | | 10,563 | 9,567 | 2,826 | 3,516 | 2,963 | 3,066 |
| Cuba | 1,393,375 | 1,815,485 | 1,170,340 | 1,133,306 | 21,969,643 | 21,097,894 | 23,616,999 | 26,749,480 | 17,465,507 | 19,671,692 |
| Dominican Republic | 71,612 | 22,641 | 16,818 | 3,294 | 6,433,478 | 1,125,712 | 4,054,261 | 756,412 | 415,430 | 53,308 |
| Turkey in Asia | 511,657 | 323,248 | | | 11,878,239 | 11,026,786 | 18,856,091 | 17,071,919 | 5,016,794 | 3,603,045 |
| Other countries | 183,047 | 91,772 | 2,617,904 | 1,266,379 | 13,984,573 | 4,411,171 | 11,225,153 | 7,003,969 | 9,155,400 | 4,857,808 |
| Total leaf....lbs.. | 3,373,783 | 3,437,584 | 5,015,674 | 3,624,205 | 85,985,617 | 75,145,564 | 82,221,396 | 81,630,011 | 52,994,403 | 54,172,158 |
| Manufactures of— | | | | | | | | | | |
| Cigars, cheroots, and cigarettes— | | | | | | | | | | |
| Product of the Philippine Islands— | | | | | | | | | | |
| Cigars and cheroots.lbs..free.. | 492,246 | 980,532 | 159,349 | 286,837 | 3,907,212 | 6,819,191 | 5,169,966 | 10,964,732 | 1,659,779 | 3,140,802 |
| Cigarettes....lbs..free.. | 652 | 995 | 50 | 38 | 6,669 | 9,347 | 10,697 | 15,129 | 2,724 | 4,275 |
| All other— | | | | | | | | | | |
| Cigars and cheroots.lbs..dut.. | 31,846 | 304,887 | 39,127 | 366,291 | 537,986 | 4,304,212 | 679,791 | 5,656,142 | 304,078 | 2,703,479 |
| Cigarettes....lbs..dut.. | 228 | 1,120 | 880 | 4,822 | 51,076 | 70,598 | 14,442 | 72,344 | 7,788 | 33,625 |
| Total cigars, etc....lbs.. | 524,972 | 1,287,534 | 199,406 | 657,988 | 4,502,943 | 11,203,348 | 6,174,896 | 16,708,347 | 1,974,364 | 5,882,181 |
| All other....lbs..dut.. | 33,611 | 22,566 | 34,122 | 27,453 | 198,600 | 136,123 | 282,933 | 223,657 | 274,076 | 198,417 |
| Total manufactures of.... | | 1,310,100 | | 685,441 | | 11,339,471 | | 16,932,004 | | 6,080,598 |

## N. C. R. to Push European Business

The National Cash Register Co., expressing confidence in the restoration of Europe, will devote its energies and capital in pushing production at the new factory in Germany, where about 1,000 men are now employed. This was the first American concern to begin manufacture of goods in Germany following the war. It will now begin manufacture

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

LIVE BRANDS FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

L. F. METZGER & SON
GROWERS OF
Pure White Burley Tobacco Seed
Higginsport, Brown Co., Ohio
Price per lb., $10.00 1-2 lb., $5.00 1 oz., $1.00

READ "TOBACCO" AND KEEP UP TO DATE

# UNITED STATES TOBACCO EXPORTS FOR DECEMBER

| ARTICLES, AND COUNTRIES TO WHICH EXPORTED. | DECEMBER— 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value | TWELVE MONTHS ENDING DECEMBER— 1919 Quantity. | 1919 Value. | 1920 Quantity. | 1920 Value. | 1921 Quantity. | 1921 Value. |
|---|---|---|---|---|---|---|---|---|---|---|
| Tobacco: Unmanufactured— Leaf.....lbs. | 45,390,507 | 21,222,970 | 38,772,375 | 13,683,542 | 765,913,164 | 259,438,483 | 467,662,124 | 244,897,187 | 515,353,067 | 204,743,186 |
| *Exported to—* | | | | | | | | | | |
| Belgium | 3,502,428 | 723,403 | 1,274,559 | 116,702 | 48,732,407 | 11,647,118 | 28,499,360 | 7,099,062 | 24,468,637 | 3,465,956 |
| Denmark | 597,222 | 199,290 | 302,651 | 59,395 | 19,356,404 | 4,973,954 | 7,253,959 | 2,657,464 | 3,534,704 | 746,001 |
| France | 1,346,845 | 595,426 | 3,311,639 | 487,132 | 81,717,141 | 14,082,198 | 60,396,643 | 18,664,414 | 52,972,640 | 8,322,481 |
| Germany [1] | | | 1,307,471 | 124,786 | | | | | 28,210,591 | 5,384,449 |
| Italy | 8,619,848 | 2,649,317 | 5,325,094 | 691,955 | 43,623,888 | 8,375,622 | 44,160,278 | 13,097,714 | 50,589,889 | 11,267,083 |
| Netherlands | 3,625,389 | 802,111 | 3,518,021 | 808,613 | 63,319,468 | 15,381,087 | 26,351,990 | 7,304,032 | 25,731,124 | 5,563,235 |
| Norway | 599,581 | 274,445 | 172,020 | 47,491 | 9,362,179 | 2,964,562 | 5,147,994 | 1,941,712 | 3,458,758 | 1,150,259 |
| Portugal | 1,029,476 | 307,495 | 554,436 | 134,015 | 6,900,562 | 1,571,673 | 2,776,101 | 831,125 | 4,951,599 | 995,312 |
| Spain | | | 1,023,808 | 52,550 | 24,271,345 | 4,110,856 | 2,441,495 | 382,610 | 13,862,245 | 1,635,217 |
| Sweden | 845,669 | 245,439 | | | 12,536,992 | 4,709,523 | 11,019,017 | 3,637,980 | 3,646,063 | 948,946 |
| Switzerland | 169,015 | 45,761 | 253,041 | 67,313 | 14,443,161 | 3,427,947 | 3,611,048 | 1,194,017 | 3,018,188 | 860,002 |
| United Kingdom | 16,784,225 | 11,724,761 | 13,865,851 | 8,591,556 | 338,813,420 | 147,911,347 | 162,709,819 | 128,020,512 | 214,927,658 | 132,626,841 |
| Canada | 1,547,445 | 870,175 | 447,289 | 98,453 | 19,850,798 | 9,335,843 | 16,678,521 | 9,884,751 | 16,112,793 | 5,828,514 |
| Mexico | 151,685 | 39,117 | 1,534,765 | 269,513 | 1,934,805 | 462,056 | 1,866,796 | 423,441 | 3,006,116 | 611,746 |
| Argentina | 61,245 | 21,237 | 10,120 | 4,052 | 4,488,051 | 1,352,387 | 2,710,362 | 931,921 | 3,228,256 | 954,647 |
| China | 613,545 | 463,872 | 1,817,601 | 730,554 | 14,558,402 | 6,328,365 | 18,224,923 | 13,097,216 | 19,388,289 | 8,405,978 |
| Hongkong | 682,838 | 284,719 | 241,055 | 45,560 | 5,063,085 | 1,942,670 | 2,996,964 | 1,438,684 | 1,247,994 | 354,029 |
| Japan | 666,950 | 412,315 | 50,878 | 14,490 | 4,230,513 | 2,364,350 | 7,130,428 | 4,784,799 | 1,511,359 | 667,260 |
| Australia | 944,940 | 409,600 | 2,026,395 | 991,599 | 12,702,725 | 6,464,202 | 18,372,538 | 13,222,956 | 23,743,244 | 9,442,097 |
| British West Africa | 1,272,323 | 499,692 | 426,263 | 112,650 | 14,017,592 | 4,485,223 | 12,507,022 | 4,757,282 | 4,357,662 | 1,475,153 |
| French Africa | 583,162 | 203,457 | 342,445 | 74,894 | 8,890,072 | 2,418,767 | 4,368,751 | 1,392,564 | 2,438,024 | 523,379 |
| Other countries | 1,746,676 | 451,328 | 568,973 | 160,269 | 17,100,154 | 5,122,733 | 28,438,115 | 10,132,931 | 10,927,244 | 3,513,601 |
| Stems and trimmings.....lbs. | 1,651,924 | 74,293 | 845,479 | 30,503 | 10,764,971 | 547,281 | 12,237,908 | 634,882 | 7,402,959 | 390,244 |
| Manufactures of— Cigarettes.....M. | 1,378,170 | 2,852,181 | 805,752 | 1,790,276 | 16,211,769 | 38,070,451 | 15,833,870 | 35,977,374 | 8,543,676 | 16,779,846 |
| *Exported to—* | | | | | | | | | | |
| Belgium | | | | | 3,097,017 | 9,405,101 | 946,946 | 3,175,380 | 6,492 | 23,622 |
| Denmark [2] | 650 | 5,500 | 40 | 370 | | | 62,767 | 215,834 | 2,474 | 10,851 |
| France | 20 | 258 | 645 | 5,818 | 664,892 | 2,083,025 | 41,321 | 134,603 | 6,733 | 56,143 |
| Italy | 65 | 300 | | | 1,067,208 | 2,696,070 | 2,095,418 | 5,541,333 | 13,744 | 26,240 |
| Netherlands | 5,413 | 20,773 | | | 1,198,138 | 3,251,298 | 225,958 | 692,477 | 73,881 | 143,450 |
| United Kingdom | 181 | 1,318 | 405 | 1,666 | 1,983,122 | 5,845,897 | 224,056 | 660,129 | 15,002 | 58,794 |
| Panama | 4,205 | 19,521 | 17,754 | 77,038 | 98,828 | 330,090 | 133,690 | 459,914 | 159,619 | 667,434 |
| China | 1,141,469 | 2,210,153 | 583,148 | 1,221,812 | 6,191,765 | 10,112,682 | 8,506,600 | 16,006,961 | 6,443,727 | 11,631,935 |
| British India | 117,540 | 351,509 | 35,450 | 78,446 | 217,230 | 684,124 | 1,289,732 | 3,562,880 | 270,253 | 768,777 |
| Straits Settlements | 33,500 | 38,645 | 79,950 | 113,425 | 763,768 | 1,018,916 | 1,003,539 | 1,680,527 | 764,300 | 1,041,670 |
| Siam | 30,000 | 37,800 | 37,000 | 46,640 | 213,308 | 281,070 | 282,750 | 362,873 | 147,500 | 185,840 |
| Philippine Islands | 10,458 | 47,012 | 9,638 | 41,547 | 73,293 | 318,184 | 245,795 | 1,022,830 | 153,031 | 666,750 |
| Other countries | 34,669 | 119,401 | 54,722 | 203,514 | 643,202 | 2,043,994 | 775,298 | 2,461,563 | 486,920 | 1,498,340 |
| Cigars and cheroots.....M. | 3,052 | $65,181 | 47 | $1,366 | 50,056 | $1,088,504 | 52,361 | $1,146,175 | 4,127 | $123,183 |
| Plug.....lbs. | 289,767 | 159,144 | 238,875 | 114,461 | 5,628,350 | 2,745,484 | 5,185,157 | 2,878,015 | 2,586,871 | 1,391,660 |
| Smoking.....lbs. | 969,743 | 278,300 | 193,694 | 113,185 | 6,260,086 | 3,260,789 | 4,887,721 | 2,196,713 | 7,656,700 | 2,101,204 |
| All other | | 26,836 | | 27,429 | | 1,710,527 | | 963,453 | | 570,470 |
| Total manufactures of | | 3,381,642 | | 2,046,717 | | 46,875,755 | | 43,161,730 | | 20,966,363 |

of cash registers for European trade. J. H. Barringer, general manager of the company, will be in Berlin for the opening of the welfare department of the German plant, February 15.

The National Cash Register Co. was the pioneer in America in spending large sums on personal welfare of employees and families, which, together with participation in profits, is said to have produced one of the most efficient manufacturing organizations in the country. All salesmen in continental Europe will be called together to study methods of stimulation of distribution of machines on the continent.

Business of the National Cash Register is more or less a barometer of business conditions throughout the country. Despite the general depression, the company made more cash registers in 1921 than in any of the 38 years of its history, totaling over 100,000 machines. Fewer high-priced machines were sold last year but the sales force was concentrated on the small retailer not reached heretofore.

At the Dayton plant, 5,500 were kept employed in 1921 with a full pay envelope. In the last year, to cut costs, a 10 per cent cut in labor was made to eliminate the inefficient men accumulated through the war period. Following the cut, the same production was maintained. Later another cut of 10 per cent in labor was made and production was kept up to that prior to the first cut.

Normal foreign business of the National Cash Register prior to the war was about 52 per cent of gross. In 1921 foreign business was 12 per cent, but in 1922 officials expect to have foreign business up to 25 per cent or 30 per cent.

Frederick B. Patterson, president of the company, believes campaigns for prosperity should be started at once and declares the purse strings of his company are open without limit for advancement of its business.

## Bock & Co. Activities

H. Anton Bock & Co., cigar manufacturers of 1230 Second avenue, have just received a letter from L. H. Stradley, large jobber of Detroit, saying that a very fine distribution of the Bock brands has been secured and that a banner year is expected. Ed. Wolf is on the Pacific Coast, covering Pasadena, Los Angeles and Southern California. F. W. Bailey is travelling through the Middle West and was in Detroit last Friday, W. C. Musselman is busy in the East and a new man, George M. Adams, is now in West Virginia, Ernest Eches, manager, reports that the business done by the house in January showed a 30 per cent increase over the corresponding month in 1921.

### Hamburg Importer Dead

Otto Wilhelm Hochfeldt, senior partner of Barsdorf, Fischer & Co., Havana Trading Co. of Hamburg, died recently. He was 79 years old.

L. KEHLMANN CO.
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
LABELS, WRAPPERS, ETC.
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

CIGAR BOX LABELS
BANDS AND ADVERTISING
American Lithographic Co.
NEW YORK

5th INTERNATIONAL TOBACCO TRADE
EXHIBITION
To be held in
LONDON, ENGLAND
MAY 8, 9, 10, 11, 12 & 13, 1922
ORGANIZED BY
The Leading Organ of The British and Colonial Tobacco Trade
TOBACCO
(ESTABLISHED 1881)
Your opportunity to show and sell
MACHINERY (working exhibits)
NOVELTIES (Pipes, cigarette holders, leather goods, etc.)
TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS
Write now for full particulars to
TOBACCO
Monument Station Bldgs. LONDON, E. C. 4. ENGLAND

OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York



THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 31ST STREET
BROOKLYN, N. Y.

HIGH GRADE CIGAR LABELS AND BANDS

170 WEST RANDOLPH ST., CHICAGO, ILL.

723 BRYANT STREET, SAN FRANCISCO, CAL.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City



FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS



CIGARETTE FACTORY SUPPLIES

Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.

*Write or phone for quick service.*

New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820


## Imports

(*Continued from page 26*)

Portocuba Corp. ..... 8
Porto Rican-American Tob. Co... 25
Stern, Mendelsohn Co., Inc..... 138

Barrels
Durlach Bros., Inc..... 150
Order ..... 114
Porto Rican-American Tob. Co... 53
Stern-Mendelsohn & Co., Inc. ... 315

*S. S. Tanamo* *Feb.* 6
Bales
R. A. Eschevarria..... 176
Selgas & Co..... 20
J. Cohn & Co., Inc..... 30
I. Lewis Cigar Mfg. Co..... 100
Rosenstadt & Waller..... 23
Hamburger Bros. & Co..... 11
Villar, Lanza & Co..... 53
Julius Marqusee & Son, Inc..... 122

Barrels
R. A. Eschevarria..... 72
Selgas & Co..... 115
William Schall & Co..... 25
Universal Leaf Tobacco Co..... 33
A. M. Leon..... 36
Nitrate Agencies Co..... 50
Rosenstadt & Waller..... 166
Hamburger Bros. & Co..... 97

*S. S. San Lorenzo* *Feb.* 6.
Bales
Robert Gans ..... 11
Portocuba Corp. ..... 25
Leo Hirsch ..... 57
Consolidated Cigar Corp..... 54
J. B. Lichtenstein..... 50
I. Lewis Cigar Mfg. Co..... 10
Order ..... 190
Durlach Bros., Inc..... 145
Hamburger Bros. & Co..... 21
J. Cohn & Co., Inc..... 47

Barrels
Durlach Bros., Inc..... 83
J. Cohn & Co., Inc..... 26
Max Gans & Sons, Inc..... 60
Villar, Lanza & Co..... 37
Portocuba Corp. ..... 181
Leo Hirsch ..... 125
American Sumatra Tobacco Co... 626
Spanish Grocery Co.....1 case

**Tobacco from Cristobal**

*S. S. Allianca* *Feb.* 5.
Panama Railroad Co.....2 hogsheads

**Tobacco from Hong Kong**

*S. S. Kansas* *Feb.* 4.
Cases
Tai Lung ..... 3
Sun Kwong On Co..... 20
Wm. A. Brown Co. (in bond to San Cheong, Santiago de Cuba) 10
Sun Lee Chong..... 12
Quong Yee Wo..... 10

*S. S. Shunko* *Feb.* 7.
Lee Fon Yurn (Havana, Cuba) 22 cases

**Tobacco from Hamburg**

*S. S. Haverford* *Feb.* 1.
American Express Co.....6,663 bales

**Tobacco from Vera Cruz**

*S. S. Morro Castle* *Feb.* 1.
F. W. Fox.....2 bales

**Cigarettes from London**

*S. S. Montana* *Feb.* 6.
H. D. Oppenheimer & Co.....1 case

**Cigarette Paper from Liverpool**

*S. S. Nessiau* (*week ending*) *Feb.* 4
British-American Tobacco Co..22 cases

**Cigarette Paper from Havre**

*S. S. La Lorraine* (*week ending*) *Feb.* 4
The Surbrug Co.....26 cases

*S. S. California* (*week ending*) *Feb.* 4.
Cases
American Tobacco Co..... 504
H. H. Strauss..... 3
Gluckman & Strauch..... 4
S. Alexandre ..... 2

**Nickeled Brass Snuff Boxes from Rotterdam**

*S. S. Vechtdijk* *Feb.* 7.
W. Van Doorn (Chicago, Ill.) 1 case

**Labels from Cuba**

*S. S. Orizaba* *Jan.* 31.
M. Schwarz ..... 2
Congress Cigar Co..... 1

**Cigar Bands from Cuba**

*S. S. Orizaba* *Jan.* 31.
E. A. Kline & Co.....1 case


Clark "CUTAWAY"

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The Chicopee Line

Tobacco Hoeing Machines

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JOBBERS

Dont Delay—Get this brand for your territory.

Henry Ottenberg

146 Front Street New York



It Pays to Read Your Trade Paper *Every Week*

## Kentucky Markets

(*Continued from page* 21)

ton Warehouse to an active close. The attendance of buyers was large and bidding generally was spirited, resulting in the highest daily average of the entire week. The cash value of the tobacco sold was $8,248 94 representing an average of $25.02 the 100 lbs. The market was topped for the day at $47 the 100 lbs., with nondescripts selling as low as $3 the 100 pounds.

## "Tail-End" Tobacco Low at Lexington

LEXINGTON, Ky., Feb. 5.—Sales on the independent loose leaf warehouse floors of Lexington the past week totalled 799,640 pounds, which sold for $150,241.07, an average of $18.77, the lowest mark set by the so-called independent markets since the opening of their loose leaf houses December 15. The average was $3 a hundred under that of the previous week, but this was said to be due to the fact the market is nearing its close and that the weed now being offered is the "tail-end" of the crop.

The total sold for the season on the Lexington market is 8,578,410 pounds, which sold for $1,861,209.89, an average of $21.69.

Sales at the Jewell house the past week were 220,715 pounds at an average of $17.38 a hundred. At the People's No. 1, sales totalled 383,855 pounds and the average was $20.23 a hundred. At the new Geary house the total sold was 195,070 pounds and the average $17.58.

Some of the outside houses have notified their patrons that they will close this month and it is expected that very little tobacco outside that controlled by the Burley Tobacco Growers Co-operative Association will be sold from now on.

## Hopkinsville Average, $15.34

HOPKINSVILLE, Ky., Feb.3.—Total sales for the week, 1,017,020 pounds; average price per 100 pounds, $15.34. Sold to date of 1921 crop, 7,547,485 pounds; average price per 100 pounds, $15.30. Sold to same time last year, 2,478,440 pounds; average price per 100 pounds, $9.77.—J. W. HANCOCK, Chairman Sales Committee.

## Cincinnati Market

CINCINNATI, Feb. 4.—The closing sale of the week in the Cincinnati burley leaf tobacco market yesterday brought out an offering of 63 hhds, mainly old crop tobacco, at the Globe Warehouse. The quality for the most part was ordinary, but a strong manufacturing demand developed, and prices ruled firm on everything from common smokers to the better grades of bright and colory leaf.

## Virginia Warehousemen

(*Continued from page* 15)

expected to commence here within the next thirty days. Pruning has been done to a large extent, though the work will continue for six or eight weeks longer.

It is generally taught here that tobacco growing in apple orchards up to eight and ten years of age is the ideal way of tillage, as it brings about cultivation of the orchard which insures almost perfect growth of the trees. The tobacco stalks and fallen leaves also seem to act as a deterrent of all insect pests and serve for an excellent fertilizer.—PLUMMER F. JONES.

## Agin' It, That's All

LITTLE ROCK, Ark., Feb. 3.—Governor McRae, in a proclamation issued today, declared his belief that "the general use of tobacco by men and women from youth, in generation after generation, is contributing to unmistakable and certain degeneracy, and set March 22, as "no tobacco day" in Arkansas.

### British Tobacco Factory at Reval

British capitalists are preparing to establish a tobacco factory at Reval, Esthonia. The ministry of commerce of Esthonia has been asked to grant a concession to the British.


Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

THE MENDELSOHN COMPANY, INC.

2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT

ABOVE ALL


## New York

(*Continued from page* 14)

the very large packings of Havana tobacco for S. Rossin & Sons, 152 Front street.

* * *

### Strouse in Florida

Ira Strouse, of Strouse & Holzman, Porto Rican leaf dealers of 197 Water street, is in Florida on a business trip. He will probably be away a month or six weeks.

* * *

### Cullman Outward Bound

Joseph H. Cullman, Jr., of Cullman Bros., leaf importers, of 161 Front street, left for Porto Rico and Havana last week. John L. Fielding is looking things over in the Nutmeg State.

* * *

### Holzman Sends in Orders

Harry Holzman, of J. Holzman, 185 Water street, has been on the road in the Middle West a fortnight and will be away a couple of weeks more. He is daily sending in orders for leaf tobacco.

* * *

### Adler Hits the Trail

H. Oppenheimer & Co., leaf merchants of 182 Water street, report fair business. M. L. Adler left Monday for a trip "up-State" and to the Middle West. He plans to be on the road for a month or so.

* * *

### Shortage in Porto Rican Feared

The market in Porto Rican tobacco has been strengthening lately, prices having advanced from 3 to 5 cents during the last fortnight. High grade leaf has reached 83 to 85 cents and is rapidly being sold out. It is stated that a shortage is likely in the next three months.

* * *

### Says Demand Keeps Up

Jacob Lake, tobacco buyer for H. Duys & Co., 142 Water street, has returned from Cuba, where he has made extensive punrchases. This company reports that the demand for Sumatra and Java tobacco is keeping up well and that everything points to a shortage of light tobacco.

## Cleveland

(*Continued from page* 17)

Preston, James Monroe Preston in full, territorial manager for S. Monteora y Ca., and his Puncher de Luxe cigar; Fred Suss, who handles the welcome Landdorf & Co.'s line, and Sam Adler of E. Popper & Co., New York.

### Ology Head in Queen City

Caspar Rosenberg, head of the Ology Cigar Factory here, was a visitor in Cincinnati last week. His Ology cigar is well placed in the Queen City.

### Pick Cleveland for Convention

Cleveland dealers were glad to hear that Cleveland is living up to its reputation as the "City of Conventions," and got the American Railway and Accounting Officers' convention. Representatives of the Interstate Commerce Commission, the Federal Government and Railways in the United States, Canada, Mexico, and Europe—about eight hundred in all—will meet here next June in one of the country's largest industrial conventions. —HERB.

## Philadelphia

(*Continued from page* 16)

were J. S. Swartout, representing L. W. Killwen, of Schenectady, a well known jobber; Harry Bumps, manager of the cigar department of J. L. Marcereau, of Detroit, and Ralph Watkins, also of Detroit.

The Cut Rate Store, opened only a few weeks ago at 135 Market street, has left the premises and disappeared.

Julius Klorfein, of Garcia Grande fame, New York, came over during the week to arrange a special deal with Samuel Welsh, proprietor of the Scarlett Store.

Ben R. Lichty has sold his property at the northeast corner of Montgomery avenue and Lanfair Road, Ardmore. The property was held firmly for sale at $40,000.

## Store Management

Your store front, including the arrangement of the window display, is the introduction to your business. Either it speaks well for you, or, then again, it may neutralize your otherwise energetic efforts for the advancement of your business. Let it serve as a true and worthy index of the really serviceable business you are performing. It cannot receive too much attention.

### Keep Stock Fresh

The wise tobacconist realizes to his benefit that the stocks of goods should ever be kept fresh. But one will notice at times, in certain stores where mismanagement evidently prevails, that the proprietor is unaware of the true state of existing conditions. Were one to inquire he might learn that the owner was too busy with other work to give sufficient attention to this phase of the business. This may be particularly true in the store where the proprietor is the only one about. His time, or the greater part of it, is taken up with the manufacturing of cigars that is done in conjunction with the retailing end of the business.

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# TOBACCO

**A WEEKLY TRADE REVIEW**

**ESTABLISHED 1886**

Vol. LXXIII. No. 16 NEW YORK, FEBRUARY 16, 1922 Per Annum $3.00 Per Copy 10c.


## New England Tobacco Growers Association Meets

**About 250 Connecticut and Massachusetts Planters Attend—Receive Reports and Listen to Interesting Addresses—Resolve Against "Daylight-Saving" and Bonus Tax—Favorable to Standardization of Grading of Leaf Tobacco.**

HARTFORD, Conn., Feb. 11.—The 39th annual meeting of the New England Tobacco Growers' Association was held in this city Wednesday, and had an attendance of about 250 growers from Connecticut and Massachusetts. Reports from the various officers were read and accepted, and the retiring president, J. B. Stewart, of Windsor, told of what had been done the past year on tariff matters and what had been started in work at the new substation in Windsor. He also spoke of the large amount of money that it cost to grow the 1921 crop of tobacco in the Connecticut Valley.

Mr. Stewart declined re-election for the ensuing year, and Howard F. Russell, of Suffield, was elected president. The other officers were re-elected, as follows: F. L. Whitmore, of Sunderland, Mass., vice-president; W. K. Ackley, of East Hartford, secretary; H. W. Case, of Tariffville, treasurer.

### The Directors

Directors chosen were: S. H. Graham of Suffield; W. A. Barber of East Windsor; A. T. Pattison of Simsbury; A. E. Fowler of Westfield, Mass.; L. J. Grant of Buckland; E. B. Case of Granby; J. E. Eno of Simsbury; W. N. Pinney of Rockville; W. H. Carrier of Glastonbury; J. W. Alsop of Avon; J. E. Luddy of Windsor; F. B. Griffin of Hartford; O. E. Case of Barkhampstead; V. C. Brewer of Hockanum; C. A. Thompson of Melrose; F. H. Whipple of Hartford; C. M. Arnold of Southwick, Mass.; George Belden of Hadley, Mass.; H. A. Middleton of Broad Brook; H. F. Farnham of East Windsor Hill, and H. L. Miller of Southwick, Mass.

### Pass Resolutions

The meeting passed resolutions opposing "daylight-saving," in favor of standardization of grading of leaf tobacco, and strongly opposing the proposed levying of a tax of two cents per pound on manufactured tobacco to raise money to pay World War soldiers a bonus, all of which were passed without any debates.

W. S. Pinney of Suffield reported that he went to Washington as a member of the agricultural committee which President Harding had called.

Dr. Geo. H. Chapman, research director at the new sub-station at Windsor, spoke of the work planned by the station in bringing the crop up to a good production basis, and said that continued use of the same land, faulty culture and disease had done much to lower productivity, and that unless better crops could be grown there would be little use of standardization of grades.

Dr. E. H. Jenkins, director of the Connecticut Agricultural Experiment Station at New Haven, told about the work started the past season at the sub-station, and the plans formulated for a wider range of work the coming season.

Prof. Anderson, of the Massachusetts Agricultural Experiment Station, who had charge of the work on "wildfire" last season, gave a very able talk on "Wildfire, Its Cause and Remedy."

Telegrams were read from Congressman E. Hart Fenn and D. F. Morris, who regretted that they were unable to be at the meeting.

Frank B. Wilkinson, investigator of warehousing, Bureau of Markets, Department of Agriculture, Washington, D. C., talked on "Standardization of Grading of Leaf Tobacco," and also spoke of the warehouse system under the Warehouse Act.

Dr. H. J. Wheeler of Boston, now connected with a fertilizer company and formerly with the Rhode Island Experiment Station, talked on fertilizers. He thought that too much lime was liable to bring in certain diseases.

* * *

### Dr. Chapman's Address

Dr. George H. Chapman, Research Director and Secretary of the Connecticut Valley Tobacco Improvement Association, with headquarters at Windsor, delivered the following address before the New England Tobacco Growers' Association meeting in Hartford, Feb. 8:

It is needless to say that I am very glad to be with you again and to feel that I am no stranger. I have been present at most of the annual meetings of this Association for the past five or six years and have always gone away feeling that I had benefited greatly from listening to what was brought out at the meetings. My only regret is that the membership of the Association does not include a majority of the growers in the Connecticut Valley. The New England Tobacco Growers' Association in a sense is the mother of all other associations concerned in the culture and preparation of Connecticut Valley tobacco for the market. It should be and is a cosmopolitan organization, and undoubtedly as time passes it will develop its field of service to an even greater extent than it has done in the past. You have all heard what progress has been made this past year on various matters of interest to you, and I am sure we should all feel gratified at the unsparing efforts of the officers to further the work of the Association.

HOWARD F. RUSSELL
New President of New England Tobacco Growers' Association

### All Interested in Improvement

You have here today representatives of other institutions and organizations, all interested in tobacco; interested in the

(*Continued on page* 4)

## No Special Tobacco Tax for Bonus

(*By Telegraph to* TOBACCO.)

WASHINGTON, D. C., Feb. 14.—There will be no tobacco tax to raise revenue for the bonus. President Harding, at his conference with newspapermen this afternoon, stated that he was unalterably opposed to all of the taxes proposed for raising the bonus revenue; and also opposed to a bond issue. He will communicate his views in writing to Congress in the next few days.—LAMM.

## Tobacco Warehouses Get Federal Licenses

WASHINGTON, D. C., Feb. 13.—Six tobacco warehouses in the cigar-leaf districts are now licensed under the provisions of the United States Warehouse Act administered by the United States Department of Agriculture, and a number of applications for tobacco warehouse licenses under the act are pending, announce department officials. It is expected also that applications for licensing the 117 warehouses contracted for by the Burley Tobacco Growers Association of Kentucky, Ohio, Illinois, Indiana, and West Virginia will shortly be made, in accordance with recorded recommendations of association officials.

The Burley Tobacco Association is composed of 55,000 growers who annually produce 200,000,000 pounds of burley tobacco, or 85 per cent of the total burley crop. A similar organization in Virginia and the Carolinas is composed of 65,000 growers, who annually produce more than 300,000,000 pounds of flue-cured, dark-fired, and sun-cured tobacco. The two organizations control the bulk of all tobacco grown in the United States, and licensing of the warehouses in which this tobacco is stored will go far toward placing the American tobacco grower on a firm financial footing so far as negotiating loans is concerned.

### Cigar Leaf Stored 2 to 3 Years

Cigar-leaf tobacco remains in storage from 2 to 3 years, and it is highly important to the producers that ample facilities for financing the crop are available, says the department. The primary purpose of the warehouse act is to provide those who warehouse agricultural products with receipts that will be readily accepted by banks as collateral for loans. Any person, partnership, corporation, or association having a warehouse properly constructed and managed can be licensed by complying with the provisions of the act and with the regulations for tobacco warehouses. In administering the act the Department of Agriculture has general supervision over the conduct of the warehouse, but does not interfere in any way with its management. The department's principal supervision consists of making quarterly inspections of the premises, the

contents and accounts of the warehouse, and the warehouseman's financial condition.

Progress is being made by the department and various State agencies in connection with the proposed establishment of standard tobacco grades, and it is expected that tentative tobacco grades for the principal types of tobacco will be formulated toward the close of the present year. Tobacco experts in Virginia, North Carolina, Kentucky, Ohio, Pennsylvania, and Wisconsin are now making a comprehensive study of the tobacco industry for this purpose.

## New England Tobacco Growers Meet

(*Continued from page 3*)

improvement of the crop of the Connecticut Valley and the resultant profit to the grower. Primarily the grower is the man who must assume responsibility for the crop. The packer and manufacturer are dependent on the grower for the product of his fields. If the grower does not produce a good crop, the market and demand for Connecticut tobacco will naturally fall off and instead of Connecticut tobacco being classed as a cigar wrapper leaf, it will be in grave danger of dropping back to a strictly binder and filler proposition, which is not only undesirable but considering the high cost of production in the Connecticut Valley will make it impossible to profitably grow a crop.

### Situation Is Serious

You are all undoubtedly aware that this situation has been developing for some time and today in all our tobaccos, but particularly in Havana Seed and Broadleaf, we are not producing the high quality or weight obtained some few years ago. Whatever the cause of this may be does not alter the fact that the situation is serious and growers and others have got to face it squarely and make a concerted attempt to put Connecticut tobacco on the high plane which it has occupied in the past. There are, probably, as many theories as to the cause or causes of the deterioration of our tobacco as there are growers, and just so long as they remain theories, no progress will be made in bettering conditions of the industry. Some growers in the past have realized this and through various efforts from time to time have attempted to remedy the condition. Scientists have been called in to work in connection with the growers, but these activities have been rather scattered and not of sufficient continuity always to produce results of lasting value to the section. This has been partially due to the growers themselves, as they often do not realize that it is impossible to make a thorough study of a given condition or trouble in a short space of time. Insufficient funds have been available to permit of carrying on experimental work to maturity. If the growers of the Valley maintained sufficient interest and supplied sufficient funds when the experiment station was established at Poquonock several years ago to continue the work to the present day, we would not be facing the conditions which confront us today. Much valuable time has been lost and effort wasted by the various organizations interested in the improvement of tobacco everywhere through such a short-sighted temporary policy.

### Work of Experiment Station

I have been asked to tell you today what the tobacco experiment station can do for the grower. What I have to say in this respect will, of course, be more or less my personal opinion, but basing the statements on the results of several years' work and observations on the Connecticut tobacco crop, I am going to present to you what is believed to be the most important lines of investigations which should be carried on at the experiment station which was last year established through the efforts of the tobacco growers of Connecticut and the Connecticut Valley Tobacco Improvement Association.

I shall not go into the question of the financing of the station as Dr. Jenkins undoubtedly has made this clear to you already. I would merely point out that the growers obtained an appropriation from the State, something which was never done before, and while totally inadequate to finance the work as planned, with the amount guaranteed by the members of the Connecticut Valley Tobacco Improvement Association, sufficient funds are available to carry on a large amount of the outlined work this coming season.

I would first like to point out that the station was established for experimental work on tobacco, and if it is to be successful, this must be the primary consideration of anyone connected with the station. There is a great deal of propaganda work and demonstration work which can and should be done with the growers, but this is not fundamentally a function of the experiment station and should be secondary to the experimental work. Much of this demonstration and advisory work can be and is being handled successfully by the Farm Bureaus of the various counties. It is impossible to state what the results of the experimental work will be but if properly conducted, there should be no question of its value to the growers in the Valley. If, however, it is the belief of the growers that in one year or two or three, all the tobacco problems are going to be solved, it might be well for the new station to cease its activities at once. New problems will be arising all the time and new methods will have to be devised for controlling and overcoming these various troubles. Trouble is the lot, not only of the tobacco grower, but of every agriculturist in the world.

The tobacco grower in the Connecticut Valley is facing nothing but what has been faced in all older agricultural countries, in which continued use of the same land for any crop, together with faulty culture, fertilization, and disease infection has at some time lowered productivity to a point where profits were nil. This situation has arisen in the case of wheat, potatoes, etc., in many European countries and will be faced in every agricultural land as population increases, and as land decreases in fertility. At one time the wheat crop of Germany and Sweden yielded practically nothing, but as a result of the experiment stations' work on diseases and culture the records show that the wheat crop of these countries is today greater than when the fields were in new condition. This result has been brought about by a continuous cooperation of scientists and agriculturists for a number of years. I have cited only this one specific instance. There are many others which could be mentioned. Without wearying you with further details, I will pass to a discussion of the work which it is planned to carry on at the experiment station during the next three years. I will not go into details as to the technique and individual lay-out of the experiments but will merely outline briefly the general lines of investigation, experimental and otherwise, as this will best answer the question as to what the tobacco substation can do, or better can attempt to do, for the tobacco grower:

### Question of Diseases and Control

1. The question of diseases and their control is, of course, of prime importance, and a study is to be made of our root rots and leaf spots, particularly with relation to their control. I might mention in passing that Wildfire, the new bacterial leaf spot which has caused so much consternation and alarm among the growers the last two years, has responded very favorably to control measures worked out at the Massachusetts and Connecticut stations, and it is hoped that next season will see the important questions relating to overwintering, etc., answered satisfactorily to all concerned. Dr. Anderson is to tell you of this trouble later today.

The disease question, however, is not the only proposition which is in need of study, although to a certain extent it is influenced by the production of a good healthy normal crop of tobacco. Good strong tobacco is not nearly so susceptible to a leaf spot as is a weak, unhealthy crop.

### Fertility

The fertility question and the use of fertilizer materials as related to yield and quality are to be studied, particularly with reference to nitrogen and its sources, phosphoric acid, potash, lime and magnesium, etc., in our fertilizers as related to quality and growth. Fundamentally for the Connecticut Valley it would appear that the fertilizer need not be essentially different for any variety of tobacco, and a fundamental study of this is to be made at the station, and as soon as definite results are obtained will be tried out on different soils. While a large amount of work has been done on fertilization for tobacco, so much has been of a general nature and very often conducted outside of the section in which we are interested that it is difficult to make recommendations based on the results of work with other than Connecticut tobacco, as we are not justified in drawing conclusions with regard to our crop needs except in a very general way from results obtained with tobacco of different type and on soils in the South or West. In all we are to have some 60 or 70 fertilizer plots at the station next year.

### Curing and Fermentation

One of the most important parts of the work will be on the curing and fermentation of our tobacco. It is true we are not getting the yield that we used to, but it is also true that even with a good crop, as one grower has put it, half its value as a quality crop is often lost in the curing and subsequent treatment. We know we can cure and ferment tobacco if we have good luck. We know very little of the changes which take place during curing and fermentation. Many know how to cure tobacco under given conditions, but any change in these conditions very often produces an inferior leaf. It is of prime importance, therefore, that the grower not only know how to cure tobacco but also know the why of the curing. This will enable us to work under almost any conditions and produce optimum results. If we can control color in artificial curing as we can, and if we can improve this under our natural cure and increase the amount of light tobacco even 10 or 15 per cent, it will mean thousands of dollars to the growers. There has been too much rule of thumb in curing tobacco.

In addition to the curing but closely related to it come the investigations on the control of our forced sweat or natural sweat so as to minimize or eliminate the danger from "canker" and "must." This can be done and methods of handling have been fairly well worked out but the problem needs some further attention and perhaps demonstration, to bring home to the growers and packers the methods involved in the control of these troubles.

### New Varieties and Improvement

There is another line of work also which is most important and which has already been undertaken by the New Haven Station and will be continued at the substation, and this has to do with production of new varieties and the improvement of the standard of Broadleaf, Havana and Connecticut Shade and selection within these varieties for disease resistance. This work will be carried on to the utmost limit of the station's capacity as there is apparently among growers a strong feeling that our varieties have deteriorated, and an attempt will be made not only to produce satisfactory new varieties but to answer the question as to whether the standard varieties have deteriorated to the extent believed by some growers. It is planned to grow several strains of Broadleaf, Havana and Shade under like conditions of culture, from crops which have been giving good satisfaction and from crops which have been condemned, and this ought to give us an indication as to the probable degree of deterioration.

### Round Tip Variety

The Connecticut Round Tip variety has been developed at the New Haven Station under Dr. Jones' supervision, and I might say in passing that this variety certainly has much to commend it, but although it is fixed in type, there is still a considerable amount of experimental work to be done with it along the line of planting distance, selection for minor differences within the strain, time of picking, and methods of handling which should be settled before growers go into the raising of it on a large scale. It is recommended that unless a grower knows where he can contract to sell a crop of Round Tip, he should hesitate about growing any large amount of it as the market, while apparently favorably inclined to it, ought to be put in the position of demanding it and not of having it forced upon them at a low price. Work is to be continued with other strains of Cuban-Havana crosses which Dr. Jones has been growing for some years, some of which have many desirable features. In connection with all this work it is planned not only to select the most desirable tobaccos but to produce and keep a sufficient quantity of seed on hand so that growers may secure seed of same at the station, either free or at nominal cost and thus be assured of having a pure line seed. It is believed that if there were more uniformity in selection of seed, etc., that some of the wide variations in crops at present noted would be obviated. This in brief is the work of an experimental character which it is planned to carry on for the coming year. It involves a great deal of labor, more than

## Kentucky Tobacco Sales During January

### Figures Compiled by the State Commissioner of Agriculture

FRANKFORT, Ky., Feb. 11.—W. C. Hanna, State Commissioner of Agriculture, makes report of sales of tobacco in all warehouses in Kentucky during the month of January, 1922, as follows:

| | This Month's Sale of 1920 or Previous Year's Crop | | | 1921 Crop | | |
|---|---|---|---|---|---|---|
| | Pounds | Total Dollars and Cents | Avg. Price Per 100 Lbs. | Pounds | Total Dollars and Cents | Avg. Price Per 100 Lbs. |
| Burley Tobacco sold for growers | 229,990 | 22,673.21 | 9.88 | 21,318,718 | 4,660,302.40 | 21.86 |
| Burley Tobacco sold for dealers | 2,297,995 | 276,213.40 | 12.01 | 3,728,670 | 878,353.64 | 23.55 |
| Burley Tobacco resale | 1,960,105 | 258,882.43 | 13.20 | 2,246,082 | 418,938.93 | 18.60 |
| Total Burley and average | 4,488,090 | 557,769.04 | 12.42 | 27,293,470 | 5,957,594.97 | 21.82 |
| One-Sucker Tobacco sold for growers | 7,745 | 477.80 | 6.17 | 3,300,340 | 369,587.15 | 11.19 |
| One-Sucker Tobacco sold for dealers | 88,080 | 5,688.34 | 6.45 | 83,810 | 6,205.72 | 7.40 |
| One-Sucker Tobacco resale | 30,820 | 2,170.06 | 7.04 | 10,055 | 754.81 | 7.50 |
| Total One-Sucker and average | 126,645 | 8,336.20 | 6.58 | 3,394,205 | 376,547.68 | 11.08 |
| Unfired Dark Tobacco sold for growers | ..... | ..... | ..... | 5,295,442 | 724,264.25 | 13.67 |
| Unfired Dark Tobacco sold for dealers | 25,340 | 1,387.86 | 5.48 | 55,825 | 5,905.81 | 10.57 |
| Unfired Dark Tobacco resale | 1,145 | 38.93 | 3.40 | ..... | ..... | ..... |
| Total Unfired Dark and average | 26,485 | 1,426.79 | 5.35 | 5,351,267 | 730,170.06 | 13.64 |
| Fired Dark Tobacco sold for growers | 901,730 | 135.400.69 | 15.01 | 4,539,135 | 655,614.18 | 14.44 |
| Fired Dark Tobacco sold for dealers | ..... | ..... | ..... | 562,390 | 100,983.42 | 17.95 |
| Fired Dark Tobacco resale | 2,870 | 194.85 | 6.79 | 755 | 29.32 | 3.48 |
| Total Fired Dark and average | 904,600 | 135,595.54 | 14.98 | 5.102,280 | 756,626.92 | 14.82 |
| Green River Tobacco sold for growers | ..... | ..... | ..... | 5,844,799 | 819,802.95 | 14.02 |
| Green River Tobacco sold for dealers | 24,430 | 1,196.22 | 4.89 | 262,710 | 34,370.79 | 13.04 |
| Green River Tobacco resale | ..... | ..... | ..... | 411,371 | 47.088.03 | 11.44 |
| Total Green River and average | 24,430 | 1,196.22 | 4.89 | 6,518,880 | 901,261.77 | 13.82 |
| Grand total and average | 5,570,250 | 704,323.79 | 12.64 | 47,660,102 | 8,722,201.40 | 18.30 |

can be done by any one man, and in this connection I would like to point out that the station has adopted a policy of close cooperation with various agencies in order to increase the personnel of the station, and at the same time do the greatest amount of work in the shortest time, consistent with thorough investigation

### Work of Improvement Association

The Connecticut Valley Tobacco Improvement Association has engaged a man on full time to have charge of the work, and has entered into a close cooperative agreement with the State Station at New Haven, of which Dr. Jenkins, a pioneer in tobacco work, is in charge and who also has the oversight of the tobacco station. Through this cooperative arrangement Dr. Jones, one of the best plant breeders of the country and the father of the present Round Tip variety—the mother has not yet been found—will have charge of the plant breeding work and will with his assistants spend some time during the growing season in this work. Dr. Clinton and his staff are also deeply interested and plan considerable work on the disease problems and will have in charge some of the disease work, particularly as relates to the Black Root Rot.

### Red Root Rot

Although definite arrangements have not yet been completed, it is expected that during the summer months as the result of another cooperative arrangement with the Department of Tobacco and Plant Nutrition Investigations of the Bureau of Plant Industry, it is hoped to have a man working on the so-called Red Root Rot and other problems which have been outlined in the above statement. This, however, has not been fully arranged for and it may not be brought about this year. It is expected, however, that satisfactory arrangements will be made. You can readily see that through these arrangements with a number of investigators working on the various problems under the able direction of Dr. Jenkins, much ought to be accomplished.

### Dr. Chapman in Charge

Becoming more personal, I might say that I have been placed in charge of the substation by Dr. Jenkins, and that for such a time as I am employed here, it will be my aim to develop the resources of the station to the utmost for the benefit of the growers of the Valley, through such cooperative arrangements or other means. I only hope that the growers will avail themselves of every opportunity to visit the station to see what is going on and to offer suggestion and criticism. There will be much that will be of interest to all; there will be much probably that will be criticized by some; unfortunately in any investigations many of the lines of work and results obtained will be questioned. All I can say is that we are all in the business to learn. There is no such thing as a tobacco expert or rather no such person, and the longer one works with tobacco, the less apparently one knows.

### Co-operation Necessary

I bespeak for the station, the staff, and myself a spirit of broadmindedness and fair criticism only. Without the confidence and backing of the growers, the station cannot hope to succeed. We only ask that you judge fairly on any question and give the proposition a thorough trial. If the station is to continue to function to its best ability, it will be necessary in the near future to increase the available funds, and while it is expected that the State will continue and even increase its appropriation, all should remember that the Commonwealth has signified its good-will, and it is now up to the growers to help themselves to a greater extent than ever before.

### Standardization of Grades

I might say before concluding that I realize there is a considerable amount of work, important work, which is being done in other states by the Federal Bureau of Markets in cooperation with State and other organizations looking towards the standardization of grades of tobacco and other marketing problems. There is no question but what some of this work is necessary here in the Valley, but I personally feel that this is not a function of the station as organized to undertake this problem at present. There are not sufficient funds for the prosecution of work on the tobacco crop itself, and our prime aim should be to bring the crop up to a good production basis first, for if we do not, we will have very little tobacco to standardize. In my opinion there are organizations in existence, federal, state and local, which can without much effort handle this question, standardization of the tobacco grades, without calling on the station funds. I hope and feel that the growers will appreciate the situation and refrain from criticizing the station for not going into this branch of the work.

## Bankers Lead in Tri-State Growers' Association

HENDERSON, N. C., Feb. 10.—Bankers took the leadership in the organization of the Tobacco Growers Co-Operative Association in Raleigh yesterday, when delegates from the three states of Virginia, North Carolina and South Carolina gathered to perfect their organization by the choice of permanent officers. All of the bankers elevated to high position are prominent and leading farmers in their sections, and general satisfaction has been expressed with the outcome of the ballotting.

George A. Norwood, of Goldsboro, one of the largest tobacco growers in all Eastern North Carolina, was elected president of the tri-State organization. He is president of the National Bank of Goldsboro, and a highly respected citizen of his city and county, and a man whose influence and advice goes far among the people where he lives.

The organization of this association yesterday is the perfection of a movement that had its inception in the low prices of the fall of 1920, when the bottom dropped out of the tobacco market. Thus, North Carolina, Virginia and South Carolina, the first to start the cooperative plan, or at least North Carolina was, now trail Kentucky in the formation of the association that is counted upon to solve many of the marketing problems of the farmers.

The initial meeting of the tobacco growers was held in Raleigh in 1920, and at the time determination was reached to organize the growers into a compact unit to market their tobacco in their own best interests. Throughout the summer of 1921 an active campaign was waged throughout the three states, in which tobacco growers were urged to sign an agreement to market their products through the association. A majority of the growers in the three States have signed up, it is said, and the association claims now to control most of the tobacco grown in the South. The Kentucky organization, which is very similar, controls the crop in that belt, accounting for practically all of the tobacco raised in America, except in scattered areas.

At the beginning of the sign-up campaign, it was stated that the plan would be placed into effect in the handling of the 1921 crop, and July 1, last year, was fixed as the date for the ending of the sign-up drive. It was found, however, that the time was too short to perfect the organization, and six months more was added to the period in which a farmer could make over his tobacco to the association, bringing it to a close December 31, 1921. At that time the date was further extended by the executive committee for the period of a month. It is now said by those in position to know, that the new officers will draw a new contract to be offered and submitted to farmers not now in the organization. This will be for the purpose of eliminating certain clauses in the old contract such as those which set forth that such and such provisions would become binding when such and such a stage of the organization work had been perfected. That has now been done, and the result is that a new agreement becomes necessary, it is stated.

S. T. Peace, of this city, who was last week elected as a district director to represent the four counties of Vance, Halifax, Warren and Franklin in the tri-State organization, attended the Raleigh meeting. He is president of the First National Bank of Henderson, and a large tobacco grower himself. He is a thorough believer in the cooperative marketing idea, and declares that he does not see how the plan can fail. He feels that by the time the 1922 crop has been marketed, other growers will join in the association, so that the movement will control practically all of the tobacco grown.

Mr. Peace, viewing the proposition from a banker's standpoint, believes that there will be no difficulty in financing the movement. He says assurances have been received by the association that advances will be made by both the War Finance Corporation and the Federal Reserve Board, and that paper offered by the organization to secure loans for financing the association and its preliminary loans to the farmers when their crop is delivered over, will be accepted by these agencies as collateral from banks tendering them.

The tendency now is to point "doubting Thomases" to Kentucky. In response to assertions that such and such an undertaking or a detail of the organization cannot be done, one is told that "they have done it in Kentucky, and we ought to be able to do it here as well."

## New Canadian Cigarette on the Market

MONTREAL, Feb. 11.—Definite announcement that W. C. Macdonald, Reg'd, Inc., has entered the cigarette business and has already commenced the sale of this form of tobacco adds point to the fact that Canadians paid $40,000,000 last year for their cigarettes, of which the Government treasury secured approximately one-half. The entry of the Macdonald firm in the cigarette business but emphasizes the tremendous growth of the cigarette industry in Canada.

Figures have been compiled for the year 1921 which show that while cigars and tobacco are still slumping in consumption, cigarettes are on the increase.

During the twelve months of last year 2,536,653,873 cigarettes of ordinary size and 2,009,080 large size cigarettes were used in Canada, a total of 2,538,662,953.

In 1920 the total was 2,437,144,799, of which 2,379,250 were of the oversize class.

Figured only on what may be termed the "popular price" basis—15 cents for ten—this 1921 total means that Canadians spent $38,077,944.25 on cigarettes. As the 15-cent price is the minimum, hundreds of millions being in the 18-cent class, it is easy to see that actually more than $40,000,000 represents the total retail price paid for cigarettes.

Government taxes represent more than 7 cents on each packet of ten, so the cigarette smokers have provided a revenue to the Government of approximately $20,000,000.

Returns for the past five calendar years show how cigarette consumption has increased, while cigars and tobaccos have fallen back. Montreal, as the centre of both the cigar and cigarette industry of the Dominion, is more than interested in the figures given below:

1917—1,582,806,495 cigarettes; 243,851,689 cigars; 20,556,720 lbs. of tobacco.

1918—1,641,333,838 cigarettes; 225,471,121 cigars; 20,289,896 lbs. of tobacco.

1919—2,183,785,532 cigarettes; 265,942,787 cigars; 21,303,878 lbs. of tobacco.

1920—2,427,140,799 cigarettes; 236,968,651 cigars; 19,836,461 lbs. of tobacco.

1921—2,538,682,956 cigarettes; 182,874,116 cigars; 19,039,041 lbs. of tobacco.

The cigar consumption of the country in 1921 was the lowest in the history of the business since 1903. This condition is regarded by manufacturers as substantiation of the claim that taxation of tobacco is too excessive in this country and is cutting down consumption.

An interesting sidelight on the general situation is the maner in which the use of snuff is increasing. Snuff is no longer "snuffed" to any extent in this country. It is proving popular as a "chew."

In 1917 the total production was 468,379 pounds. In 1918 it was 664,584 pounds; in 1919, 1920 and 1921 respectively it had increased to 688,148, 708,915 and 721,051 pounds.

## Ocean Freight Rates on Hogshead Tobacco

W. O. Smith & Co., freight brokers and forwarding agents, 47 Washington street, have issued a scale of prevailing freight rates on leaf tobacco in hogsheads and cases in effect from New York to principal foreign ports. Rates are quoted per 100 lbs., unless otherwise specified, as follows:

To all BRITISH ports, 60c.

NORWAY: Bergen, Christiania, Christiansand, Stavanger, Trondhjam, 75c.

DENMARK: Copenhagen, 75c.

GERMANY: Bremen, Hamburg, 55c.

POLAND: Danzig, 62½c.

BELGIUM: Antwerp, 50c.

HOLLAND: Amsterdam, Rotterdam, 50c.

PORTUGAL: Lisbon direct, $1.25; via Antwerp, 90c.

CANARY ISLANDS: Las Palmas, Santa Cruz (direct), $1.10.

FAR EAST PORTS: Hong Kong, Shanghai, Yokohama, Kobe, 95c.

AUSTRALIA: Sydney, Melbourne, per cubic foot, 37½c.

MEDITERRANEAN PORTS: Tunis, Algiers, Oran, Venice, Trieste, Marseilles, $1.; Tangiers, $1.50; Gibraltar, $1.25; Genoa, 75c; Malta direct, $2; via Rotterdam, $1.10.

## Danville Board Meets

DANVILLE, Va., Feb. 14.—At a meeting of the Danville Board of Trade held here on Monday afternoon, a recommendation was made to the Sales Committee that the Danville market close on March 17. It is practically a foregone conclusion that this will be the date concurred in by the committee.

### To Consider Quadruple Sales

Another interesting resolution adopted was that in which the sense of the meeting was expressed in favor of quadruple sales at the opening of next season. This matter will now come up at the annual meeting in June for final decision. The action taken emphasizes the determination of the local warehousemen to operate auction sales next season notwithstanding the proposed new method of selling leaf through the co-operative plan.

The meeting on Monday was primarily called for the purpose of taking action against threatened legislation in the national Congress and the Virginia General Assembly deemed harmful by local tobacco interests.

### Looking to Self-Preservation

One series of resolutions was aimed at the proposed tax of fifty cents per thousand on cigarettes and two cents per pound on smoking and chewing tobacco as a means of raising money to pay the soldiers' bonus. The association took the stand that tobacco is already bearing its full share of the tax burden.

Copies of the resolution were sent to the Virginia Senators and Congressmen.

The other resolution adopted was against the State labor bill which would curtail from ten to nine hours the work period of women employees.—TETLEY.

## Receiving Redried Burley

LEXINGTON, Ky., Feb. 11.—Nearly two million pounds of tobacco has been redried by Lexington concerns under contract with the Burley Tobacco Growers' Cooperative Association and turned over to Dr. S. H. Halley, manager of storage for the association. This tobacco is stored in the big New Fayette warehouse on South Broadway near Virginia Ave.

President James C. Stone, who attended the first session of the Agricultural Council of Kentucky in Louisville this week as the representative of the Burley Association, upon his return to Burley headquarters, expressed pleasure with the outlook for the early disposition of the association's holding through the new system of marketing, saying that the association expected to sell the manufacturers "just what they want when they want it."

President Stone said he had received a number of letters in regard to possible future sales and that he had no doubt at all that the crop would be sold soon "in a business-like way, just as any other merchandise is sold in quantity."

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## THE STATE OF ZION

A news dispatch from Zion, Ill., opens up an interesting question, says the Philadelphia *Record*. Boiled down to the bare bones, the news is that one Martin Ruesch, charged with smoking a cigar in public, in violation of the Zion anti-tobacco ordinance, was released under $200 bond and his trial set for September 14; that one Bert Ray, charged with interfering with the police when they arrested Ruesch, was released under similar bond; and that one Margaret Fletcher, a friend of Ruesch, was charged with opposing and defying an officer.

Out of all this arises the question: What right has Mr. Voliva, of Zion, to invent and enforce upon any stranger within the gates of Zion—presumably a citizen of the larger country which embraces Zion—any such law as that which Mr. Ruesch is accused of having broken? Is Zion a State—not merely a state of mind, but a political State, wholy independent of these more or less United States of America? If so, is it not about time for the Administration at Washington to begin to busy itself over a treaty which will safeguard the "life, liberty and pursuit of happiness" of such citizens of these U. S. of A. who venture within the borders of Zion? If, on the other hand, it be held that in spite of its queer denizens Zion is still a part of this land of the free and home of the brave, is it not incumbent upon the Federal authorities to send coarse soldiers, with "reeking iron tubes"—or armed at least, with lighted cigarettes—into its disaffected region to make the petty tyrant behave?

## SMOKING INCREASES

When John Rolfe, the husband of Pocahontas, discovered three centuries ago that the native tobacco could be so cured as to rival the West Indian product, he could have had no conception of the extent to which the plant would some day be used. Nor do we of today yet know the limit of tobacco consumption. Smoking in this country seems still a growing practice.

A report of the Internal Revenue Bureau shows that during the last six months of the calendar year 1921, taxes amounting to $78,560,764 were collected on cigarettes alone, as compared with $61,016,856 for the same period of 1920, a gain of $17,453,908, or 28.4 per cent. Although a part of this increase was made at the expense of the cigar, on which collections fell off appreciably, the net gain for tobacco in all forms was marked.

The growing taste among women for smoking accounts for the greater tobacco consumption in some part. Habits formed by soldiers in the world war have perhaps given a smokier color to the atmosphere of life to-day. Certainly a crusade against tobacco has gone on; but perhaps it was vigorous enough only to whet and not check the appetite.

In so far as the present enforcement of laws against drink may restrict one form of indulgence it may shunt persons into another way of enjoyment. After all smoke affords no little satisfaction, while the harm it is capable of doing is at least limited in extent.—*N. Y. Sun.*

## SOME FALLACIES ABOUT CIGARS

Some smokers think the "staying power" of the ashes indicates good quality. The quality of the leaf, however, has nothing to do with the formation of ashes, although workmanship has. A well made cigar will retain the ashes until one half or more of the cigar is consumed. Neither has the color of the ashes anything to do with quality. A cigar that does not burn right is not necessarily made of bad tobacco. Either the cigar is not rolled right or the match has not been applied properly. To judge a cigar by the color of the wrapper is wrong, but smokers will continue to do so. Consequently, what's the use talking about it. A "bitter" cigar is not always a bad one. When a cigar bites your tongue, towards the end, throw it away. As the burning proceeds, the "strength" of the cigar will concentrate in the remaining end, which causes the bitter taste.

## DECREASE OF CIGAR LEAF

Forty-six million pounds of cigar leaf tobacco were used in the last six months of 1921 which were not replaced, according to the report of the Census Bureau, just made public. On hand on July 1 were 359 million pounds of cigar leaf of all types, and the amount on hand at the beginning of this year was 313 million pounds, says the Lancaster *Examiner-New Era*. This report, it should be remembered, includes tobacco held by manufacturers and leaf tobacco merchants, but does not include tobacco held by farmers. So very little, if any, of the 1921 crop was counted in these totals.

In the six months covered by this report Connecticut Broadleaf dropped from 31¾ million pounds to slightly over 26 millions. Havana Seed, on the contrary increased from 30 million pounds to 31 1-3 millions. Shadegrown, which presumably includes the 1921 crop, increased from 6½ million pounds to slightly over 9 million.

New York State tobacco on hand decreased from 4 million pounds to about 3½ million pounds.

Pennsylvania decreased from 93 2-3 million pounds to 69¾ million pounds.

Ohio decreased from 76¼ to 71½ million pounds.

The quantity of Wisconsin reported fell from 103½ million pounds to 82¾ million pounds. Unfortunately both the low grade and the binders are lumped under the one headline of "Wisconsin," so the report really throws no light upon the binder consumption.

Georgia and Florida increased from 5½ million pounds to 9½ million pounds. It must be remembered here that the January figures contain the 1921 crop of Shadegrown which came on the market in the latter part of 1921, which is not the case with any other type of tobacco reported on with the exception of the Connecticut Shadegrown.

The quantity of Porto Rico on hand increased from 7¾ million pounds to nearly 9½ million pounds.

Inclusive of all types of tobacco used in the country, the quantity on hand on January 1 amounted to more than 1½ billion pounds, of which more than two-thirds consisted of chewing, smoking, export and snuff types.

## THE FRENCH MONOPOLY

Secretary Eichelheim of the International Tobacco Workers' Union, of Amsterdam, visited France last month for the purpose of inducing the French trades union to join the international organization. Eichelheim's report throws an interesting light upon the workings of the French monopoly. The monoply employs 20,000 hands, of whom 18,000 are women. The French trades union has 17,000 members. Before the war there were 21 factories and since the acquisition of Alsace-Lorraine there are two more. The employees work 8½ hours per day and five hours on Saturday. The women earn from 19 to 23 francs per day. They all get 2 weeks' vacation annually, with full pay. When they reach the age of 60 they are pensioned, receiving two-thirds of their average wages. Unemployment there is none. When production has to be reduced no one is discharged. In 1920 the French government cleared a profit of 969,000,000 francs from the monopoly.

Eichelheim inspected one of the monopoly factories at Paris. The work rooms were large and well ventilated. In every room from 150 to 200 persons were at work. Only 13 brands of cigars are being manufactured. The methods of rolling are rather antiquated. The manager of the factory, when asked whether modern and improved workmanship would not increase the sales, declared that he could not do any better with the labor at his disposal. Only women are employed as rollers, because female labor is cheaper. Eichelheim found the methods employed in the moistening of tobacco leaves to be rather antediluvian. The same grades of tobacco have been used for generations. Java, for instance, is unknown. The art of packing is not practiced. The cigars are bound in bundles of 20 and 40 each, irrespective of color. Besides, according to the investigator, the cigars are of an inferior quality. Secretary Eichelheim, in conclusion, says the monopoly, by using modern methods of production, could easily pay higher wages, and at the same time, increase the profits of the government.

## WAITING FOR WHAT?

You men on the road!
Often you've sat like a toad,
Waiting, waiting, waiting for this—
Something you really mustn't miss—
No, it isn't that order you expect,
Nor the home-letter with cheering effect;
Why, then, do you wait
When you should dig bait?

If you took the first train,
Not minding the rain,
To cover your route-sheet,
Main street and side street,
Wouldn't it be far better
Than to sit there like a pup-setter
Looking so awful sad and sour,
Day and night, hour after hour?

Go out and get busy,
Set the pace 'til you're dizzy;
Bring in the business, every bit,
Make your motto "Hustle and Git!"
Don't waste your valuable life;
Remember, trade is battle and strife!
And to all this, what's that you say? "By heck!
"How can I move without *that* check?"

—THE SMOKER.

## SMOKING RECORDS

At Paris two smoking contests were held recently, one for fast smokers and one for slow smokers. In the former a man who consumed 5 grams of tobacco in 6 minutes, won first prize, while in the latter the winner kept his pipe alive for 55 minutes and 50 seconds. He also consumed 5 grams of tobacco.

# D. Emil Klein Co.

## 438-40 East 91st Street
## New York

*To our many friends in the trade:*

We have commenced the manufacture of cigars in a modern, up to date and well equipped factory, where we have every facility for making fine, high class cigars of dependable quality.

It is our aim to make no other sort. The many expressions of confidence that have been extended us by our friends in the jobbing and retail trade place us under obligations in this respect that we could not avoid if we would.

Thirty years of straightforward dealing and honest manufacturing involve responsibilities that may not lightly be laid aside.

We welcome the obligations thus incurred and will manufacture only high grade Sumatra and Shadegrown wrapped cigars, specializing in private brands for the jobbing trade.

Announcement of a national factory brand, which we will feature, will be made in the near future.

Both the executive and manufacturing departments are in the charge of men who have been associated with the undersigned for many years. Their connection with this organization is an assurance of pleasant business relations and a product that is notable both as to quality and workmanship.

D. Emil Klein

*President*

# Key West Key Notes

### Increase Working Force

KEY WEST, Fla., Feb. 11.—Those factories reported on last week announce conditions about the same, with the exception of the E. H. Gato Cigar Co. This company reports an increase in the working force during the week. The Mi Favorita also reports that the orders received by this firm are equal to those received during the first months of last year.

### Box Orders Increase

The Key West Box Factory reports a gradual increase in orders received. Here eighty workers are employed and an average of 12,000 boxes is the weekly output. These figures do not show the entire supply of boxes used. There are many manufacturers who receive their supply from out of town factories, and there are others who use cans for packing, and these, of course, are not supplied by the box factory.

### Prominent Visitors

Prominent visitors to the city during the week include Le Roy Myers, president of the Cortez Cigar Co., and son, and Vivian Myers, who after visiting the Cortez factory in this city left for Havana for a visit of several days. It is expected that these gentlemen will return Saturday from Cuba.

### In Customs Service

Charles Wardlow, who before the World War was associated with his father John Wardlow in the Ruy Lopez Cigar factory, has accepted a position in the office of the Key West Customs service. Charles Wardlow volunteered his services at the outbreak of the war, and entered the United States Navy where his services were of such a nature as to win for him a promotion to a lieutenancy. After the war Lieutenant Wardlow visited in Colorado and other points in the west and only recently returned to this city.

### Funeral of Thos. H. Saunders

The funeral of Thomas H. Saunders was held Sunday. Mr. Saunders was president of the Thomas H. Saunders cigar factory. He passed away while visiting in Asheville, N. C. The Knights of Pythias, of which order the deceased was a member, attended in a body. Mr. Saunders was also a member of the Manufacturers Association of this city.

### Where They All Go!

Francisco Arango, well known manufacturer of Tampa, and his son Leonidas Arango, were among the arrivals in this city during the week, and left for Cuba. They will remain in Havana for several days, after which they will return and continue on to Tampa.

### On Way Home

Ernest Berger, of the Tampa Cuba Cigar Co., and Mrs. Berger, were pleasant visitors this week. Mr. and Mrs. Berger had been sight-seeing in Cuba and were en route to Tampa.

### En Route to Havana

An important figure in the tobacco trade who spent a few hours in this city while en route south was Ernest Ellinger, leaf importer, of New York. Mr. Ellinger left for Cuba where he will spend several days. At one time the Ellingers were located in this city, where the cigar factory operated under the name of Julius Ellinger was well known. That was previous to the date of the removal of several of Key West's largest factories to Tampa, because of attractive inducements offered by Tampa to the manufacturers who were at that time located in Key West. It was then that the impression was gained by the country at large that Key West had ceased to be a cigar manufacturing city, because of the removal of the factories of O'Halloran, M. Perez & Co. and S. & F. Fleitas. Shortly after, the factories of M. Perez & Co. and S. & F. Fleitas returned to Key West.

Salvadore Rodriquez of the Cuba Cigar Co., of Tampa, accompanied by Mrs. Rodriquez spent a few hours in this city while enroute to Cuba.

### New Yorkers in Havana

Irvin Studwell and Rudolph Ludwig, vice-president and secretary, respectively, of the Mi Favorita Cigar Co., are now visiting in Cuba.

## Burley Situation Reviewed

LEXINGTON, Ky., Feb. 11.—Sales of the 1921 crop of Burley tobacco on the "independent" warehouse floors in Kentucky up to February 1 reached a total of 27,474,004 pounds, according to the sworn statements of the warehousemen, required under the provisions of the Kentucky law, and a summary of which was made public Friday by Commissioner of Agriculture W. C. Hannat at Frankfort.

These sales fall under the figure predicted by opponents of the new marketing plan of the Burley Tobacco Growers' Co-operative Association, some of whom had predicted that when the report for January was made public it would show that 55,000,000 pounds had been sold by the warehouses not affiliated with the Association.

The average price paid for the non-association tobacco up to February 1, was $20.99 a hundred pounds, the growers being paid a total of $5,767,711.27 for their crops.

### West Virginia Results

Results on the independent tobacco market at Huntington, W. Va., are declared by growers there to fall far under the estimates of the independent warehousemen. West Virginia did not enter the Association until too late to permit the marketing of the 1921 crop through it, but many West Virginia growers have signed the contract, beginning with their 1922 crop. It was said that independents expected to sell 8,000,000 pounds of tobacco at Huntington this season. Indications the past few days were that the total would not reach 5,000,000 pounds.

### Other Independent Markets

The only other independent markets that are open, outside of Kentucky, are the small markets at Hurricane, W. Va., Madison, Ind., and Batavia and Gallipolis, Ohio.

That the 1921 crop has about been sold is said to be further evidence that within the past week the independent houses have been selling some of the "left-overs" from the crop of 1920.

### Two More Subsidiary Warehouse Corporations

Two subsidiary warehouse corporations were formed the past week, one at Carrollton, called the Northern District Warehousing Corporation, and the other at Maysville, known as the Eastern District Warehousing Corporation. The capital of the northern district corporation is placed at $640,110, of which $110 is common stock, and in the eastern district corporation the capital is $685,110, of which $110 is common stock.

Directors of the northern district elected C. O. Hempfling, of Taylorsport, president; F. P. Alexander, of Wheatley, vice president, and John C. Bond, of Carrollton, secretary-treasurer. An executive committee composed of Mr. Hempfling and Mr. Alexander and C. A. Meek, of Carrollton, was chosen.

Directors of the eastern district corporation elected J. M. Finch, of Helena, president; E. G. Downing, of Washington, vice president, and James Arthur Kehoe, of Maysville, secretary-treasurer. E. F. Boyd, of Minerva, was elected to serve with Mr. Finch and Mr. Downing on the executive committee.

### Takes Over Jenkins Re-drying Plant

The Association also took over the past week the re-drying plant of L. B. Jenkins & Co., at Harrodsburg and it is now in use re-drying Association tobacco.

Chief of the Field Service Joseph Passonneau urges all growers who have delivered their crops and all who deliver their tobacco in future to take good care of the participation certificates, so that they may reap the full benefit for themselves of the new system of marketing. Growers are warned not to part with their certificates and not to sell them, as if they do so the growers will likely suffer the consequences of speculation, one of the evils the Association is designed to eliminate.

Some of the banks of the Burley district are offering the tobacco growers the free service of their vaults in which to keep their participation certificates until they are called in by the Association and are pointing out to them the possibility that these certificates may stand for more money than the advance received on the crop.

### Growers Seem Satisfied

Assistant Director of Warehouses John L. Buckley and District Grader J. Leslie Knight, returned from work in their respective districts Saturday. Mr. Buckley declared that the growers were satisfied with the way their business is being handled and Mr. Buckley reports that all were pleased not only with the advances given them on their crops but with the grading of their tobacco.

### Visitors and Inquiries

A number of prominent tobacco men, representing some of the larger manufasturers as well as the smaller independent concerns, were among the callers at headquarters of the Association the past week. Quite some inquiries also were made by tobacco brokers representing various manufacturing interests and foreign purchasers.

President Stone said the situation was "as good as we could well have expected" and that developments were such as to indicate the sale of most of the Association crop at an early date.

Dr. S. H. Halley, manager of storage for the district, reported that 3,500,000 pounds of tobacco was re-dried and stored in the New Fayette warehouse and that a considerable amount, the exact figures of which he was unable to give, had been re-dried at other points.

## Participation Receipts Not Negotiable

LEXINGTON, Ky., Feb. 13.—Chief of the Field Service Division Joseph Passonneau, of the Burley Tobacco Growers' Co-operative Association, says that the participation receipts or certificates of the Burley association are not negotiable and that speculators who attempt to purchase them may lose their investments.

Colonel Passonneau said further that in case the growers really needed money and were compelled to borrow it, they could obtain it from their bankers, with whom arrangements have been made for the growers to get money on their certificates. Colonel Passonneau said:

"Inquiries have come to the association regarding the negotiability of participation receipts held by members of the association. They are not negotiable. The association could not legally accept or recognize endorsements of these receipts. Persons purchasing them probably will lose their investments.

"Arrangements have been made with the bankers of the Burley district, however, whereby loans may be obtained by members from their local banks on their participation receipts. Members will probably realize from the association on their tobacco at least three times as much as the amount of their first advances. Bankers realize this, and are, therefore, willing to loan their customers a certain amount, taking their participation receipts in the final returns from the sale of their tobacco, as security.

"The manner in which the banks of the tobacco district are supporting the association and its membership certainly demonstrates the great interest which the bankers have in the tobacco industry and their splendid understanding of the extent to which the economic prosperity of Kentucky depends upon the success of the tobacco grower. Every farmer in Kentucky should be proud of the bankers of the State.

"Members of the association should not hypothecate their participation receipts if they can possibly avoid doing so. If they are forced to borrow money on these receipts from their bankers, they should be very conservative in the amount which they request. But, if they really have to have money, they should go to their local banks and consult them about it."

### Buys Cigar Store, Etc.

FERNDALE, Calif., Feb. 11.—P. W. Conway has purchased the J. R. Jensen cigar and notion store.

## Clarkson & Graves to Handle Kentucky Tobacco

LOUISVILLE, Ky., Feb. 11.—Ben S. Clarkson and Allison Graves, prominent in the tobacco trade in Kentucky for years, have formed a partnership under the trade name of Clarkson & Graves and will buy, re-dry, re-handle and sell all types of Kentucky leaf tobacco, according to announcement made here today.

Mr. Clarkson long has been identified with the leaf tobacco trade, having been a grower as well as a dealer, especially in Western Kentucky types.

Mr. Graves, at the age of 18, went into the business with his father, Otho Graves, then with the Drummond Tobacco Co., of St. Louis. By 1898, when the Drummond concern was taken over by the American Tobacco Co., he had become buyer for his company on the Louisville market, in which position he continued with the American until 1904, when he became supervisor of the American buyers, who were then dealing directly with the growers in many sections of Kentucky.

Mr. Graves continued at this work until the opening of the loose-leaf markets, since which time he has been supervisor of buyers for the American on loose-leaf floors.

Mr. Graves went to Lexington this week to confer with officials of the Burley Tobacco Growers Co-operative Association in regard to re-drying tobacco for the association. A contract has been closed with Director of warehouses Ralph M. Barker, whereby the new firm, owners of a big re-drying plant, will re-dry for the association tobacco from the burley counties convenient to Louisville.

# Baltimore Market

### Sales More Than Quadruple Receipts

BALTIMORE, Md., Feb. 9.—Gieske & Niemann, leaf tobacco merchants, make report thus:

Maryland.—With receipts of only 20 hogsheads, and reinspections of 54 hogsheads, sales totalled 86 hogsheads.

Very little desirable tobacco now remaining in sellers' hands, and our market will doubtless continue dull until we have larger receipts.

Ohio.—Nothing doing.

### Association Statistics

The Leaf Tobacco Association of Baltimore City issued the following statistics for the week ending Feb. 8:

#### Receipts

| | This Week | Previously | Total, Incl. Reinsp. | 1922, Net to Date | 1921, Net to Same Date |
|---|---|---|---|---|---|
| Maryland. | 74 | 942 | 1,016 | 344 | 637 |
| Ohio..... | ... | 52 | 52 | 52 | 138 |
| Total....74 | | 994 | 1,068 | 396 | 775 |

Reinspections this week: Maryland, 54; to date, Maryland 672.

#### Deliveries

| | Maryland | | | | |
|---|---|---|---|---|---|
| | Coastwise and Domestic | Foreign | Total | Ohio | Total |
| This week.. | 394 | 80 | 474 | .. | 474 |
| Previously.. | 76 | 957 | 1,033 | 90 | 1,123 |
| | 470 | 1,037 | 1,507 | 90 | 1,597 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1..... | 16,690 | 3,947 | 20,637 |
| Receipts since..... | 344 | 52 | 396 |
| | 17,034 | 3,999 | 21,033 |
| Delivered since..... | 1,507 | 90 | 1,597 |
| Stocks today..... | 15,527 | 3,909 | 19,436 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week..... | 86 | ... | 86 |
| Previously ..... | 1,656 | 76 | 1,732 |
| | 1,742 | 76 | 1,818 |

Ground leaves to date, 625 hogsheads.

## Dark Leaf Growers Show Interest in Burley Plans

HOPKINSVILLE, Ky., Feb. 11.—A deep interest in the Burley Tobacco Growers' Cooperative Association was evidenced here this afternoon at a meeting of 500 farmers to hear Geoffrey Morgan, secretary of the Kentucky Farm Bureau, speak on the subject.

Mr. Morgan explained the plan under which the burley association is now working.

At the conclusion of his talk it was voted unanimously that the meeting approve the principles as outlined by Mr. Morgan and that Judge Robert W. Bingham of Louisville, who has led the movement, and Aaron Sapiro of California, who formulated the plan, be invited to come to Hopkinsville at the earliest date possible and address a mass meeting of the growers of dark fired tobacco.

### Burley Association Watch

The burley growers' association has been watched with much interest by the dark tobacco growers for they have been favoring an organization for some time. But they have not been able to decide on a plan and with the launching of the burley association, it was decided to await developments with it.

Now that it seems to have become established and is really doing business, this interest has been greatly increased and the desire to hear more about it is widespread.

### Plan Adapted to Dark Leaf

Mr. Morgan, who formerly was farm agent in Christian County, warmly indorsed the plan of the burley association as the best suited for the dark district.

It also was announced that a conference had been called for March 4 in Louisville when Judge Bingham, Mr. Sapiro and leading dark tobacco growers and dealers will perfect plans for an organization in this district and that on March 15-18 a whirlwind campaign would be made to acquaint the growers with these plans. The chief speakers for this campaign will be Judge Bingham, Mr. Sapiro, James C. Stone and Ralph M. Barker.

## Member of Tindeco Staff in New York Territory

The Tin Decorating Co. of Baltimore announces that L. F. Boyles is now a member of the sales staff of Tindeco special design products department and will devote his entire time and exclusive attention to sales promotion in the New York territory.

Mr. Boyles' experience during the past twelve years in selling and direct

L. F. Boyles

sales advertising unusually equips him to serve the requirements of the trade for decorated metal containers, metal signs and other similar products made by The Tin Decorating Co. of Baltimore.

## B. & O. Cigar Factory

EASTON, Md., Feb. 11.—With York, Pa., and Easton capital, the B. & O. Cigar Company has been formed to manufacture high-grade 10-cent cigars in Easton. Temporary quarters have been secured on the second and third floors of the Gazette Building. As soon as the factory number and license is received the manufacturing will begin.

State's Attorney Butler is the only local person interested in the new company, and the location of the factory here is through his efforts. It is expected that a new building will be erected during the present year.

The company will specialize on two brands, "The Talbot" and the "B. & O. Special," both 10-cent cigars, and Mr. Butler announces that these will be the finest 10-cent cigars on the local market. The factory capacity will be about 10,000 cigars a week.

## Producers Tobacco Co.

HUNTINGTON, W. Va., Feb. 11.—The Producers Tobacco Co., one of Huntington's newest industries, has begun operations at its new factory on Johnson's Lane.

A factory force numbering thirty-two girls started at work with the concern's entering upon an actual producing basis. The office force brings the total number of employees up to forty-five.

Twist tobacco to be known under the trade name of West Virginia Pure Leaf, and handrolled stogies named Marshall Havana, will be the product of the new company. Scrap tobacco will be included in its output later on.

Between 1,000 and 2,000 pounds of tobacco will be used daily in the production of the new factory, it is estimated. This amount of tobacco and the factory force will be increased as the company goes into operation on a larger scale.

All of the business of 152 coal companies in West Virginia has been obtained by the new company, it is claimed. John Marshall, president of the company, says that orders already on the firm's books will keep its plant running at full strength for many months.

## January Sales in Kentucky

FRANKFORT, Ky., Feb. 11.—Tobacco sales during the month of January totaled 53,230,352 lbs. the value of which was $9,426,525.19, according to the January tobacco report issued today by W. C. Hanna, Commissioner of Agriculture. Of the total sales 47,660,102 lbs. were of the 1921 crop and 5,570,250 lbs. of the 1920 crop. The 1921 crop sold during the month brought $8,722,201.40, or $18.30 per 100 lbs., and the 1920 crop sold for $704,523.79, or $12.64 per 100 lbs. The total burley of the 1921 crop sold during the month was 27,293,470 lbs., which brought $5,957,594.92, or an average of $21.82 per 100 lbs. The total burley of the 1920 crop sold during the month was 4,488,090 lbs., which brought $557,769.03, or an average of $12.42 per 100 lbs.

## Student Smoking Banned

SYRACUSE, N. Y., Feb. 11.—A student who will smoke cigarettes in any of the buildings of Syracuse University "has no hopeful moral sense," according to Chancellor James R. Day, who again scolds about smoking in a letter published in the student paper to-day.

Chancellor Day explains that the order which carries the threat of expulsion, is not his but the trustees', although if they had not promulgated such an order he would have done so himself. Smoking on the campus is also prohibited, he says.

## In New Headquarters

Garcia & Vega, notable cigar manufacturers, are now settled in their handsome new quarters at 1452 Broadway, New York. They say that Chas. B. Whittrock, their Cincinnati representative; Frank M. Lopez, covering the Middle West, and Walter Fricker, touring the Pacific Coast, are all making optimistic reports on the demand for Garcia & Vega high-grade clear Havana cigars.

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*"Not to Undersell but to Excel."*

We maintain a uniform, dependable quality and offer surprisingly good values to be retailed at

**3 for 10c** **6 for 25c** **5c straight**

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Inquiries solicited regarding the

## American Tobacco Company


## Tobacco Securities

**By Marketwise**

TUESDAY MORNING, Feb. 14.—With the bonus legislation overshadowing everything else the general list continues to mark time awaiting something of a definite nature from Washington. Listed tobacco stocks in the main have shown but little change during the past week. American Sumatra has dipped to a new low for the year and the passing of the dividend on Consolidated Cigar while not altogether unlooked for caused considerable selling of that stock.

The upward climb of American Machine & Foundry continues and at the present writing the stock has advanced some seventy-five points in the past month. The annual meeting takes place on March 6, at which time the reason for the unusual strength of the stock may be explained.

Both the cigar store stocks, United and Schulte, developed strength; the latter after a quiescent period of over three weeks became fairly active and reached a high figure for the issue since the 15 per cent stock dividend. United Cigar Stores has not paid any dividends so far this year, and so it is argued if the rate on United Retail Stores is to maintain a dividend on Union Cigar Stores should be forthcoming soon.

Reynolds B after selling at forty-one a new high for the year has re-acted and is now off some two points from that figure. Reynolds preferred continues in good demand and is now selling above all the other tobacco preferred stocks with the exception of American Tobacco, Liggett & Myers and Lorillard.

Considerable Porto Rican-American Tobacco is coming into the market and as no very good buying has developed the stock is rather heavy.

The snuff stocks, Weyman-Bruton and George W. Helme, continue strong, the latter is now selling at the highest in over a year, the 50 per cent stock dividend is payable to stockholders of record February 10, but the stock will not sell ex-dividend until the payment date February 23, according to ruling of the New York Stock Exchange.

## American Can Reports for 1921

The depression of 1921 had no terrors for the American Can Co., as shown by its annual report. There was a surplus after all charges, including dividends, of $1,141,530, a result in contrast with a majority of recent annual industrial reports. This, notwithstanding expenditures of $3,434,009 for construction and new equipment. The strong financial position of the American Can is reflected in cash, government bonds and investments of $15,400,000. The American Can owes nothing to the banks, and its total current liabilities are only $6,450,000. President Wheeler looks for an increased volume of trade in 1922.

### American Tobacco Co. of the Orient

JERSEY CITY, N. J., Feb. 11.—The American Tobacco Co. of the Orient, with an office at 75 Montgomery street, John M. Enright as statutory agent, has filed articles of incorporation. Capital stock authorized, $200,000, with $1,000 paid in by the following incorporators: Richard J. Boylan, Flushing, L. I., 4 shares; James R. Cummings and John A. Crowe, both of New York, each 3 shares.


# Tucker, Anthony & Co.

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**Providence, R. I.**

**53 State Street**
**Boston, Mass.**

**557 Pleasant Street**
**New Bedford, Mass.**


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 128 | 135 |
| American Snuff Pfd | 80 | 100 |
| American Sumatra | 24½ | 25 |
| American Sumatra Pfd | 53 | 54 |
| American Tobacco | 134¼ | 134½ |
| American Tobacco "B" | 130 | 130⅞ |
| American Tobacco Pfd | 100 | 100¾ |
| Consolidated Cigar | 18 | 23 |
| Consolidated Cigar Pfd | 47½ | 47¾ |
| General Cigar | 67 | 68½ |
| General Cigar Deb. Pfd | 97 | 98 |
| General Cigar Pfd | 100 | 102¼ |
| Liggett & Myers | 158 | 163½ |
| Liggett & Myers "B" | 150 | 164 |
| Liggett & Myers Pfd | 109 | 110½ |
| Lorillard, P. | 150 | 151½ |
| Lorillard, P. Pfd | 110 | 112 |
| Tobacco Products | 62¾ | 63½ |
| Tobacco Products Pfd | 90 | 94¾ |
| United Cigars Pfd. | 110¼ | 116 |
| United Retail Stores | 54⅞ | 55 |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 67 | 71 |
| American Cigar Pfd. | 83 | 87 |
| American Mach. & Fdy. | 200 | ... |
| American Tobacco Scrip. | 121 | 124 |
| Bayuk Bros. Pfd | 80 | 90 |
| British-Amer. Tob. Co. | 13 | 14 |
| Conley Foil | 11 | 14 |
| Eisenlohr & Bros. Com. | 60 | ... |
| Eisenlohr & Bros. Pfd. | 90 | 94 |
| Geo. W. Helme Com. | 186 | 193 |
| Geo. W. Helme Pfd. | 104 | 108 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 10½ | 11½ |
| International Cigar Mach. | 15 | 25 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 105 | 109 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com. | 27 | 31 |
| Philip Morris | 10½ | 12½ |
| Porto Rican A. T. Co. | 60 | 67 |
| Porto Rican A. T. Scrip. | 75 | 85 |
| R. J. Reynolds "A" | 60 | 70 |
| R. J. Reynold "B" | 38½ | 40 |
| R. J. Reynolds Pfd. | 108 | 110 |
| Schulte Retail Stores | 32 | 36 |
| Tobacco Prod. Export | 5 | 6½ |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 135 | 150 |
| Universal Leaf Com. | 115 | 125 |
| Universal Leaf Pfd. | 97 | 102 |
| United Profit-Sharing | 1¾ | 2¼ |
| U. S. Tobacco W. I. | 44 | 49 |
| Weyman-Bruton Com. | 178 | 185 |
| Weyman-Bruton Pfd. | 104 | 108 |

## Percival R. Lowe, Inc.

Percival R. Lowe, tobacco broker, 155 Water Street, New York, has been incorporated. Capital stock, $5,000. Incorporators, P. R. Lowe, A. L. and R. B. Austrian. Attorneys, F. L. Kohlman and C. J. Austrian, 27 Cedar St.

### United Cigar Stores Sales

January sales of United Cigar Stores Co. of America were 9.4 per cent below 1921 and 0.5 per cent below January, 1920. Following gives comparison for last three years:

January, 1922, $5,403,330; January, 1921, $5,969,479; January, 1920, $5,431,843.

### Dick Moore Mfg. Co., Inc.

CHICAGO, Feb. 11.—Alexander D. Landie, Frank A. Curry and Richard W. Moore, are the officers of a newly incorporated company which will be known as the Dick Moore Manufacturing Co., 4514 Broadway, Chicago, which has a capital stock of $100,000. The new company will manufacture and deal in manufactured articles, tobacco, smokers' supplies, etc.


# Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

**We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.**

## Stone, Prosser & Doty

***Specialists in Tobacco Stocks***

**52 William Street, N. Y.**

**Tel. Hanover 7733**


## Paul A. Noell, Director

Paul A. Noell was elected a director of the American Tobacco Co. at a meeting of the Board of Directors here last week. Mr. Noell has been connected with the company for thirty years and his promotion is reward for service. He is a resident of Durham, N. C.

### United Cigar Stores Pfd. Dividend

A regular quarterly dividend of 1¾ per cent has been declared upon the preferred stock of the United Cigar Stores Co. of America issued and outstanding, payable March 15, to stockholders of record at the close of business on Feb. 28. The stock books are not to be closed.

## United Retail Stores Stock as Investment

A party writes to the *Wall Street Journal* thus:

*"It has been suggested to me that the stock of United Retail Stores Corporation is a good investment with speculative possibilities. What is your opinion?"*

The answer is as follows:

"United Retail Stores if purchased around $50 a share would seem a conservative speculation, for at that price it would have discounted a reduction in present dividend of $6 per annum. Interests identified with the company express confidence the dividend will be maintained, and apparently base their assertions on expansion plans of United Cigar Stores Co., the nature of which has not been made public. United Retail owns approximately 308,000 shares of United Cigar Stores common, and it would require dividend of at least $15 per annum on these shares to maintain the $6 dividend on United Retail's 633,000 Class "A" shares and 160,000 founders' shares. Results of United Cigar Stores for 1921 are not yet available, but in all probability they will be slightly less than in 1920, when balance after taxes and preferred dividends was equivalent to $14.33 on 328,000 shares of common. United Retail has a surplus of nearly $4,000,000, or more than $5 a share. Its bank loans are down to $1,500,000. It is expected elimination of excess profits tax will be decidedly helpful to United Cigar Stores. If expansion plans measure up to expectations, United Cigar Stores will soon be earning sufficient to make certain the $6 dividend on United Retail. In the meanwhile, United Retail has sufficient surplus to tide it over a lean period. It is believed that under the most adverse conditions, United Cigar Stores could earn sufficient to permit United Retail to pay $4; so that at $50 the stock would still return 8 per cent on the investment. At the same time Retail has a 40 per cent interest in United Retail Candy, which has been making money during the last few months. United Retail also has a substantial interest in the mail order house of Montgomery Ward, which for the last two years has not been profitable, but which appears to have turned the corner."

# General Cigar Improves Its Financial Condition

## Current Assets Seven Times Current Liabilities—Inventory and Borrowings Show Contraction—Obligations at Banks Cut to $1,250,000 from $5,000,000—Inventory $11,088,522, Against $15,186,479.

Financial statement of the General Cigar Co., Inc., showing net after taxes in 1921 of $2,113,000, equivalent, after preferred dividends, to $8.08 a share on $18,104,000 common, though below 1920, when net was $3,400,000, or $15.12 a share, was considered unusually good, says the *Wall Street Journal*, in view of conditions in the cigar industry.

Cigar production for the United States in 1921 was 6,700,000,000 cigars, compared with the high record of 7,900,000,000 in 1920, and a pre-war average of around 7,200,000,000. The readjustment period which set in in the last few months of 1920, continued during the early part of 1921. Management of the General Cigars Co. adopted drastic policies to meet the new conditions, with the result that not only was the $6 common dividend covered by a comfortable margin, but the financial condition of the company was materially improved, despite adverse business conditions.

During 1921, $194,841 was added to working capital, bringing that item up to $14,051,651. Obligations at the banks, December 31, were $1,250,000, compared with $5,000,000 a year ago. Since then there has been a further reduction in bank loans, which are now under $1,000,000, and it is expected that within a few months the company will have liquidated the balance from current accounts, without drawing on its cash.

### Inventories Reduced

Inventories at the close of 1921 were $11,088,000, compared with $15,186,000 the year before. Current assets were seven times current liabilities. Cash amounted to $1,932,000, compared with total current obligations, including taxes, of $2,326,000.

Following gives working capital position at the close of last four years:

| Assets | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Inventory | $11,088,523 | $15,186,479 | $11,448,071 | $9,303,968 |
| Bills received | 436,483 | 569,955 | 306,592 | 368,568 |
| Accounts received | 2,921,265 | 3,264,558 | 3,393,962 | 2,547,444 |
| Liberty bonds | ..... | ..... | 15,672 | 347,946 |
| Cash | 1,932,129 | 1,891,258 | 742,664 | 699,560 |
| Total | $16,378,400 | $20,912,250 | $15,906,961 | $13,267,486 |
| **Liabilities** | | | | |
| Bills payable | $1,250,000 | $5,000,000 | $1,000,000 | $4,810,000 |
| Accounts payable | 642,899 | 1,215,926 | 1,122,526 | 621,335 |
| Dividends payable | 73,850 | 77,014 | 79,114 | ..... |
| Federal taxes | 360,000 | 762,500 | 780,000 | 840,000 |
| Total | $2,326,749 | $7,055,440 | $2,981,640 | $6,271,335 |
| Net working capital | $14,051,651 | $13,856,810 | $12,925,321 | $6,996,151 |
| Ratio of current assets to current liabilities | 703% | 296% | 533% | 211% |

### Strong Position of Preferred Shares

These figures reveal the remarkably strong position of the preferred shares of this company. There is $5,000,000 7% cumulative preferred, and junior to it is $4,420,000 7% debenture preferred. Net current assets are equivalent to $281 a share on the preferred; and, after deducting the preferred at par, to $205 on the debenture. In 1921, a comparatively poor year, net, after federal taxes, was equivalent to six times dividends on the preferred, and after deducting these, to more than five times dividends on the debenture preferred. The preferred is selling around 101, and the debenture preferred under 98.

## Henderson Sales

HENDERSON, N. C., Feb. 11.—Tobacco sales on the Henderson market during the week which ended yesterday, amounted to more than a quarter of a million pounds and shot the season's total well on up toward the eight and a half million pound mark. Sales for the five days amounted to 264,285 pounds, selling for $41,727.20, or an average of $15.78. This is the lowest average for any week since the market opened last September for the sale of the 1921 crop. Two days of the week resulted in the lowest averages made for any single day's sales for the entire season. That on Thursday was $12.98 for 139,638 pounds, which brought a total of only $18,128.34, while Friday's sale was for 33,290 pounds, and brought only $4,871.57, or an average of $14.63.

These figures bring the season total in Henderson to 8,450,590 pounds, which have sold for $2,165,664.53, or an average of $25.62.

It is now believed that the average here will not amount to more than $25.50 per hundred at best. The market will probably not sell much more than 8,500,000 pounds of the 1921 crop. Some of the tobacco sold during the past week was a hold-over quantity brought back from last year by warehouses that bought it in on the floor rather than let the farmer take lower prices offered for it by the buyers. There is not a great deal of this quality of tobacco, however, and it will not greatly affect the totals. The market closes on February 24, two weeks hence, leaving only ten more sales days in which to dispose of whatever portion of the crop remains. It is now certain that there will be very little left.

### Increases Capital

RICHMOND, Ky., Feb. 11.—The Home Loose Leaf Tobacco Warehouse Co. has increased its capital stock from $75,000 to $100,000.

### General Cigar Co. Dividend

A quarterly dividend of one dollar and seventy-five cents ($1.75) per share will be paid on the Preferred Stock of the General Cigar Co., March 1, to stockholders of record on February 21, at 3:00 p. m.

## Review by Bureau of Markets

WASHINGTON, D. C., Feb. 14.—The Bureau of Market and Crop Estimates of the Department of Agriculture has the following to say regarding the tobacco crop:

"Indiana: Marketing progressing slowly.

"Tennessee: Crop moving slowly. Some decline in price. Preparation for seed beds being made in some localities.

"Virginia: Sales have been light owing to unfavorable weather and poor roads. Price of dark tobacco improved. Better grades of bright tobacco generally sold and poor quality of recent sales has caused decrease in the average price."

# George W. Helme Co. Shows $31.46 a Share on Common

George W. Helme Co. for the year ended December 31, 1921, shows net earnings after charges and federal taxes of $1,258,463 equivalent after deduction of preferred dividends to $31.46 a share earned on the $4,000,000 common stock, as compared with $1,362,550, or $27.06 a share in the previous year.

Income account for year 1921 compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| *Net earnings | $1,538,463 | $1,362,550 | $1,254,967 | $1,074,702 |
| Preferred dividends | 280,000 | 280,000 | 280,000 | 280,000 |
| Common dividends | 560,000 | 560,000 | 560,000 | 400,000 |
| Surplus | $698,463 | $522,550 | $414,967 | $394,702 |
| Previous surplus | 3,029,715 | 2,507,165 | 2,092,198 | 1,697,496 |
| Profit and loss surplus | $3,728,178 | $3,029,715 | $2,507,165 | $2,092,198 |

*After federal taxes.

Balance sheet of George W. Helme Co., as of December 31, 1921, compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| **Assets** | | | | |
| Real estate, goodwill, etc. | $4,804,792 | $3,528,421 | $3,539,375 | $3,537,616 |
| Inventory | 5,885,261 | 6,178,088 | 5,699,922 | 5,110,540 |
| Cash | 990,228 | 1,101,386 | 1,236,268 | 1,001,454 |
| Bills and accounts receivable | 1,261,455 | 2,189,117 | 2,387,661 | 2,625,894 |
| Investments | 3,111,674 | 1,125,550 | 1,124,800 | 1,295,150 |
| Total | $16,053,410 | $14,122,562 | $13,988,026 | $13,570,654 |
| **Liabilities** | | | | |
| Preferred stock | $4,000,000 | $4,000,000 | $4,000,000 | $4,000,000 |
| Common stock | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 |
| Preferred dividend payable | 70,000 | 70,000 | 70,000 | 70,000 |
| Common dividends payable | 260,000 | 260,000 | 260,000 | 100,000 |
| Accounts and taxes payable | 685,938 | 990,244 | 1,369,405 | 1,752,810 |
| Depreciation, etc. | 1,331,073 | ..... | ..... | ..... |
| Advertising, insurance, etc. | 1,978,220 | 1,772,603 | 1,781,456 | 1,555,646 |
| Surplus | 3,728,179 | 3,029,715 | 2,507,165 | 2,092,198 |
| Total | $16,053,410 | $14,122,562 | $13,988,026 | $13,570,654 |

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

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MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

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Mild Havana-Tampa, Fla.
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EL RISDAL
A Mild, Aromatic Cigar
MADE IN PORTO RICO
Thirteen Sizes
SPANISH HAND-MADE
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PACKERS OF
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BANDS AND ADVERTISING
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NEW YORK

# San Francisco Cigar Trade Not Hurt by Cold Snap

## Snow and Coldest Weather Ever Known There Hits Pacific Coast—Considerable Promotion Work Under Way—Preparing for Active Spring Advertising Campaigns—Retailer Taught "Landlord" a Lesson—S. Bachman & Co. Prices.

SAN FRANCISCO, Feb. 7.—San Francisco and California in general are now recovering from a little bit of real eastern winter weather—the coldest week that anybody in California can recall. So far as retail sales show the cold snap, which was accompanied by rather more than a "flurry" of snow in nearly all parts of the State, had no effect whatever on business. The cigar stores did a good average business right through the cold weather. Beginning with the last two days, the weather has moderated decidedly and all hands are now comfortable again.

### Prospects Look Good

A good deal of promotion work seems to be underway by the jobbers and manufacturers' representatives, and the prospects are said to be good for a rather active Spring in the way of advertising campaigns. A good many traveling men working out of San Francisco are now in the country picking up business. A few of the "wise men of the east" are also showing up, some looking for new connections and others merely looking about to see what good they can do the handlers of their lines.

### Featuring El Belmont

Milton Glass, factory representative of the Havana-American Tobacco Co., in this territory, is in San Francisco this week getting under way a big advertising campaign, which he will conduct in conjunction with H. L. Judell & Co., San Francisco, wholesalers who act as distributers of the El Belmont and other lines. Mr. Glass is now making the rounds of the leading San Francisco stores putting in window displays and distributing advertising matter. So far, the campaign has been very successful and is already bringing in results. H. L. Judell & Co. report that sales of El Belmonths have increased so much that they are beginning to worry for fear that they will run out of stock before new shipments now on the way arrive. All indications are that the good work now being done will put the cigar "over the top."

### On Similar Mission in Los Angeles

In Los Angeles, Louis Polaskey, another factory representative of the Havana-American Co., is busy on a mission similar to that of Mr. Glass in this city. Mr. Polaskey is working in conjunction with the George W. Walker Co., of Los Angeles, distributors for the El Belmont line in the southern end of the State. Word from Los Angeles is that the campaign from the South is already showing up with good results in the way of orders and re-orders.

### Would Not "Put Up," but "Shut Up" Shop Instead

Morris Siderman, a well known San Francisco cigar dealer, is reported to have just won out in a little struggle with a more or less greedy landlord. His rent was to have gone up sharply on February 1; but Mr. Siderman declined to stand for the raise. Although he had a good and well established business, he refused to pay the increased rent and closed up shop. The doubting landlord finally became convinced that Mr. Siderman was in earnest and convinced also that he probably couldn't get more from another tenant. The result was a re-opening of negotiations and now Mr. Siderman has a long lease in his pocket on the old terms and is busy remodeling and refitting the store to bring it up to date. He expects to reopen in fine style sometime before the first of March.

S. Bachman & Co. are now sending out to the trade their new price list, effective February 15. There are few changes in the list, as all brands were re-priced on the first of the year. The company has figured all possible reductions for some time to come, and believes that the list now being issued will need no radical changes for some months.

Mr. Peters of S. Bachman & Co., reports that his company is now in the midst of a strenuous and very effective advertising campaign. This includes the placing of some attractive electric signs in the interest of the Muriel cigar. One of the best of these is hung over the Harry Gross cigar stand at the corner of Stockton and Ellis streets, in what is

(*Continued on page* 33)

## Received Advances on Crops

MAYSVILLE, Ky., Jan. 11.—Adam Pabst, famous tobacco raiser of Dover, delivered two crops here this week, receiving an advance of $12 a hundred on one and $14.40 a hundred on the other. W. H. Newell was given an advance of $11 on 2,330 pounds, Sallie D. Slack $13.11 on 2,877 pounds, and Albert Berry $12.97 a hundred on 965 pounds. S. S. Haughaboo received an advance of $10.60 a hundred on 3,180 pounds.

### The Jensen Cigar Store

SPRING GREEN, Wis., Feb. 11.—W. I. Dunbar has bought the Jensen cigar and pool business here.

Madera, Vigil & Co.
*Importers and Exporters of*
Leaf Tobacco
San Juan, Porto Rico

RAMON MORAN & CO.
*Growers, Packers & Exporters*
MANATI, PORTO RICO
*Correspondence invited.*
PORTO RICAN LEAF TOBACCO

HERMANN J. ROSE
Packer of
PORTO RICAN CIGAR LEAF TOBACCO
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
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Santurce, Porto Rico

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Importer and Exporter
Porto Rico and San Domingo Tobaccos
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Packing Plants: Porto Rico
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Cable Address: Shawleaf, N. Y.

A. M. LEÓN
257 West 116th St. New York
Porto Rican Leaf Tobacco
Representing Salvador Gallart, Cayey, P. R.

# What? Business Better Up-State? How Come?

## Izzy Is Bizzy With La Palina Drums and Cymbals—More Pep from Key West, via G. W. T.—Ryan Quits Garcia-Grande —Cigarettes Sell in Plattsburgh, Too—Open House for F. & D.—Susquehanna Isn't a Cigar!

New York State Capitol District,
Betterment-Week, 1922.

"So, then, Sam, business *is* picking up?" glowed Jim Stubb, raising the lid of the cash register o'Stubb & Ash, Inc., for a look at the final figures. "Thought it would myself. But it took so darn long to get started after them blame holiday passovers, that I'd about given up all hope to—"

"Uh-huh, yuh got it doped out to stay, hey?" interrupted Sam Ash, removing the six weeks' dust from the top o'the pipe case with Jim's best Summer alpaca coat. "On account we should now mebbe have it a week or ten days o'improved trade, unnerstan me, yuh should now also claim a permanent injunction vs. dull days, hey?"

"Oh, no, Sam, I don't figure we're out of the woods yet, not by a jugful," corrected Jim Stubb, arising from the Hot Chair Club to wait upon a real customer with money to spend. "Just the samey, though, it's mighty nice to hear that register ring again!"

### Izzy Hopes So, Too!

"You bet it is!" smiled Bizzy Izzy Mayer, jazzing into the Committee on Drums & Cymbals with M. A. Schuster carrying his La Palina portfolio. "Glad are we to know the Capitol District is in for a change o' venue. It needs it!

"Nevertheless and just the same, we are prepared for it. Our local work for the Congress Cigar Co., Philadelphia, has already established a foundation for this popular brand in the North. Why, even Fleischmann, who used to cover this territory for the Que Placer, has gone over with our N'Yawk City force, and we are absolutely working our heads off to put this cigar in the hands of every retailer in the entire State!"

### Even Amsterdam Is Smilin'

"Our plan exactly," nodded both McGovern and Goodale, quietly opening up a box o'Councilman cigars for the once or twice over by the Boosters Bashful Band. "Probably we can't cover the total territory right off the bat, but we're going to keep at it until Jobber Louie Killeen in Schenectady hollers for help!

"Already the brand is quite well established in Buffalo and the Western half o'the State. And now we are coming down thru, passing no cigar store in sight, we may tell you! Also, in Amsterdam we found many factories busy, with bright prospects for the Spring. Gloversville is not so good, but they, too, look for improvement very shortly. Other nearby towns are catching the fever, and if trade isn't good this year we'll lose our big red apple."

### More Pep, Says George, That's All!

"So it's better up the State aways, eh?" asked G. W. Thompson, the E. H. Gato apostle from Key West, as he checked thru for the Committee on Established Trade. "It cheers a fellow up a bit to know business isn't rotten everywhere!

"Here in this district, we are nicely represented by the Dearstyne Brothers Tobacco Co., in a jobbing way, and with J. W. Stevens and the Bruce Macdonald Co. in their retail stores. But we got to get more pep in our retail business. For this reason I've come to town this time to look around a little, to size up some satisfactory club and hotel stand trade where clear Habana goods are featured."

### Johnny Quits Garcia-Grande

"Poor territory, this, for Havana cigars," observed Johnny Ryan, sauntering into the Hot Chair Club with not a care in the world. "Nothing seems to sell here permanently except advertised seed and Havana goods.

"Sumatra wrapped stuff is what the smokers are educated to up here. That's one reason why I'm out o'the Garcia-Grande this week. Since I have been selling that popular brand in the Capitol District I have placed it almost everywhere. But the consumers insist upon Sumatra stuff, so what can you do?"

### All Aboard, Plattsburgh and the No-r-r-th!

"If they won't eat cake, give 'em puddin'", offered Cap'n P. V. Doyle, boss o'the local Fatima foragers for the Liggett & Myers Tobacco Co., as he buttoned up his belted-back for a dash to Plattsburgh. "That's the way we work it with cigarettes. Some like Fatimas, some buy Chesterfields, some ask for Piedmonts—but we give 'em something they'll like, some time!

"So I'm off on a Northern trip to see jobbers on general conditions, and more especially as they relate to the imperishable products of our organization. When I return, I hope to have a neat lil' digest of business as she is—and as she ought to be!"

### Anyone Can Buy 'Em Now!

"Yeh, yuh tell 'em, Pat, yuh put the chest in Chesterfield!" Sam Ash announced, as he helped to wait on a total o'seven people who came in all at once. "An I hear it that them there Fitzpatrick & Draper folks, down there in Kingston, y'unnerstan, are gonna git it a new digest o'trade on their F. & D. cigar.

"For a year or more, unnerstan, it has been a restricted jobbing proposition to certain Hudson River Valley distributors. Now, last week, they threw it open to all comers, may the best man win, catch as catch can, yama-yama rules excepted!"

### Who Gets the Susquehanna?

"There's an opening in our territory, too," remarked Fred McEwan, speaking for the B. Payn's Sons Tobacco Co., makers o'the Anndora cigar and manufacturers o'tobacco. "It is out in the Susquehanna Valley, and we need a man to look after our tobacco trade there. Some cigar promotion is also necessary, but the principal item is the tobacco business."—THE SMOKER.

## Season Sales of Burley at Lexington Warehouses

LEXINGTON, Ky., Feb. 13.—Sales on the Lexington independent tobacco market, in warehouses not controlled by the Burley Tobacco Growers' Co-operative Association, total for the season 9,350,920 pounds, which brought $2,017,859.95, an average of $21.57 a hundred pounds, according to the official report of sales to date, since the opening of the local loose leaf market December 15.

Of this amount the Jewell warehouse sold 4,042,475 pounds for $853,897.21, an average of $21.12. The People's house sold 3,525,480 pounds for $791,712.57, an average of $22.45, and the Geary house sold 1,782,965 pounds for $372,250.17, an average of $20.83 a hundred.

Sales for the past week at the Jewell house totaled 243,810 pounds, which brought $47,660, an average of $19.54. The People's house sold the past week 329,190 for $68,158.50, an average of $20.70 a hundred, while the total for the week at the Geary house was 199,500 pounds, which brought $40,831.07, an average of $20.51.

The total of all three houses for the week was 772,500 pounds, which sold for an average of $20.27 a hundred.

### Lithuanian Tobacco Imports

Lithuania, during the first six months of last year, imported tobacco and tobacco goods worth 8,500,000 marks. Holland's exports to Lithuania amounted to 3,157,000 and Germany's to 5,250,000 marks.

YOU CAN NOW TELL

exactly the origin of

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by examining the

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which must be affixed
to every bale or barrel
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also to all boxes of Cigars

SOLD IN THE UNITED STATES

THERE ARE SIX STAMPS

3 for Tobacco and 3 for Cigars

TOBACCO:

*WHITE—Genuine Porto Rican Growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries*
*PINK—Tobacco of Foreign Growth.*

CIGARS:

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd. in P. R. with Tobacco not a product of P. R.*

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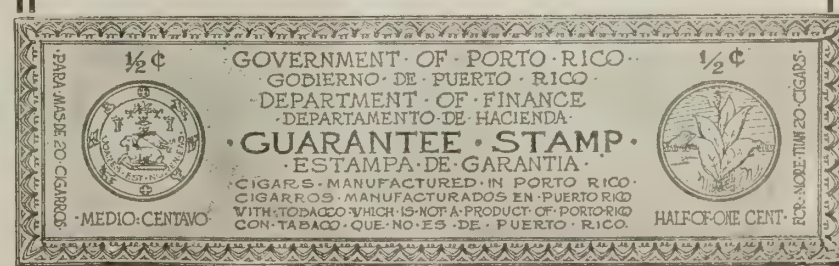

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Perfecto Extra
*15c Straight*

Queens
*15c Straight*

Club House
*2 for 25c*

Blunts
*10c Straight*

Blunts (can)
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T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

# Chicago Business Is Gradually Growing Better

## Conditions Disappointing Only to Those Who Expected Sudden Improvement—Some Cut-Price Sales Being "Pulled Off" —New Cigar Factory Opened—Interstate Merchants Having Conference—Della Casa Factory Moving.

CHICAGO, Feb. 11.—The fact that January brought no general activity in business has not lessened the belief that more decisive improvement in conditions this year is foreshadowed and the current gradual progress is disappointing only to those interests who had anticipated a sudden turn for the better.

### Visiting Cigarette Sales Force

Louis Erdt, vice-president of the Melachrino branch of the Tobacco Products Corporation, came in for a visit with the Chicago sales force.

### Cut Prices

The Schulte stores offered a cut rate sale of the La Azora 10 cent Washington size at 5 for 25 cents, 50 for $2.25.

### Regardless of Profits

The Paulson stores ran a cut price sale on Polo, a mild Havana. Fifteen cent sizes went at 3 for 20 cents; the 2 for 25 cent size at 2 for 15 cents, and 10 cent sizes at 5 cents. They also offered Cyro classics in the 10 for 50 cents package at 23 cents, 2 for 45 cents.

### Well Represented

Pamies Arango were represented here by M. Simpson. Their leading brand is the Prince Imperial, and is handled by such dealers as Fred L. Wells, E. P. Oakes, Hotel Sherman and several others including the Dolan Segar Shop.

### In Business for Love (?)

Pahls & Grieus, 130 West Randolph St., are offering the 10 cent size of Henry the Fourth cigars at 14 for $1. The box of 100 at $7. "How dealers can exist on such profits, or lack of profits, is too hard to figure out."

### Excellent

Business is excellent with the Chicago office of M. Melachrino & Co. Their office at 1020 So. Wabash Ave., is very busy turning out new Melachrino displays which are being placed in the windows all over the city.

### Booking Orders

John W. ("Jack"), Merriam is here and he booked several orders for the Associated Bustillo Merriam Co., of Tampa.

### To Visit Tampa Factory

José Garcia, of Perfecto Garcia & Bro., will leave in a few days on a business visit to their factory in Tampa. Perfecto-Garcia is one of the leading clear Havana sellers on the Chicago market to-day.

### Another Reduction

Garcia Grande has again been reduced in price. Julius Klorfein, head of the firm, was a recent visitor to his Chicago distributors.

### Coming His Way

Harry E. Irvin is doing noble work in the loop with Melachrino cigarettes. Harry is a clever chap and the success that is coming his way is certainly due him.

### Says It With Smiles

Harry Welcher, of Welcher Bros., New York, is at their Chicago office. Welcher is highly pleased over the way Cyro cigars are selling here and he says it with "Smiles." Cyro is in the hands of E. Hoffman Co., 180 West Madison St., who distribute them locally.

### The "Wicked Little Pill"

Among other things banned by Superintendent Mortenson, of the School Board, as weakening morals is the stolen smoke. "Delightful, perhaps, but it mustn't be done in the future by the High School pupils," he says.

### Still Potent

"Though it is still somewhat run down, the dollar remains the heavyweight financial champion of the world."

### Webster

The H. M. Schermerhorn, Inc., stores are displaying the Webster cigar in their windows.

### Put Over Big Campaign

Frank Swick, of Philip Morris & Co., has left for the East after superintending the big push on English Oval cigarettes. While the campaign was on the dealers received a 10 per cent gratis with each 1,000 English Ovals.

### Opens Another Factory

The Nathan Elson Co. has opened factory No. 2 at New Orleans. The new factory will be devoted exclusively to the manufacture of the Illiad mild Havana cigars. Factory No. 1 is working full force turning out the popular selling Ben Bey, Java wrapped cigar.

### Fatima

The Fatima sales crew is busy putting up new Fatima posters that bear the new 23 cent selling price.

### Beechnut and One-Eleven Featured

The United Stores are featuring Beechnut and One-Eleven cigarettes at 12½ cents a package. The profits in the cigarette end of the business get less every day.

### Imported Cigars

Feb. 15 is the date set for the reduction in the price of all imported cigars. The local importers let the "cat out of the bag this week."

### Back from Hoosier State

E. E. Wood, chief of the Melachrino sales staff, has returned to his Chicago office after covering the principal trade of Indiana.

### Manilas Selling Big

Max Crow, of the Manila Cigar Co., writes from San Francisco, saying that Manila cigars are selling greater than ever. Max will leave shortly for the East to call on his many distributors.

### Royal Moor

Frank P. Thurman, of J. B. Back & Co., was down in Indiana hustling along orders for Royal Moor to the factory in Brooklyn. Frank leaves in a few days for Milwaukee to start a selling campaign in the Cream City on Royal Moor.

### Incorporated

The Western Pipe Co., jobbers and manufacturers of pipes and smokers' articles has been incorporated for $100,000.

### Interstate Merchants Meet

For the purpose of covering important features of retailing and to

**HEYWOOD, STRASSER & VOIGT LITHO. CO.**
Manufacturers of High Grade
**CIGAR BOX LABELS, BANDS and TRIMMINGS**
Selling Representatives
ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada
Western Representatives
PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

bring forth the best business building plans and ideas that have been used by the merchants of different states, the first convention of the Interstate Merchants' Council will be held here Feb. 15 and 16. Merchants from 29 different states will attend.

### To Avoid Turmoil

Owing to labor troubles Chicago will shortly lose one of its few remaining large cigar factories. The El Predomino Cigar Co., manufacturing the popular Della Casa, and located at 300 West South Water St., will fold up its tent and move to Philadelphia, where a factory was rented at 306 Cherry St. Louis Cohen, the head of the firm, on his recent visit to the East decided on this plan for the future good of the El Predomino Co., which has suffered greatly in the past few years by strikes. This marks the passing of one of Chicago's oldest and best known cigar factories.

### Old Hand With New Line

Tom Conner, of Teijeiro & Garcia, stopped off and his samples of R. & T. clear Havanas are indeed pretty to look at. Tom reports a good reception by the trade on this, his maiden trip.

### Makes Change

F. B. McDaniel, for the past few months on the sales staff of Grommes & Elson, has resigned his position. Mac has signed up with E. Hoffman Co., and is going to feature La Palina and New Bachelor cigars to his trade. He sent his customers a very classy announcement which showed a duplicate of the well-known La Palina trade mark.

### Having Brief Rest

E. P. Oakes returned from Kansas City and is laid up at the Hotel Sherman. He expects to start out again next week.

### Important Change

E. Hoffman & Co., who recently passed into a new ownership, have announced that they have discontinued the distribution of Garcia Bouquet made in Tampa by A. Fuente & Co. Harry Loker, the Fuente factory representative, who also acted as loop salesman for E. Hoffman & Co., featuring the Garcia Bouquet, has also resigned. He will devote his entire time from now on to the Garcia Bouquet line which will be distributed throughout the city by the Charles Barker Co.

### Illegitimate Offspring

"War Baby" stocks of cigars are still being unloaded here. More are coming daily and it seems as if many factories still have their humidors loaded with "War Brats." The unloading of this class of merchandise has hurt the cigar trade and is holding back the sale of regular selling brands.

### "Clear Road Ahead!"

The "Go" signal is up! A well-paved road is directly ahead for the cigar industry. While the stretch just covered might have been a bit bumpy, the test was well worth while. The sale for good, legitimate cigars is as good as it ever was, and the question of the present day is, Mr. Dealer, give your trade cigars that will bring them back for more. More than ever business depends on this. Try to imagine what would happen if you were all stocked up again on job lot and "War Baby" cigars. Industry in the cigar line would be paralyzed. Stick to the good brands made by known manufacturers this year and make up your mind to do this and do it.

C. E. Taylor from San Francisco, and with M. Melachrino & Co., met the loop trade.

### Reported

We hear that a new package of One-Eleven cigarettes, packed 15 to retail at 10 cents, will be introduced here shortly.

### From the Hawkeye State

Fred Racine, the popular jobber and chain store owner of Iowa City, Iowa, spent several days here this week. Fred now operates 5 retail stores and 2 billiard halls in Iowa City, and in September he will open one of the largest bowling alleys in the state.

Frank Shapiro, formerly with Grommes & Elson, working the west side territory, is now with E. Hoffman Co., and will feature La Palina and New Bachelor.

### Giving 'Em an Eyefull

Ran into Ed Wodiska, now with Sol. H. Furgatch & Co. Ed. said, "I'm here and the trade is going to see some fine cigars when they glance over my Vega Del Rey line."

H. L. H.

## Batavia Market Strong

BATAVIA, Ohio, Feb. 11.—Batavia burley market held three good sales the past week. The bidding was keen and all grades being in strong demand at each sale, with the average running high, which was very satisfactory to the sellers. The deliveries are growing stronger as the weather softens up and tobacco in better shape for handling and hauling.

Nondescripts sold from $2 to $6.50 per 100, Common smokers, 7¾ to 16c, Tips at 15½ to 31c; trashes, 10 to 41c; short reds, 19 to 28½c; lugs, 23½ to 39c; red leaf, 35 to 49c; bright leaf, 39 to 63c.

Monday's sale brought out 20,640 pounds; rejections were 2,050 pounds; sold 18,590 pounds at average of $24.65 per hundred.

Wednesday's sale: Total offering, 42,685 pounds; all sold at average of $31.03 per hundred.

Friday's sale had 70,985 pounds in the offering; rejections footed up, 4,320 pounds; 66,665 pounds sold at an average of $28.13 per hundred.—CHAS. A. DAVIS.

### Match Imports and Exports

WASHINGTON, D. C.—Feb. 14.—Figures which have just been made public by the Department of Commerce show that the imports of matches into the United States in December were valued at $93,020, while the exports were valued at $31,468.—LAMM.


Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND BLACKSTONE

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND TOTEM

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY

MATHYS, ZADES & CO.

*Exporters of Oriental Leaf Tobaccos from*

Macedonia, Smyrna, Greece & The Black Sea

Tobaccos from these districts always in stock at our Antwerp warehouse. Please write for Price List and Samples and compare our prices with the competition.

Head Office, ANTWERP, Belgium

METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

| | |
|---|---|
| Main Depot | 22 Fourth Avenue, New York City |
| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

AROMATIC PALATABLE MILD STAPLE

If You Haven't - You Should TRY HENRY the FOURTH

A wonderfully good cigar from TAMPA, FLA.

ALVAREZ, MENDEZ & CO., Makers, Tampa, Fla. Preferred Havana Tob. Co., Owners, 257 4th Ave., New York

# Eduardo H. Gato's

## Mild Clear Havana Cigars

For

## Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

***Write for open Territory***

**E. H. GATO CIGAR COMPANY**

**FACTORY: KEY WEST, FLORIDA**

**OFFICES: 16-22 HUDSON STREET, NEW YORK**

**E. P. Oakes**
***Western Representative***

**153 North Clark St.**
**Chicago, Ill.**



**5th INTERNATIONAL TOBACCO TRADE**

# EXHIBITION

**To be held in**

## LONDON, ENGLAND

**MAY 8, 9, 10, 11, 12 & 13, 1922**

**ORGANIZED BY**

**The Leading Organ of The British and Colonial Tobacco Trade**

# TOBACCO

(ESTABLISHED 1881)

**Your opportunity to show and sell**

**MACHINERY** (working exhibits)
**NOVELTIES** (Pipes, cigarette holders, leather goods, etc.)

**TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS**

**Write now for full particulars to**

**TOBACCO**

**Monument Station Bldgs. LONDON, E. C. 4. ENGLAND**


# Baltimore's Tobacco Industry Keeping Up Pace

**City Boasts of Some Thirty Cigar Factories, Fifteen Jobbers, Three Thousand Retailers—All Kinds of Tobacco Products Made—Banquets Still the Vogue—H. L. Carr Regains Health and Returns to Cigar Business.**

BALTIMORE, Md., Feb. 13.—On Feb. 7 we celebrated the eighteenth anniversary of that most disastrous fire which swept our business section; destroyed over 1,300 buildings, and entailed a property loss of over $125,000,000. How our city emerged from the catastrophe, until today the entire devastated district is entirely developed with larger and more modern buildings, is history. Yet to reflect upon the tremendous progress made is extremely gratifying, and leaves pleasant memories.

Side by side with our general civic development the Tobacco Industry has kept pace and now it ranks with the important businesses of the city. We can boast of approximately thirty cigar manufactories, fifteen jobbers, and three thousand retailers within the city limits. Of the brands manufactured, four are nationally advertised and distributed throughout the country. One of the largest little cigar factories is located here, and thousands of people are employed in this branch of the industry alone.

### Full Representation

A survey will show that practically every article and product of the tobacco trade is manufactured here, and from past performances the prospects for continuing are excellent.

States, a five cent cigar, termed an ideal smoke, is being featured by Morgan & Millard, Baltimore and South streets, in their South street window this week. M. &. M. Monarch at 9c; 4 for 30c, is in the first row on the counter and is selling well.

The United chain is offering a discount of 10 per cent on Ricoro cigars when bought by the box. A package of Ricoro Infantas is given gratis with each group of 4 packages for $1. George W. Foz has been transferred to the Pratt and Light streets store.

In addition to satisfying the appetite with wholesome food the Victoria Restaurant offers an excellent line of cigars from which to make a selection. On display in the case and on the counter are Ad Club, 44, Lord Baltimore, City Club, and Nacirema.

### Old King Cole

The Old King Cole cigar is now being distributed by Lilly Dungan Co., and is on sale at their two retail establishments. It is stocked in ten shapes including the famous Fiddler size. Geo. Knauer has recovered from his recent illness.

Dinners and banquets are keeping business at the Merchants Club cigar department up to standard this month. Fred Weber has developed an enviable trade on imported and high grade domestic brands. Merchants Club Special is a particular favorite with members.

The contest for the highest score at duck pins is proving a tremendous drawing card at the Plaza Bowling Alleys. Miss Meredith, who manages the cigar department, sees that the firm donating the cigars receives its share of publicity rightly due.

### Pleased With Progress

Henry Pike, of the Moe Pike Cigar Co., is well pleased with the reception accorded the Don Julian cigar. He succeeded the late Frank Granger as factory representative for this territory. Their office is at No. 5 Hopkins Place.

After being forced to retire from business a year ago on account of ill health, H. L. Carr is now located at Winters Lane and Edmondson avenue. He has opened a high grade store in a growing neighborhood and has on sale a complete line of cigars, cigarettes and tobaccos.

### Pessimist Doing Good Business

"The purchasing power of the dollar looks mighty small yet, and will have to grow considerable before I become at all sanguine that business is going to improve this spring," mused Geo. Shafer, 1828 Aliceanna street. Mr. Shafer is experiencing an unusual demand for big cigars at his retail store. He manufactures P. & B. Club, Imperio, and Fire King cigars.

L. W. Graffin, Talbot and Carroll roads, who for 30 years was connected with the fertilizer industry, is now developing a splendid box trade among his old associates. He also represents Pinkus Bros. of New York and is taking orders for monogramed cigarettes manufactured by that firm.

### Recent Visitors

J. E. Riordan (Grosvenor Nicholas & Co., Inc.) introduced to the retail trade the Trebor pipe which they are agents for in the United States. He and Col. John Pleasants, who is Nicholas's local representative, also booked some substantial orders for imported cigars invoiced at the new prices.

Hi Hammer (Corral, Wodiska & Co.) called on his distributors of Bering, Regreso, and Manatia cigars.

Ed Rosenthal (General Cigar Co.) stopped long enough to hear the encouraging report Wm. Deiches & Co. gave him regarding the sale of Robert Burns cigars.

C. A. Rost (C. A. Rost & Co.) reports an increase in the price of cuttings which was agreeable news to the local cigar manufacturers already heavily burdened with tremendous overhead charges.—ORIOLE.

### Danish Imports

Denmark, in the first six months of last year, imported 654 double cwt. (100 kilograms) of cigars from Germany, compared with 342 double cwt. in 1913.


**Five in Foil 25c.**

**Ten in Tin 50c.**

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF

FLOR DE MOSS LA TERESA SAY-SO

**KRAUS & CO., Inc.**

**BALTIMORE, MD.**

TRADE MARK

REGISTERED

TRADE MARK

REGISTERED

# OUR 1921 CROP OF FLORIDA AND GEORGIA WRAPPERS ARE NOW READY

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

## AMERICAN SUMATRA TOBACCO CO.

**131 Water Street** **New York City**

TRADE MARK REGISTERED

## Are You Stemming Tobacco by Hand?

REDUCE YOUR STEMMING COST—
INCREASE YOUR PROFITS

Our tobacco stemming machine will stem your cigarette, plug and smoking tobaccos and your cigar filler at less than half of what you are now paying.

100 MACHINES ARE OPERATING DAILY IN ONE FACTORY

*Write for Full Particulars*

TOBACCO STEMMING MACHINE COMPANY, Inc.
LYNCHBURG, VA.

## Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

## THORPE & RICKS

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

## GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty.
Export and Domestic Types.
Established reputation for careful grading and packing
Our own buyers in best markets.
Correspondence invited. Cable address: "Lea," Danville, Va.

Cable "IRVINE," Kinston, N. C.

## E. V. WEBB & CO.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT
CORRESPONDENCE SOLICITED
COMPLETE FACILITIES
SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.

## WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

H. G. Whitehead W. P. Anderson S. H. Anderson

## WHITEHEAD & ANDERSON
## LEAF TOBACCOS

Commisson Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*
Cable Address: "Dorothy" Codes: A. B. C. 5th Ed., Arnolds No. 5, Western Union


## Danville Had Unexpectedly Large Breaks

DANVILLE, Va., Feb. 14.—Breaks of tobacco were unexpectedly large here last week considering the nearness of the close of the season. With over two million pounds marketed and with further good sales here this week it is becoming increasingly evident that the growers have more on hand than was generally believed. Most of the leaf brought here recently has been extremely common of type, much of it being leaf which was pulled green and which cured badly. This and other remnants show the beginning of the end so far as the present season is concerned.

Prices on all grades, excepting fine cutters are higher in price than they were, but the fine grades constitute only 20 per cent of what is being offered. The sales for the week just past footed up to 2,040,838 pounds at an average price of $13.39, or for a total of $273,309.33. The week previous showed a general average of $14.09 for the 834,724 pounds disposed of.

### Poor Year for Growers

There is no denying that the year has been a poor one for the average tobacco grower. Many of them were hard hit by the prolonged drought of last summer, especially those who planted out an acreage far in excess of the ability to cultivate sanely. Many of the growers have not made enough to pay their fertilizer bills, and this industry has probably suffered a sharp blow. Some fertilizer concerns are already making it known that they will not be able to carry the farmers another year and will demand cash payment for their product. Instances are recorded of farmers abandoning work on the soil altogether. Such growers as responded to early advice, diversified farming with a small crop of tobacco which could be successfully "made" have not fared so badly, for good leaf has sold almost as high as it did during the era of wild prices.

### Pin Faith to Co-operation

The large majority of planters may be said to be buoyed up considerably over the prospect of selling tobacco along the cooperative plan next season. They have been led to believe that this will prove a panacea for all of their ills, and that by the system of grading tobacco when it is brought to market and the setting of a definite price they will be able to know approximately what they will get for their product instead of being compelled to suffer from the fluctuations of the auction method. The organizers of the big mutual move have spread enthusiasm over the country in unbounded fashion and all of those growers who have signed the five year pledge are in high hopes, and expect immediate realization of being a more important factor in the sale of their product.

### Not so Sanguine

Conservative business men, while willing to espouse a cause which will promote the interests of the farming element, are cautious in their predictions, and see a difficult period ahead of the organization.

While negotiations for the establishment of receiving stations for the new organization have been opened in some districts no bids have been made for any of the tobacco warehouses here. The warehousemen have announced already that they propose to operate next season. —TETLEY.

## South Boston Market

SOUTH BOSTON, Va., Feb. 13.—The South Boston tobacco market will close for the season on March 17. Since the season began about twelve million pounds of leaf has been sold here. Last week's sales were good considering the state of the roads, the average being $16 per hundred.

## Oxford Sales

OXFORD, N. C., Feb. 11.—At a joint meeting of the directors of the Person and Granville County delegates, E. G. Moss was elected the director for these counties. Mr. Moss was formerly secretary and treasurer of the organizing committee of the Farmers Co-operative Marketing Association. He is this week attending a meeting at Raleigh, when the permanent officers will be elected.

The crop is practically all sold. The quality is somewhat below the general market average which in a measure accounts for the reduction in average.

Our sales for the week:

| | Pounds | Average |
|---|---|---|
| Total sales for the week | 489,354 | $15.92 |
| Sold to date 1921 crop | 7,717,708 | 24.20 |
| Sold to same time last year | 13,511,135 | 23.47 |

## Blackstone Average, $17.35

BLACKSTONE, Va., Feb. 11.—Total sales for the week, 332,380 pounds; average price per 100 pounds, $17.35. Sold to date of 1921 crop, 3,214,597 pounds; average price per 100 pounds, $17.08. Our average remains low on account of so much common flue tips being offered from flue markets. Strictly smoked tobacco is averaging around $23.00.—Jos. E. BEACH & Co.

## Good Demand at Lynchburg

LYNCHBURG, Va., Feb. 10.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week | 639,400 |
| Sold to Feb. 10 | 7,370,600 |
| Sold to Feb. 11, 1921 | 4,746,300 |
| Increase for 1922 | 2,624,300 |

Many people who could not get to market last week on account of the bad weather came this week and receipts were good.

As the season draws to a close more inferior tobacco is showing up and the percentage of common grades was larger than usual; prices, however, were good and the general average price was $22.80.

The demand for all desirable grades was very strong, with prices as a rule proving satisfactory to the planter.

Common grades with good body sold well, but thin, sleazy types were dull, all


## FRED P. GASKELL CO.

Members N. Y. Produce Exchange and Steamship Freight Brokers' Association

SHIPPING AND FORWARDING AGENTS
to all parts of the world

LOWEST RATES AND BEST SERVICE, EXPERIENCE, EFFICIENCY, ECONOMY

Norfolk, Va., Law Building
New York, N. Y., Produce Exchange

## EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

TWO STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

however, bringing good prices, taking quality into consideration.

Farmers who have tobacco on hand are getting it to market as rapidly as the season permits and a few more weeks will see all of the 1921 crop sold.

## Tobacco Association Elects Business Men to Direct Destinies

RALEIGH, N. C., Feb. 10.—Three banker-farmers, each recognized among the leaders in the business life of their states, were chosen president, first and second vice presidents of the Tobacco Growers' Co-operative Association at the meeting of the board of directors here yesterday, completing the formal organization of the tobacco farmers of Virginia, North Carolina and South Carolina.

George A. Norwood, president of the First National Bank of Goldsboro, and one of the largest growers of tobacco in eastern North Carolina, president.

Bright Williamson, banker and tobacco grower, Darlington, S. C., vice president for that state.

Jos. M. Hunt, Blackstone, Va., former president of the Virginia Bankers Association, now devoting all of his time to farming, vice president for Virginia.

M. C. Wilson, Keyesville, Va., secretary-treasurer.

J. M. Galloway, Greensboro, and H. J. Watkins, Jr., South Boston, Va., were named members of the Executive Committee. Mr. Galloway is the largest tobacco grower in the world, his crop last year totaling 650,000 pounds. Mr. Watkins is a farmer on a large scale, and has other extensive business interests in Virginia.

Yesterday's election of officers is the culmination of a movement that began in Raleigh toward the end of 1920 after the bottom had fallen out of the tobacco market all over the country. The initial meeting of the growers was held here, and at that time it was determined to organize the growers into a compact unit to market their tobacco to their own best interests.

Throughout the summer of 1921 an active campaign was waged throughout the three states, in which tobacco growers were urged to sign an agreement to market their products through the association. A majority of the growers in the three states have signed up and the association now controls most of the tobacco grown in these three states. A similar organization controls the crop in the Kentucky belt.

The agreement which the growers have signed becomes effective July 1, 1922, and all tobacco held at that time in the hands of the grower will be subject to the sale by and through the association. The association will work without profit to itself. The tobacco held by it is its capital stock, upon which it will be able to negotiate loans when necessary for financing the movement of the crop to the best interests of the members of the association.

## Winston Average, $13.87

WINSTON-SALEM, N. C., Feb. 11.—Total sales for the week, 1,093,100 pounds; average price per 100 pounds, $13.87. Sold to date of 1921 crop, 30,705,845 pounds; average price per 100 pounds, $24.66.—WINSTON LEAF TOBACCO & STORAGE CO.

## Richmond Market

RICHMOND, Va., Feb. 11.—There was no report from this market last week because there was not tobacco enough sold to report. The "big storm" had prevented the farmers' delivery of tobacco to the warehouses.

The total sales for week ending January 28, were 280,275 pounds, at average of $20.06, and for the two weeks ending February 11, were 311,145 pounds, at average of $19.23; making a total of about 600,000 pounds sold in last three weeks, for about $116,200. There is a good demand for all Sun-cured tobacco, but "off-country" tobacco brings down the average of the total sales.—R. C. MORTON & Co.

## Rocky Mount on Last Week

ROCKY MOUNT, N. C., Feb. 11.—Leaf tobacco sales have been fairly good all the week lasting until the dinner hour each day. The quality of the leaf has been inferior, but prices well maintained, especially on the common grades, which have shown a slight increase over previous weeks. Sales close next Friday, the 17th, for the season.

## Charged With "Nesting"

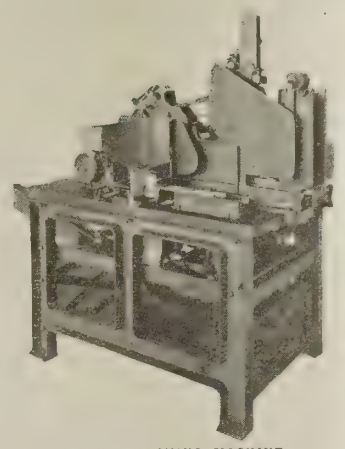
DANVILLE, Va., Feb. 14.—W. H. Eanes, a farmer of Pittsylvania County, is being proceeded against in the local courts on a charge resulting from the discovery of a pile of "nested" tobacco. The pile was sold last Fall in Acree's warehouse. The top of the pile was of leaf of high grade and it was bought at a good price. When removed to the factory the alleged deception was quickly seen for underneath the pile the tobacco was of a type selling for about $10 per hundred while the upper bundles of tobacco were of the $60 type. The buyer refused the pile of tobacco as he was entitled to do under regulations governing the conduct of the market. Eanes recently came back to Danville and criminal proceedings were instituted against him by M. O. Nelson, manager of the warehouse.—TETLEY.

## Tobacco Fertilizer

The following fertilizer formula for tobacco is suggested by Dr. G. H. Chapman of the tobacco station at Windsor, Conn.: Cottonseed meal 1,050 pounds, castor pomace 400 pounds, nitrate of soda 100 pounds, precipitated bone 150 pounds, acid phosphate 100 pounds, sulphate of potash 200 pounds. This mixture making up a ton will give 106 pounds nitrogen, 95 pounds phosphoric acid and 125 pounds potash, and should be applied at the rate of 2 tons to the acre to land which has had little or no manure. It is further supplemented with a top-dressing of 300 pounds cottonseed meal and 100 to 200 pounds fish at the first hoeing. Where manure has been used, then 1½ tons to the acre of the fertilizer is sufficient.

### Tobacco Firm 100 Years Old

The tobacco firm of Joh. Phil. Henckel at Muenden, Hanover, celebrated its 100th anniversary in January. The firm was founded in 1822 by Henckel, who, in 1865, turned the business over to his sons. One son died in 1905 and the other one retired in 1906. The present owner, F. W. Korff, is a grandson of the Bremen merchant from whom Henckel in 1822 bought his first tobacco shipment.

COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

**Machines for The Cigarette Industry**

**The Comas Cigarette Machine Company**

manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

COMAS JUNIOR CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 30,000 a day.

COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS MONARCH CIGARETTE TIPPING MACHINE, 70,000 to 80,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

**COMAS CIGARETTE MACHINE COMPANY,** SALEM, VIRGINIA, U.S.A.

Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

**Cobb-Gwynn Tobacco Company, Inc.**

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

ANDREW JAMISON, President — Established 1885; Incorporated 1910

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—BUYERS AND EXPORTERS OF—
*ALL GRADES OF OLD BELT*
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.

**E. B. FICKLEN TOBACCO CO., Inc.**

Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample Facilities for Redrying by Steam or Natural Season
Samples Furnished — Correspondence Solicited

Cable Address: "CLARK" — Code: "ARNOLDS NO. 5"

*Largest Loose Leaf Tobacco Market in the World*

**W. T. CLARK & COMPANY**

Established 1887

*Dealers in All Grades Bright Leaf, Strips, Stems and Scraps*

Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

**TOBACCO SEED**

**Slate Seed Company**

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

**WILSON TOBACCO COMPANY**

*Dealers in* **LEAF TOBACCO**

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

C. O. DIXON, President — A. H. BUCHAN, Treasurer
Cable DIBUCO, Mullins, S. C.

**DIXON-BUCHAN TOBACCO COMPANY**

Dealers and Exporters
VIRGINIA-CAROLINA TOBACCOS
Mullins, South Carolina

Cable Address: "HODGE, HENDERSON"

**Hodge Tobacco Co.**
of KENTUCKY, Inc.
Packers of
Leaf, Strips, Scraps and Stems
Natural or Artificial Seasons
Head Office: HENDERSON, KENTUCKY
Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
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We solicit your orders and will give same prompt and efficient attention.
SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

## Old Burley in Lead

LOUISVILLE, Ky., Feb. 11.—Old crop burley comprised the greater part of the week's sales of leaf here. There were 2,873 hogsheads sold, 1,965 being old burley, 845 new burley, 47 old dark and 16 new dark. The same week last year there were 2,704 sold, during that of 1920 there were 2,248 and during that of 1919, 2,976.

Rejections showed a moderate increase during the week, being 25 per cent of auction sales, as compared with 22 per cent the week before. Receipts fell off, the total being 1,630 hogsheads, compared with 2,004 and 1,595 in the like week of 1921 and 1920, respectively.

Sales of new crop weed here to date this season have been 11,116 hogsheads, of which 9,370 were original inspections. To the same date last year 12,993 hogsheads of new crop had been sold, 11,245 having been original inspections.

The Louisville Tobacco Board of Trade makes the following tabulations:

### Tobacco Sales for the Week and Year to February 10

| Warehouses | Week—Auction Sales | Week—Private Sales | Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 155 | ... | 155 | 1,417 |
| Kentucky | 568 | 3 | 571 | 3,446 |
| Main Street | 449 | ... | 449 | 2,351 |
| Planters-Farmers | 723 | 98 | 821 | 4,549 |
| New Tenth Street | 423 | 8 | 431 | 2,794 |
| Louisville | 441 | 5 | 446 | 2,582 |
| | 2,759 | 114 | 2,873 | 17,139 |
| Year 1921 | | | 2,704 | 13,747 |
| Year 1920 | | | 2,248 | 16,173 |
| Year 1919 | | | 2,976 | 17,806 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,965 | 845 | 2,810 |
| Dark | 47 | 16 | 63 |
| | 2,012 | 861 | 2,873 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 9,134 | 7,587 | 16,721 |
| Dark | 295 | 123 | 418 |
| | 9,429 | 7,710 | 17,139 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 13,015 | 15,764 | 16,633 |
| Dark | 732 | 409 | 1,173 |
| | 13,747 | 16,173 | 17,806 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| SALES | | | |
| Total sales of new crop to date | 11,116 | 12,993 | 16,164 |
| Sales of new crop to date. Original inspection | 9,370 | 11,245 | 13,956 |
| REJECTIONS | | | |
| Rejections this week: | | | |
| Burley | 681 | ... | ... |
| Dark | 22 | ... | ... |
| Total | 703 | 586 | 449 |
| Percentage of rejections to auction sales: | | | |
| Burley | 25 | ... | ... |
| Dark | 36 | ... | ... |
| Total | 25 | 22 | 20 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 3,670 | ... | ... |
| Dark | 127 | ... | ... |
| RECEIPTS | | | |
| Receipts this week | 1,630 | 2,004 | 1,595 |
| Total | 3,797 | 3,008 | 3,889 |
| Receipts, Jan. 1 to date | 11,294 | 11,283 | 11,435 |

### Official Quotations at Louisville, Feb. 10

| | BURLEY, OLD—Dark Red | BURLEY, OLD—Bright Red | BURLEY, OLD—Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | .. to 7 | 7 to 8 | .... to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | BURLEY, 1921 CROP—Dark Red | BURLEY, 1921 CROP—Bright Red | BURLEY, 1921 CROP—Colory |
|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Paducah Market Irregular

PADUCAH, Ky., Feb. 10.—During the early part of the week the weather was very cold and dry, and the movement of loose tobacco very light. It has moderated though now and considerable tobacco has been moving during the past two days. The sales on wagons and loose floors have gotten back to where they were before the cold snap came. The greater part of the offerings are of low and common grades, which have been irregular and lower in price. I would say the market was from 50 cents to $1.50 per hundred lower on low grades of leaf. Common leaf has also shown some weakness. Medium grades are unchanged. Very little good leaf offering and prices for this are firm. The weakness seemed more with the low and nondescript grades than other kinds. Tobacco with good body and finish in the low and common grades is unchanged.

There has been very little activity in the country during the past week. The weather being disagreeable kept buyers from riding, still we hear of some trading going on in the medium and good grades at prices that have ruled for the past several weeks.

In some sections a large percentage of the crop has been sold while in other districts sales have been lighter. We estimate though that something like 60% of the crop in this district has been sold and the greater part of it delivered.

The further in the crop we go the commoner the crop seems. The greater part of it is low and common, while we thought earlier that a very much larger percentage would be of the better grades. It lacks body, finish and color, and does not seem to improve with aging.

**FRIEDBERG BROS., Inc.** LEAF TOBACCO
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BRANCHES
N. Y. Office, 185 Canal St.
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We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

There has been considerable trading in old leaf and lugs during the past week. The leaf was common to medium selling from 15 to 18 cents. Most of the sales, however, were lugs which were sold in lots. Prices were not made public, but the general impression is that they ran from 4 to 6½ cents, several hundred hogsheads 1920 crop changing hands.

Farmers have begun preparations for this year's crop. A good many plant beds have been burned during the past week and with favorable weather conditions no doubt most farmers will get through with sowing seeds during the next thirty days. The indications are that an effort will be made to get out a full crop.—W. B. KENNEDY.

## Mayfield Market

MAYFIELD, Ky., Feb. 11.—Wright, Smith & Co., leaf tobacco dealers and exporters, report as follows:

Auction sales for the week, together with averages, are as follows:

| Date | No. Loads | Leaf *Average | Lug Average |
|---|---|---|---|
| Reported..... | 4,417 | | |
| Feb. 4..... | 56 | $13.37 | $1.79 |
| 6..... | 29 | 14.41 | 1.80 |
| 7..... | 51 | 13.17 | 1.83 |
| 8..... | 76 | 13.85 | 2.10 |
| 9..... | 82 | 12.89 | 1.77 |
| 10..... | 82 | 14.56 | 1.70 |
| | 4,793 | | |

Range in quotations (auction sales) are approximately, Lugs, $1 to $3.50; Low leaf, $8 to $10; Common leaf, $10 to $14; Medium leaf, $14 to $18; Good leaf, $18 to $25, and Fine leaf, of which there is but very little, $25 to $30.

We are unable to ascertain definitely the quantity of tobacco that has been sold at this market by reason of the fact that fully 50 per cent has been sold in the country; but we would estimate on a conservative basis approximately nine and one-half to ten million pounds, which we consider about 65 per cent of the total quantity that will be handled here this season. Of the approximate 35 per cent unsold, we would estimate fully 90 per cent of it to be of the low to medium grades.

* In considering lug averages reported, we ask you to bear in mind that where lugs and leaf are sold at auction on wagons the price of from $1 to $2 is placed on the lugs at time of sale, and the leaf is then sold to the highest bidder. The price placed on the lugs is a part of the consideration for the leaf, and by reason of this no lugs can be purchased at anything like the averages quoted. Lugs loose in bulk, where they can be had in fairly large quantities, are selling from $3.75 to $4.25, so we are reliably informed.

## Hopkinsville Average, $15.33

HOPKINSVILLE, Ky., Feb. 10.—Total sales for the week, 1,225,935 pounds; average price per 100 pounds, $15.33. Sold to date of 1921 crop, 8,773,420 pounds; average price per 100 pounds, $15.31. Sold to same time, last year, 3,390,115 pounds; average price per 100 pounds, $9.69.—J. W. HANCOCK, Chairman Sales Committee.

## Poor Quality at Owensboro

OWENSBORO, Ky., Feb. 11.—The Hodge Tobacco Co. makes report as follows:

Sales of Pryor Tobacco

| | Pounds | Average |
|---|---|---|
| Previously reported. | 22,884,505 | $15.90 |
| Sales this week..... | 948,904 | 11.51 |
| Total sales to date.. | 23,833,409 | $15.82 |

Quotations

GREEN RIVER

| Dark | Leaf | Lugs | Trash |
|---|---|---|---|
| Common .. | 8c to 12c | 4c to 7c | 2c to 5c |
| Medium ... | 12 to 14 | 6 to 12 | 3 to 4 |
| Good ..... | 14 to 25 | 12 to 15 | 4 to 6 |
| Brown | | | |
| Common ... | 18 to 20 | 10 to 15 | 3 to 4 |
| Medium .... | 20 to 25 | 12 to 20 | 3 to 4 |
| Good ..... | 20 to 45 | 12 to 20 | 6 to 10 |
| Red | | | |
| Common ... | 18 to 25 | 10 to 12 | 5 to 5 |
| Medium ... | 25 to 28 | 14 to 18 | 5 to 6 |
| Good ..... | 30 to 45 | 15 to 22 | 6 to 9 |
| Colory Selections | | | |
| Common ... | 15 to 25 | 10 to 15 | 3 to 5 |
| Medium ... | 23 to 30 | 15 to 20 | 5 to 8 |
| Good ..... | 30 to 40 | 20 to 23 | 8 to 15 |

The quality of tobacco sold this week was very poor, which causes the lowest average of the season.

Many farmers have finished selling and those who have tobacco on hand seem to have kept the dark nondescript grades for the last delivery.

Warm, damp weather which has prevailed for the past three days is expected to stimulate deliveries considerably next week.

## Maysville Market

MAYSVILLE, Ky., Feb. 10.—This week's nonpooled tobacco market closed today with good sales at both houses and prices still maintaining the steady advance of the past two weeks. Market firm on all grades. Today's auctions were of a commoner type, but all brought good prices. Sales at the Liberty house today totaled 44,530 lbs. at an average of $22.65 per 100 lbs.; high price $65, low price $2. The Gray Warehouse reported total sales of about 10,000 lbs. at from $2 to $62.

## Greeneville Average, $31.19

GREENEVILLE, Tenn., Feb. 11.—Total sales for the week, 131,649 pounds; average price per 100 pounds, $31.19. Sold to date of 1921 crop, 3,981,086 pounds; average price per 100 pounds, $31.51.—THE AUSTIN CO. INC.

## Cincinnati Market

CINCINNATI, Feb. 11.—Offerings in the Cincinnati burley tobacco market yesterday constituted the second largest sale of the week, bidding being spirited and prices on a par with the highest quotations of the season. The break included 64 hogsheads of old crop stock and 3 hogsheads of new, 1921 crop tobacco. Prices of old grades were run up as high as $27 per 100 lbs. with bright leaf in the new stock selling as high as $27.50 per 100 lbs.


**Old Hill Side Smoking Tobacco**
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
**CLOWN CIGARETTES**
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
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If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

**To Manufacturers of Scrap and Fine Cut Tobacco**
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
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*Leaf Tobacco Dealers and Brokers*
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf.
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BURLEY BRIGHTS STRIPS SCRAP
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GREENEVILLE, TENN.
*Latest Proctor System*

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TOBACCO COMMISSION MERCHANTS
Tobacco Inspection and Warehouse Men
WEIGHING, SAMPLING AND COOPERING
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FORWARDING FOR EXPORT
Storage Capacity 5,000 Hogsheads
REASONABLE RATES

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**Association Burley Ready for Sale**
The Burley Tobacco Growers' Co-Operative Association will be ready to sell the Association crop of Burley tobacco in any quantity desired on and after February 3, 1922. The Association crop is the best of the crop grown in 1921.
Burley Tobacco Growers Co-Operative Association
620 South Broadway, Lexington, Kentucky
JAMES C. STONE, President and General Manager

Every Bayuk Cigar
is made to four square
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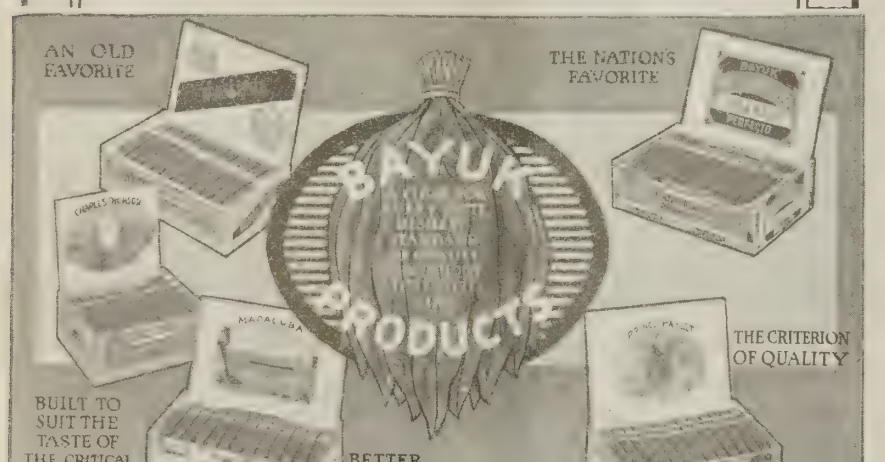


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# LA PALINA

*The Quality Cigar*
*Since 1896*

# Philadelphia Trade Sees Substantial Progress

## Retailers Much Nearer Recovery for Which They Have Been Working—Jobbers Receiving Decided Increases in Number and Volume of Orders from Local Dealers—Larger Stores Gain—Reeves, Parvin & Co. Cause Sensation.

PHILADELPHIA, Feb. 13.—February sees for the retail trade substantial progress towards that recovery for which the trade has been waiting. During the last seven days, there came to the jobber a decided increase in the number and the volume of orders from the neighborhood dealer, and it is this class of retailers which most have benefited from the present recovery, although at best, it is not one of large magnitude. In the central section of the city, the larger dealers report some slight gain. Those who look beneath the surface of things are of opinion that were it not for the tremendous quantities of stock dumped on the market through the channels of a cut-price establishment, some of it alleged to be "war babies," others representing stock which the manufacturers have determined to turn into cash irrespective of original cost in order to liquidate; and still other goods produced with a thought of keeping organizations intact and establishing a big market, rather than to immediate profit, the market would be very much better than it is. This class foresees a decided jump in business just as soon as these exceptional offerings have disappeared.

The manufacturers generally are feeling entirely optimistic. Those who have secured a national market, and therefore are not dependent on local conditions, are continuing at capacity production. Brain matter is being exerted by the managers these days, as much to maintain quality in raw material and workmanship; also to bring down prices, as it is to effect sales and to open new territory. Everywhere one travels in the retail field, one hears the story of the insistence of the smoker on lower prices and particularly for the return of the old five-cent and ten-cent standards. Likewise, where everyone travels among the manufacturers, one hears the story of their expenditures of skill and vision in an effort to satisfy this popular demand. A few believe that they have found the solution to the problem, but generally the distributors take the position that, with a few exceptions, there is either a dearth of quality or of quantity and that much still must be accomplished to bring back the old standards.

The Schulte chain stores closely approximated the day of the five-cent cigar during a 48 hour period at the close of last week. In all its chain of stores, there were offered as specials for Friday and Saturday only, virtually all the Philadelphia made cigars now retailing at 8c, two for 10c with corresponding reductions in the higher priced.

A sidelight on the prosperous conditions obtaining in the cigar factories is reflected by the activities of professional labor leaders, who, during the week again made attempts to organize the cigar makers and bunch makers, and probably with a view of renewed labor troubles. A general mass meeting of the malcontents was called for Theatrical headquarters, 618 Race St., for Saturday afternoon last. It was not very largely attended, however. Speakers called attention to the extreme necessity of uniting for the bettering of industrial conditions, wages, etc. It is pointed out that until the last two weeks, there was such an oversupply of cigar makers that all thoughts of increased wages and the like were regarded as ridiculous, but now, with prosperity returning generally, and hands well employed, the professional labor agitators see an opportunity for drawing from the ranks of the employed funds for their continued maintenance.

Credit Manager, Frank P. Will of the G. H. P. Cigar Co., 3rd and Brown Sts., is in New England for a conference with Frederick W. Sweet, the representative there, and with the Boston distributors, Phillip Assuer & Co.

Wm. R. Taylor, manager of the business of M. J. Dalton, has gone to Florida for a combined trip of business and pleasure for a month. Meanwhile the business is being conducted by Stanley J. Dalton, who proposes to go to the southland later on in the year. The firm has made a very large importation of the Rodriquez & Alvarez line of Romeo and Juliets, and of Belindas and Partagas.

### To Close Out Cigar Department

Definite announcement was made during the week, following many loose rumors, that by the end of the month, or shortly thereafter, there would be a closing out either by a liquidation sale, or other method, of the cigar department of Reeves, Parvin & Co., wholesale grocers, who propose to close out their business in Philadelphia **but for the** present, at least, will continue their branch grocery business with cigar departments in Wilmington, Del., and Huntingdon, Pa. The story of the Reeves, Parvin Cigar Department is of interest and importance to the trade because of its widely known personnel, and the volume of business which it enjoyed. It is understood that aggregate sales of the department annually approximates $2,500,000. The firm had the local agencies for the Blackstone, Planco, El Verso, San Felice, Doughboy, La Havencia and the Keen Kutter brands. It has enjoyed a large distribution through the Pennsylvania territory and maintained a branch cigar dropping house at 401 Arctic Ave., Atlantic City, the latter being in charge of L. C. Albertson. The department proper was in charge of John Van Miller, with E. Y. Flickinger as assistant manager. It has been maintained for upwards of 30 years and in latter years with particular success. Mr. Van Miller came to the firm 26 months ago from the Consolidated Cigar Co., which he represented on the road. He succeeded Isadore Baum, now head of the firm of Baum & Neely, Broad and Chestnut Sts. Salesmen particularly well known to the trade included Mahlon Zerby, John Stewart Knight, Jr., and H. B. Farrand. The latter continuing to represent the Ruy Fuerad & Co., with its Planco leader, in Philadelphia. Plans of the personnel of the cigar department has not been disclosed. It is known to be the policy of Reeves, Parvin & Co., in closing out the business to protect both its brands and its customers; and therefore, none of the stock was to be thrown on the market, sold to cut rate establishments with which the firm never had dealings, or be sacrificed in any other way. The exact manner of disposing of the stock and the agencies has not yet been determined.

### Square Circle May Be Squared

Developments of the week in the affairs of the Square Circle Cigar Co., northeast corner of Fifth and Walnut Sts., suggest that within a month or less time, creditors will receive what is due them, and it is regarded as likely that settlements at 100c on the dollar can be effected. Following the meeting of creditors in the rooms of the Philadelphia Association of Credit Men, which on some previous occasions has extended its kindly offices and thus effected a saving to the creditors, the affairs of the company were taken over by Secretary David Longacre of the Credit Association and Thomas Latimer, Jr., manager of the adjustment bureau. Under the personal supervision of Mr. Latimer, an inventory of the stock was taken and for the next thirty days all receipts and expenditures are to pass through the hands of the credit association. There are pending several offers of purchase of the business and it is believed that one of these will be accepted within a short time.

A visitor of the week to the headquarters of Bayuk Bros., was Lex Ehrman of the Ehrman Bros. & Horn Co., San Francisco distributors for Bayuk

(*Continued on page* 33)

# Pennsylvania Tobacco Moving Along Gradually

## Buyers Are Particular and Show Preference in Selections—The 1921 Crop Contains Large Percentage of Wrapper Leaf—Heavier-Bodied Than 1920 Product—Burning Quality Still Causing Hesitation.

LANCASTER, Pa., Feb. 11.—There have been quite a number of buyers in the field this week looking over and making a few purchases of the best handled and finest crops.

The buyers are super-critical and are buying only such crops as appeal to them. They can well afford to be particular in their selections as the tobacco crop is plentiful and not over 10 per cent of it has been sold.

The 1921 production in round figures are 25,000 to 30,000 cases—more of wrapped tobaccos than the previous year. This can be easily explained by saying there are 400 to 500 lbs. more wrapped tobacco to the acre in 1921 than the previous crop and besides this, while there were 30 to 40 per cent of fillers in the 1920 crop, the 1921 does not run over 15 per cent.

### Has Heavy Body

The tobacco is much heavier-bodied this year than last but hasn't the burning quality of 1920, neither will it cure as quickly.

The few scattered sales in Lancaster County up to the present time show that but a small amount of the 1921 crop has been disposed of to dealers and packers.

In Manor township and the district surrounding Washingtonboro, less than 300 acres of a total of 2,500 acres of fine tobacco have been sold. The price ranging from 14 and 3 up to 18 and 3. Many crops that have been taken up at a comparatively small price, are being placed in the warehouses of such companies with the intention of holding until times have improved and better prices for the goods can be realized.

### Sixty Acres Sold

Sixty acres of Havana seed tobacco in Washingtonboro, on the farms of the Jos. Schultz Estate, have been sold this week to Gemmill & Roseman of Red Lion, Pa., at 18 and 3.

Other growers in and around Washingtonboro who have sold their 1921 Tobacco, are Jacob Hubley, Benjamin Young and George Brush. Mr. Grove of Maytown, has been buying in the Manor township fields at 18 and 3.

### Buying for General Cigar Co.

Monroe Levy, buying for the General Cigar Co., has been buying in several districts throughout the County. It is understood that he is paying 13 and 3 for seed leaf tobacco.

Among the farmers from whom the General Cigar Co. has bought this season, are Jacob & Clayton Yunningeo, 7 acres in Paradise township; Franklin Hamilton & Walter Trout, 4 acres in Eden township; Al Probst, 3 acres in Bart township; Geo. L. Hassel, 2 acres in Bart township; Chas. H. Rockey, 7 acres in Bart township; Benj. F. Witmer, 3 acres in Bart township. Howard Wilson, in Sodburg township, and Harry Graham, in the same section, both of whom live on Lantz farms have sold their crops of 2 and 3 acres to Jeff Owens of Lancaster at 10 and 3.

William G. Fritz of Strasburgh, buying for I. H. Weaver's Sons, is said to have taken the crop of Geo. Eshleman of Eden township at 15 and 3.

Harry Hassel, Eden township has sold his crop to the same buyer at 12 and 3, and acres. Homsher in Eden has disposed of his 1921 yield at 9 and 3.

A number of growers in the county insist that the dealers are buying the crop in several sections of the county to test its burning quality prior to making a general onslaught on the seed leaf tobacco which was produced last summer.

Others are of the opinion that the better crops are being bought at fair prices in order to force down the value of poor and ordinary crops. The several packing companies which have been formed in the county have not tended to stabilize the price, as the farmers are used to selling that tobacco on their farms and to the highest and best bidder, and for that reason most of the growers prefer to sell the old way than to pay the expense of packing and taking long chances of damage and black-rot after the goods are packed.

Morris Levy, of the General Cigar Co., left Bart township after spending two days in the section. In this time he


EL PRODUCTO

*Uniformity—A strong "reason why" for El Producto*

**One thing that will impress you about El Producto is that its standards never vary.**

**The real enjoyment of the El Producto you have just smoked will always be repeated in the next.**

**Just consider this for a minute. El Producto's quality (and it is both distinctive and popular) has always been uniform. The workmanship has been unvarying in goodness. You will rarely find an El Producto that doesn't smoke smoothly, evenly, coolly down to the last puff.**

**El Producto advertising has been steady and continuous. And El Producto sales everywhere are evidence a plenty that the El Producto policy of consistency in both manufacturing and selling is a policy that pays the dealer when he comes to count up profits.**

*Ten shapes and sizes, ranging in price from 10 to 30 cents*

G. H. P. CIGAR CO., Inc.
PHILADELPHIA

*for* real enjoyment

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
*Samples cheerfully submitted upon request*

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
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W. K. Gresh & Sons
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Manufacturers of
The MEDITATION Cigar

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

FREDERIC LEDERER
TOBACCO
106 FRONT ST., NEW YORK
Cable Address: FRELEDER

EL VERSO
HAVANA CIGARS
Seven Sizes
to Please the Most Discriminating
The Deisel-Wemmer Co.
Makers
LIMA, OHIO

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

THE MENDELSOHN COMPANY, INC.
2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT
ABOVE ALL

# Cleveland Now Interested in Anti-Smoking 'Talks'

## Antagonistic Articles in Daily Newspapers Create More Than Mild Attention—The Alleged "Kick" Kauses Kaustic Komment—Where is Zion City and Why?—Tobacco Has Triumphed Over Numerous Opposers.

CLEVELAND, Ohio, Feb. 11.—Cleveland cigarists are more than mildly interested in the somewhat agitated outcry against smoking. Almost every day there appear articles in the daily papers quoting this one or that as saying that smoking is dangerous and should, therefore, be prohibited. The erstwhile eternal triangle of "wine, woman, and song" has been changed by these would-be reformers to "tobacco, woman, and song." According to them, tobacco embodies a "kick" quite as vicious as some of the neighbor's own "make." Cigarettes are one of the causes of this so-called "jazz age," is a popular battle-cry of these agitators. And where does all this get them? Practically no place. There is only one place that we know of, Zion City (this town is so big we've forgotten just what state it honors) that has adopted an anti-tobacco law. People have come to realize that tobacco has come to stay. It has survived persecution from all ages and is more popular than ever. That tobacco is positively not injurious has been proven time and again by well-known physicians. Even the paper on our cigarettes has been shown to be positively harmless. Tobacco was shown to be a necessity in war; it must surely live and thrive in peace times.

### Ex-Cigarmakers "Rail Inspector"

John Modroch, a cigarmaker by trade, and a brother-in-law of Mayor Kohler, is now an inspector of rails in Traction Commissioner Holcomb's office. He was placed on the city pay roll at a salary of $230 per month. Modroch, who operated a cigar factory at 3529 Croton avenue until his sister's husband became mayor, took the place of Martin Klockert as rail inspector. His duties are to inspect small repair jobs where rail replacements are requested by the city council. His job now is supposed to keep him busy enough, hence the closing of his factory the very day he assumed his new job.

### Bill McDonald in Town

William McDonald, representing the F. Garcia & Bros. line of clear Havana cigars, was in town the other day. Bill isn't losing any sleep worrying over sales of his brands--results speak for themselves.

### An Attractive Offer

To put "pep" into sales of the Egyptian Prettiest brand of cigarettes, an automatic, silver plated pencil was being offered free here, with two packages for forty-five cents. Dealers feel sure that consumers will come back for the brand even without the pencil as a gratuity.

### Opens New Warren Business

Sam Klafter, big-time business man of New Castle, Pa., has opened a large tobacco establishment in Warren, Ohio, near here. A wholesale and retail business, both, will be done by Mr. Klafter. The tobacco game is at its height in this part of Ohio and Warren is a most thriving city so that Mr. Klafter could not have readily picked a better time nor a better setting for a business enterprise of this sort.

### "Manila Man" in Town

Dick Dayton, otherwise known as the "Manila Man," was a welcome visitor this week. His line of Manila cigars are most favorably known throughout the city.

### Features Reynaldos

The Reynaldo brand of high-grade sellers are being featured this week in all of Standard Drug Co.'s windows throughout the city. The Reynaldo enjoys a most remarkable distribution in this section by the Baer-Wolf Co.

### A Trade Visitor

C. W. McCormick dropped in to see us the other day. "Mac" let us know that the big things dreamt about the Mi Corine cigar are about to materialize if things keep on any way near the rate that they are now going.

### Hark Ye! It's Ben Back Again

Benny Block, representative of Park & Tilford of New York, and who makes the Fifth City his home, is back with us once again. He has some wonderful tales to tell of how the Buckeye natives have taken to Mi Favoritas and Telegrafos. Ben was informed by Park & Tilford, who are one of the country's largest cigar importing houses, that these brands are to be reduced from $20 to $30 a thousand.

### Introducing Rainbow Cigarettes

The George B. Scrambling Co. in an endeavor to place their Rainbow cigarettes here, has offered with each package of this brand for thirty cents, a handsome cigarette holder. In this way the brand is being smoked and enjoyed by many who otherwise would not be likely to get acquainted with the brand.

### Mort Hammer Arrives

Mort Hammer, cigar expert from Chicago, is now here. "Being a cigar expert," says Mort, "I can appreciate good cigars, hence the Cressida and the E. H. Gato line." Mort is certain "sweet" on the Gato 1871 and the Cressida brands, and anyone who disagrees with him has Mort to deal with—and he's a bad man, too.

### Opens New Store in Ashtabula

Julius Kahn recently opened a new cigar store in Ashtabula. The store will be one of Ashtabula's biggest and best and with a man who knows the tobacco business as well as Mr. Kahn, at its head, the new enterprise cannot but be successful.

### Cigar Man Is Geneva's Mayor

A cigar man was recently elected mayor of the city of Geneva, that pretty place so near here. Hon. Louis Evans is the man and no one is a bigger booster of the tobacco game than he. At the present time Mr. Evans is opening a new

L. F. METZGER & SON
GROWERS OF
Pure White Burley Tobacco Seed
Higginsport, Brown Co., Ohio
Price per lb., $10.00 1-2 lb., $5.00 1 oz., $1.00

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC

cigar store and billiard parlor to be ready by the 15th of the month, which, when completed, will be one of the biggest and best in this section of the country. Mr. Evans is one of the highest types of man and it is assured that he will be both a good mayor and a good business man.

### Another New One

Harry Burrows, Cleveland exponent of the products of the Falk Tobacco Co., is mightily enthused over the way they are taking to Stroller's cigarettes, a new brand in this section. These come in packages of fifteen which retail for ten cents, a popular packing here.

### Claude Turner Here

Claude Turner is here this week in the interests of Charles the Great cigars, always a popular brand in Cleveland. Louis Klein's on Euclid avenue is known as the "Home of Charles the Great."

### Open New Cigar Factory

A. C. Friedman has announced that he and his brother, Cecil R. Friedman, have opened a new cigar factory at 815 East Fifth street, in Dayton. Cecil R. has opened the Dayton Scrap Tobacco Co., for the manufacture of tobacco at the same location.

### Budin Going Out of Business

Budin's cigar store on Prospect avenue, near East Sixth street, is to withdraw from active competition. In other words, is going out of business. No reason was offered for this action. Big cuts on all sizes and brands are the results of this decision.

### Around Town

One can easily see that Lew V. Roberts is a mighty important man about town this week. Lew handles the Girard cigar which is distributed here by the P. G. Vincent Cigar Co. The way Girards are being demanded by Clevelanders would make Lew, or anyone for that matter, feel mighty proud of his brand.

### Now Him!

Sig Mayer—who doesn't know him?—and his famous Lozano brand, is in town this week. Sig always does a remarkable business in this section because his brand is a sure repeater and Sig has oodles of push and personality.

### Around Town

Around town this week could be seen E. P. Perkins and his own brands, hailing from Boston, and Harry Alces, well known in the cigar trade.—HERB.

## Tampa Cigar Industry Resuming Pre-War Basis

**Indicated by Steady Flow of Orders by Mail and Wire—Showing Actual and Pressing Demand for Goods—Some Factories Doubling Weekly Output—Encouraging News About Arango & Co.—Interesting News Brevities.**

TAMPA, Fla., Feb. 11.—Peter O. Knight, attorney for the creditors of Francisco Arango & Co., is authority for the statement that plans for reorganization of the business is under way. Mr. Knight could not at this stage say just what these plans are, or in what shape the finished results will be; but that Pancho Arango will probably be in action again.

### Making Good Progress

That the cigar industry of Tampa is gradually resuming its pre-war time basis is indicated by the steady flow of orders both by mail and wire, coming in to the factories. These orders indicate an actual and pressing demand for the goods, and being repeated from week to week, indicate a healthy and steady growth. Some of the factories report a doubled weekly output; and others a steadily growing output, and a few state that they are actually falling behind in filling their orders, and are filling all available space in their factories with benches.

### Going Some!

The five cent Little C. H. S. that Val M. Antuono is putting out, as recently noted, is proving a cyclone. This is a clear Havana filler and wrapper, such as, in pre-war days, the fastidious smoker delighted in, and Val is justified in his judgment that the time had come back when the popular demand must be conceded to. All his old time customers and many new ones are writing and wiring in their orders; and doubting Thomases visiting Tampa, after seeing Val are leaving their orders in the office. A million are needed to meet the demand for next week.

### Trying Out Five Center

Gradiax, Annis & Co., are also trying the five cent market out with the Standard Fives, a shade grown wrapper cigar. Frank R. Struss and manager Max Hill of the local factory are satisfied from the tone of the letters coming back in response to samples sent out, that they are right in line of the revival of the 5 cent trade.

Ludwig Lasker, with Perfecto Garcia & Bros., leaves Monday for the north. Joe Garcia, Chicago, will also return at the same time.

### Oh! That Mecca!!

Celestino Vega and A. Straus will emigrate to Cuba this coming week. Mr. Straus is from the windy city.

### Bright Outlook

The well known Charles The Great is assured for another year. Salvador Rodriguez, accompanied by Mrs. Rodriguez, has returned from Havana where he bought a liberal supply of fine leaf. Mr. Avilles, office manager, is optimistic of the future.

### On the Wing

Frank Diaz of V. Guerra, Diaz & Co. returned from Havana Sunday and left immediately for St. Louis.

The Tobacco colony is looking for Mr. and Mrs. Jerome Regensburg on the fifteenth from New York.

José Escalante has returned from Havana where he bought a supply of fine Vuelta Abajo for his La Corina.

Joseph D. Morey, a tobacconist of Springfield, Ohio, spending the winter in Florida, is visiting Tampa and adjoining centers of interest.

The Demmi Cigar Co. has recently annexed H. C. Wall of Lake Charles, La., to their sales staff. He represents them in Mississippi, Louisiana, Texas and Arkansas, and is sending in some good orders for their El Gonzalo.

Hi Hammer has concluded his holiday and is raiding the north again in the interest of Corral-Wodiskas' favorite, the Bering.

### Doubled Capacity

Leo Gottsegen, president of Gradiaz, Annis & Co., who has been spending sev-


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
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Distributors for
Greater New York
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77 Chambers St.,
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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
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CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

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VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
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World's Finest Havana Cigars
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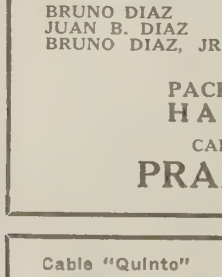
SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO



PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

eral weeks in the north, is expected to return shortly. He has with him a big package of orders for their Don Julian. This factory is one of those that have had to double their capacity during the last few weeks.

### Welcome Visitors

Tampas' gates are wide and her welcome cheerful. So say E. A. Hathaway, Mrs. Hathaway and son Stuart. They are from Hartford, and are registered at the Tampa Bay Hotel.

### Flourishing

Business with Cuesta, Rey & Co., is in a prosperous condition. A. L. Cuesta, Jr., reports everything in good shape and the tone of the market healthy. That their enterprise has not slacked up or the quality of their goods depreciated is indicated in the fact that, following the winning of the Gold Medal at 'Frisco last year, they have now been awarded by the South Florida Fair, a Gold Medal for the best displays of "Clear Havana Cigars"; also a Silver Cup for the best and largest exhibit of cigars "Made of other than Florida tobacco."

### To Retrace Steps

Fred Davis, of New York, Vice President of the New York-Tampa Cigar Co., who has been here only a week, is obliged to postpone his anticipated trip to Cuba and will return to New York. He is well pleased at the reception Rey Del Rey is receiving from the trade.

### Increasingly Busy

J. Levy, the affable manager of the New York-Tampa Cigar Co., is increasingly busy caring for the daily budget of fine orders, but finds time to make your correspondent welcome and glad to return.

### Homeward Bound

Mr. & Mrs. Wm. Boucher arrived on the 8th from Havana. Mr. Boucher is a dealer and cigar manufacturer of Baltimore. They are transient members of the Tampa Bay Hotel "Tobacco" colony.

A. L. Cuesta, Sr., will leave tomorrow, the 12th, for a two weeks' inspection of his interests in Havana.

### Renewing His Youth

J. Cosio of the windy city, is the guest of Ben Cosio, Manager of the Consolidated Cigar Co. He comes at least once a year to renew his youth and, incidentally, to check up the roll of his numerous friends.

### In Fortunate Position

F. Garcia & Bros., are of the fortunate few who were not handicapped last year by being overloaded with war-price leaf tobacco. Frank Fernandez expects that this year will show even better results. The volume of orders to date indicate a healthy market, and the increasing demand, a prosperous year.

### On Buying Expedition

W. T. Morgan of the Morgan Cigar Co., is in Havana buying leaf for his celebrated Juan de Fuca. A. J. Jones is kept busy acknowledging the orders coming in by mail and wire, and the shipping department is equally busy putting them out.

### Working Overtime

The Packing and Shipping departments of San Martin & Leon Co., are being worked overtime. So is the genial Jorge Leon. Jorge enjoyed a successful expedition into Cuba after tobacco, and is now satisfied that he is riding on the tide of prosperity for another year.

### Has Congenial Addition

The Tobacco Colony at the Tampa Bay Hotel welcomes the arrival of Godfrey S. Mahn and Mrs. Mahn of Washington, D. C., where Mr. Mahn is a prominent cigar dealer and jobber. Before returning north they will visit Key West and Havana.

## Chicago Leaf Market Views and Interviews

CHICAGO, Feb. 11.—Several of the Leaf Houses in Chicago this week reported a better trend to leaf buying. "The buyers are gradually gaining confidence in the future," it was said, "and also dropping the idea that the bottom is going to drop out of the market."

One of the reasons given for slow buying during the early weeks of this year, was the fact that many of the cigar manufacturers, who were in the market for leaf, felt that a drop in leaf prices was in order, and for that reason they acted cautiously in their purchases.

Many of the manufacturers, it was said here this week, have been carrying not more than enough leaf to keep them running. They bought on a "hand-to-mouth" basis and continually spoke of lower prices, seemingly, fully expecting big declines at any moment.

It is said that there was a lack of stability and this more than anything else, is responsible for the recent slower trend of business among the leaf interests.

"Just as soon as the manufacturers begin to realize that they are our best customers, and consequently that we are going to take care of them very carefully," a leading member of the leaf trade said, "business for us and for them will begin to grow better. We need stability more than anything else. With the manufacturers feeling that we are trying to unload on them, the road has been tough. It's been tough for them because they felt they were being 'done' and for us because we weren't trusted and didn't get enough business to make our trips around the country pay. But confidence in the leaf merchants is growing, I think, and confidence in the future, too, and the manufacturers are beginning to realize that if we load them up to a place where they are put in a precarious situation financially, we are taking as big a risk as they are, because their failure hits us, sometimes harder than it hits them."

It was also said here this week that what the trade in general needs more of, is confidence in each other, between the various branches of the industry and within those branches as well.

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE:
222 PEARL ST., NEW YORK
WAREHOUSE
HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

It was pointed out that the situation in the trade has been very tense, simply because every one seems to be guided by the slogan: "I'm out to get mine." When the tobacco industry as a whole follows the lead of other and larger industries, and "goes out to help the other fellow get his" with the feeling that in so doing he will get his share, then there will be an era of co-operation within the industry which cannot help but bring about prosperity.

### Must Work Together

"We've got to work together or we will never get any place," was the response one leaf merchant made to the reporter's inquiry: "Do you think the leaf trade could prosper under a plan of co-operation?"

"If one of us goes out and tells a customer something and a competitor later makes him believe that we just told him that to land an order, that customer loses faith in us and sooner or later loses faith in the entire flock of leaf merchants; and that's one of the reasons they don't believe what we've been telling them about the stable condition in the leaf market"

### May Meet Shortly

That the Leaf Tobacco Merchants' Association, of Chicago, would hold a meeting, in all likelihood some time this month, was announced this week. There are many matters of importance to the members to be brought up at this meeting, for they have not met for several months. The date of the meeting has not been definitely set, but it was expected that it would be called during the last week of February.

Jerry Waller, of the New York City firm of Rosenstadt & Waller, was in Chicago recently on a business trip visiting the various leaf houses. Mr. Waller said that business was good, and showing signs of improvement. He said that he found a much better attitude all around through the trade.

## Tobacco Taxes, Growers and Cigar Makers

Adolph Oppenheimer writes to the New York *Herald* as follows:

"The Connecticut tobacco grower's kick over his inability to sell his crops is a natural result of conditions in the cigar business. The cigar dealer's prosperity determines that of the tobacco grower, but the cigar business is not prospering. It is so heavily taxed that it cannot prosper.

"The cigar manufacturer in reality is simply a bonded tax booster and collector for Uncle Sam. With his personal capital and labor he produces and sells an article taxed to the limit, and the very management of his business is surrounded by minute and rigorous Federal regulations.

"The cigar and the cigarette compete for the smoker's patronage, but being vastly cheaper sales of cigarettes are more than seven times those of the cigar. Notwithstanding the fact that the mere aggregate costs of making even the cheapest kind of cigar are several times larger than the actual price of a tax paid cigarette, the internal revenue tax on all cigarettes is $3 a thousand, but on cigars from $4 to $15, according to the retail selling prices. Any cigar sold at more than 5 cents pays from six mills to one and one-half cents internal revenue tax, whereas one tax paid cigarette costs the smoker less than one cent. To illustrate how nicely this works out imagine an internal revenue tax on automobiles, this to be a specific tax on the Ford car, but a graded one on all others and on some of the higher priced cars being one and one-half times the actual cost of a tax paid Ford. How nice this would be—for the Ford.

"One might think that the cigar maker would at least be permitted to obtain his raw material, tobacco, without a tax, but not so. Uncle Sam takes another whack at the cigar through duties on imported tobaccos, thereby further adding to cigar costs.

"The identical tobacco growers who now complain over the poor market for their crops have for years been instigators of repeated duty increases on imported tobaccos, hoping thereby to enforce consumption of domestic crops. But domestic growers cannot raise certain tobaccos which cigar makers must use to satisfy the smoker's demands, and therefore he imports them despite high duties.

"Why do domestic growers who are entirely dependent on the cigar's prosperity deliberately instigate and support laws which, for instance, have fixed a duty of $2.35 a pound on Sumatra wrappers, of which cigar makers use nearly five million pounds annually, when in fact the entire tobacco growing States of Wisconsin, Ohio, Pennsylvania and New York do not grow one pound of this grade salable at even 35 cents, and Connecticut and Florida, the only states now growing wrappers which cigar makers can utilize, produce very little salable at even half the present duty?

"The domestic tobacco growers should join the cigar maker in the fight for reduced taxes and their prospect of prosperity would then be better."

## Open for Business

PRAIRIE DU CHIEN, Wis., Feb. 11.—The Boscobel tobacco warehouse opened for business Monday morning and will employ fifty people. The one in Prairie du Chien has not yet made any move in that direction.

Tobacco prices have taken another two cent drop the past week and 15c is top, ranging from that down to 8c. There was considerable movement at that price, however, at Soldiers Grove and Viola.

### Lady Engages in Cigar Business

VESTABURG, Mich., Feb. 11.—Mrs. Leon Erskin has engaged in the cigar and tobacco business here.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
165 Water St., New York

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
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ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

Established 1870
Incorporated 1902
Phones Worth 9547 9548 9549
B. Wasserman Co., Inc.
Importers and Jobbers of
Cigars & Cigarettes
77 Chambers St., New York

HAVANA LEAF DEALERS

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
Charles the Third Cigars, 10c. and upwards.
123 Liberty St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

## Selling to Bloch Bros.

LANCASTER, Pa., Feb. 11.—Farmers in the vicinity of Quarryville have been selling their tobacco within the last few days to Bloch Brothers, Wheeling, W. Va. The price is 7 to 9 cents as it comes off the stalks without being sorted. Farmers hold this to be the equivalent to 13 and 5.

In the section east of Quarryville tobacco has been sold to Morris Levy. This includes the farms in Bart and part of Eden townships. Prices paid were 13 and 4. There has also been buying in the vicinity of Rawlinsville at about the same prices.

## Covington Tobacco Sales

COVINGTON, Ky., Feb. 11.—The closing sale of the week in the Covington loose leaf burley tobacco market yesterday was held at the Kenton Warehouse, with a total offering of 37,710 pounds of new crop tobacco. The quality was, for the most part, quite good, which resulted in a brisk market and advancing quotations. The average of $24.53 per 100 lbs., which prevailed yesterday, was the second highest of the current week and was one of the highest markets of the season to date. There was considerable of the low grades of smoker stock and nondescript samples which remained around the $2 per 100 lbs. mark, but good red leaf commanded figures as high as $55 per 100 lbs. The cash value of all tobacco sold yesterday was $8,234.02.

The following is a summary of the transactions for the past week and for the season to date at the Kenton Warehouse:

| | Week | Year |
|---|---|---|
| Offerings, lbs..... | 238,320 | 2,821,470 |
| Rejections, lbs.... | ..... | 11,935 |
| Actual sales, lbs.. | 238,320 | 2,809,545 |
| Cash value.....$53,576.22 | | $657,609.19 |
| Average per 100 lbs. ..... | 22.45 | 23.47 |
| High quotation... | 66.00 | 66.00 |
| Low quotation.... | 66.00 | 1.00 |

## Fire in Fort Wayne

FRANKFORT, Ind., Feb. 11.—Fire of undetermined origin, believed to have started in rear of W. F. Murphy cigar store, Tuesday, caused a loss estimated at $45,000. Murphy's loss, $5,000.

## General Cigar Store Reports Net Income of $1,768,350

Annual report of the General Cigar Co. for year ended December 31, 1921. shows net income after charges and federal taxes, of $2,113,885, equivalent after deduction of preferred and debenture preferred dividends, to $8.08 a share earned on the 181,040 shares of outstanding common stock. This compares with surplus of $3,400,419, or $15.12 a share in the preceding year.

Income account for year 1921 compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Gross earnings ..... | $7,724,610 | $9,879,798 | $7,422,414 | $5,893,956 |
| Net after federal taxes ..... | 1,768,350 | 3,340,435 | 2,805,979 | 1,583,085 |
| Other income ..... | 678,791 | 366,637 | 222,504 | 500,685 |
| Total income ..... | $2,447,141 | $3,707,072 | $3,028,483 | $2,083,770 |
| Miscellaneous charges ..... | 333,256 | 306,653 | 255,551 | 423,883 |
| Net income ..... | $2,113,885 | $3,400,419 | $2,772,932 | $1,659,886 |
| Preferred dividends ..... | 350,000 | 350,000 | 350,000 | 350,000 |
| Debenture preferred dividend .. | 300,474 | 311,731 | 132,887 | ..... |
| Common dividend ..... | 1,086,240 | 1,086,240 | 905,200 | 724,160 |
| Surplus ..... | $377,171 | $1,652,448 | $1,384,845 | $585,726 |

Balance sheet of General Cigar Co as December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 | 1918 | 1917 |
|---|---|---|---|---|
| Property account ..... | *$22,282,783 | $22,155,651 | $21,772,958 | $21,735,465 |
| Debenture preferred stock ..... | 178,848 | 202,740 | 95,045 | ..... |
| Emp. common stock ..... | 207,770 | 167,822 | ..... | ..... |
| Inventories ..... | 11,088,523 | 15,186,479 | 11,448,071 | 9,303,968 |
| Bills received ..... | 436,483 | 569,955 | 306,592 | 368,568 |
| Accounts received ..... | 2,921,265 | 3,264,558 | 3,393,962 | 2,547,444 |
| Liberty bonds ..... | ..... | ..... | 15,672 | 347,946 |
| Cash ..... | 1,932,129 | 1,891,258 | 742,664 | 699,560 |
| Deferred charges ..... | 171,903 | 235,921 | 141,315 | 128,109 |
| Total ..... | $39,219,704 | $43,674,384 | $37,916,279 | $35,131,060 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Preferred stock ..... | $5,000,000 | $5,000,000 | $5,000,000 | $5,000,000 |
| Debenture preferred stock ..... | 4,420,000 | 4,620,800 | 4,620,800 | ..... |
| Common stock ..... | 18,104,000 | 18,104,000 | 18,104,000 | 18,104,000 |
| Special capital resources ..... | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Bills payable ..... | 1,250,000 | 5,000,000 | 1,000,000 | 4,810,000 |
| Accounts payable ..... | 642,899 | 1,215,926 | 1,122,526 | 621,335 |
| Dividends on debenture preferred stock ..... | 73,850 | 77,014 | 79,114 | ..... |
| Federal taxes ..... | 360,000 | 762,500 | 780,000 | 840,000 |
| Other resources ..... | 336,031 | 189,769 | 157,912 | 88,645 |
| Surplus ..... | 7,932,924 | 7,704,375 | 6,051,926 | 4,667,080 |
| Total ..... | $39,219,704 | $43,674,384 | $37,916,279 | $35,131,060 |

*Includes good will, trade mark, patent rights, etc., valued at $19,326,003 and $1,019,929 investments in affiliated companies.

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INCORPORATED
GROWERS :-: PACKERS
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# Connecticut Warehousemen Called on for Report

## State Board of Agriculture Seeks Detailed Information as to Quantity of Tobacco Stored in Each House, Whether Owned by Warehousemen or Other Persons—Such Police Power Never Before Exercised in State—Other News.

HARTFORD, Feb. 11.—In order to ascertain to what extent, if any, the tobacco "interests" are "holding up" the marketing of last season's tobacco which now seems to be unsalable in the hands of the growers in Cennecticut, the state board of agriculture has instructed Secretary L. H. Healey to notify every tobacco warehouseman in the state that on or before February 20 each warehouse must furnish a complete and detailed report of all tobacco stored within it.

In taking this step the board is acting at the request of the Connecticut Valley Tobacco Growers' Association and in accordance with the authority accorded it by Section 3, Chapter 380 of the Public Acts of the Legislature, 1921.

The blanks sent out call for complete and specific details as to the amount of tobacco on hand in the warehouses, whether owned by the warehouse or by the grower, and are being sent to all the warehousemen in the State and must be returned, subscribed and sworn to before a notary public or justice of the peace, on the day specified.

In addition to the detailed information required as to the number of pounds on hand in cases, or bales, either sold or unsold, the blanks call for a statement as to the highest, lowest and average prices received per pound during the past three months. Specific details of this nature are required for every type of tobacco known to the Connecticut grower.

Secretary Healey sent the letters out yesterday, the 10th inst., to all warehousemen, calling attention to the action of the board of agriculture.

It has been learned that the Connecticut Tobacco Growers' Association through a committee appeared before the state board of agriculture on January 8, with a request that an effort be made in accordance with the statute law to find out how much tobacco is in storage in Connecticut warehouses. Members of the association are awaiting the action on the part of the buyers in order to determine whether it will be possible for them to continue their tobacco acreage during the coming season. This is the first time that the police power of the state has ever been brought into an action of this nature.

During the past week there has been much driving by the buyers and some sales are reported to have been made, some of the buyers are looking for broadleaf only in the bundle unassorted, while others will only buy assorted. Prices reported paid range from 40 to 50 cents assorted. Prices at the close of the week on unassorted broadleaf slumped considerably, and those who have been buying have quite a bunch on hand to assort and it will keep their warehouses assorting for several weeks to come. Local buyers are very slow to buy, claiming that they have a large supply of old goods on hand which they want to move before taking on a new supply.

Some buyers say, however, that they expect to buy broadleaf; and others are still undecided as to whether they will buy or not.

The growers find that their crops are not weighing up to their expectations and with a succession of light weight crops, the growers find that even at the seemingly high prices they are not making any money in the business, and many are on the fence at the present time as to whether or not they will materially reduce their acreage and turn their lands to other agricultural crops.

In Manchester already growers have appealed to the Board of Relief asking that their assessments be reduced on their lands, and in their appeal they point out that scarcely any of the 1921 crop is sold and in addition to their holding the 1921 crop that many still have their 1920 on hand, and no prices have been offered anywhere near the cost of the growing and carrying the crop.

Claims aggregating about $380,000 against the Globe & Rutgers Insurance Co. of New York, brought by fourteen growers and brokers on account of damages to tobacco crops by windstorms last summer have been settled by the parties concerned for about 92 per cent of the amount of the original claims. Although the local representatives of the company had admitted the validity of the claims the Globe & Rutgers Co. refused to settle until suits were threatened and a committee had appeared before the Superintendent of Insurance in New York. It is understood that the claims have already been paid by the insurance company. The parties having the claims against the insurance company are: W. S. Pinney & Co., Inc., of Suffield; Hatheway & Steane; Steane, Hartman & Co., Inc.; Hartman Brothers & Hastings; Hartman Brothers and H. A. Woodworth; A. N. Shepard & Son; the Connecticut Sumatra Tobacco Co.; R. D. Steane & Co., Olds & Whipple, Inc., all of Hartford; O. J. Thrall of Windsor, Meyer & Mendelsohn of Hartford and New York; G. Falk & Bro., and L. Gershel's Son, Inc., of New York.

A fire yesterday destroyed a shed and twenty acres of broadleaf tobacco in the outskirts of Rockville, conducted by a Polish farmer and owned by Olds & Whipple of Hartford. Both shed and tobacco were completely destroyed and Mr. Whipple was unable to estimate the loss.

A rather unusual case was before the Superior Court recently, to decide whether a contract made in good faith by a tobacco buyer was valid or not. Frank Urbansky of Glastonbury on Sept. 2, 1921, sold his crop of tobacco to Nussbaum, Newfield & Co., of this city, at an agreed price and a contract was signed by Urbansky and a money deposit was paid by the buyers. The contract was in printed form and contained the printed words "free from damage and rubbish." The contract was made in triplicate by using carbon paper and on Feb. 26, 1921, Urbansky was notified by letter to deliver his tobacco on March 5, 1921, if he would deliver it according to the terms of the contract, "free from damage and rubbish." Urbansky did not appear at the warehouse with his tobacco, although weather conditions were favorable for making delivery. Urbansky contended that he had signed two contracts and the copy which he held had the words "free from damage and rubbish" crossed out by pencil, thus "obliterating" the condition of the contract, although the original and triplicate sheets held by the defendants did not show the crossing out of the words, and Urbansky identified his signature to the contract shown by Nussbaum, Newfield & Co. The defendants claimed that they did not make any erasure on the copy given to Urbansky which he contended that they did and this was the material question for the jury to decide in making their verdict. The verdict rendered after a very short deliberation was in favor of Urbansky to recover $4,356.35, and the counsel for the defendants said that he would file a motion to set aside the verdict.

During the past week several meetings were held in different towns in Hartford County, arranged by Ben Southwick, agent for the Hartford County Farm Bureau, and at each of these meetings F. B. Wilkinson, of the Federal Agricultural Department, spoke of "Standardization of Grading Leaf Tobacco." These meetings were arranged in Suffield, Windsor, Broad Brook and East Hartford. Besides these, Mr. Wilkinson spoke at various meetings arranged in Massachusetts.

### Has Taken Possession

WOODLAND, Calif., Feb. 11.—W. B. Black has succeeded to the L. M. Viney cigar store and pool room on Main street.

# Wisconsin Tobacco Moving Into Second Hands

**About 75 Per Cent of 1921 Weed Sold—Many Buyers Have Probably Secured Large Lots of Northern Product—Top Prices Around 25 Cents—Minnesota Leaf Waiting for Buyers—The 1920 Slipping Away.**

EDGERTON, Wis., Feb. 12.—The northern Wisconsin 1921 crop is about 75 per cent sold. When it is remembered that the northern area raised in the neighborhood of 16,000 acres last year, one realizes that many buyers have captured fairly large chunks of the product which have been transferred to the contract books of willing buyers.

### Prices Hold Firm

The prices for sound northern leaf have held remarkably firm ever since Chas. Sweeney & Son, of Edgerton, for the Fendrich Co. made the first dip into the field early last fall. The top of the market has not run much above 25 cents at any time, but held between 20 and 25. Even last week sales were made at 22 cents at a time when everybody conceded that the field had been pretty well picked over for the best. Common leaf has sold for 10 to 15, or a shade above—according to the amount of sound leaf in the crops—and hailcut and other low grade around 5 cents, with a tendency to crawl upward beyond the 6 cent mark during the last two weeks.

### Some Unsold Spots

There are spots in some northern counties, around Taylor and Disco, and in the valleys near Colfax, where considerable tobacco is unsold; in the two sections just mentioned, about 7,800 acres were unsold a week ago. Minnesota areas representing between 400 and 500 acres were also waiting for buyers when last heard from. Growers claim to have some very attractive leaf there this year.

### Eisenlohrs in Market

Last Tuesday Otto Eisenlohr Bros. also entered for Wisconsin leaf for the first time this season. As far as known they have not paid over 13 cents, but more between 10 and the top figure. The large warehouse owned by the company in Edgerton opened Monday with an initial force of 50 assorters, though the capacity is above 200.

### Heavy Buying in Southern Tier

In southern Wisconsin the heavy buying has been done by the Lorillard Co. through their representatives, and a large amount of the leaf of all types has been taken. It would not be surprising to find that the Lorillard interests will control close to 20 per cent of the entire Wisconsin 1921 crop. They picked the largest leaf, if not the fanciest, at 15 cents and 3 for fillers, and of the other types, anything for stemming from 5 to 8 cents, old and new tobacco. Last week the top price was nearer the 13 than the 15 cent mark.

### Many Holding Cigar Leaf

Many of the growers are disposing of the low grade end of the 1921 crop, and are holding the cigar leaf portion for better figures than have been offered them. Some of them have been offered between 7 and 8 cents straight for fillers and all, but they prefer to dispose of the stemming part of the crop for 5 to 6 cents and let the balance of the crop lay in the bundle until the market is in need of it at from 10 to 15 cents. Their contention is that the basis of the prices paid for stemming tobacco, sound and "spready" cigar leaf, ought to bring at least twice as big a price.

### Active Buyers

Liggett & Myers, and Scotten Dillon buyers, are active takers of stemming stock, as is also the Earle Tobacco Co. for Bloch Brothers. The 1920 which at one time looked like a hoodoo is slipping away so fast that within a month or two not enough will be left in first hand to worry the growers, and the 1921 has had so big a chunk taken out of it already that it would be no surprise if Wisconsin growers, before the next crop goes into the sheds, found the boards pretty well cleared of old goods. If this happens, it may have some effect upon the size of acreage of the coming season. That it will be cut is certain, but the cut may be less than if the old tobacco lay unsold on the growers' premises.

The independent packers who have 1920 leaf in their warehouses bought this at too high a figure, but for soundness it is hard to beat, and the manufacturers will some day—and may the day not be too distant—find that it would have paid them to take over these packings before conditions combine to stiffen the price. That the 1921 crop will prove a disappointment in the size of sound and high quality binders is pretty well recognized now.—STOKMANN.

# Indiana Trade News

INDIANAPOLIS, Ind., Feb. 11.—The large cigar factory of the Fendrich Cigar Manufacturing Co., at Evansville, Ind., resumed operations recently on full time with 2,100 employees. The company announced a wage reduction of from 5 to 15 per cent. This is the first reduction in wages the company has made since the world war. Prices of cigars manufactured by the company were reduced six months ago.

### Not Working for Legislation Against Tobacco

"The National Woman's Christian Temperance Union has no intention of working for federal legislation regulating the sale or use of tobacco," said Miss Anna Adams Gordon, national president, who was in Indianapolis recently to speak before the law enforcement convention at Roberts Park M. E. church. "Now and then you hear a radical who wishes to regulate the tobacco situation," she said, "but take the word of the national organization, we are doing nothing about that situation except educational work we have carried on for thirty-five years. Some states have laws on their statute books prohibiting the sale of cigarettes to minors. They are very good laws and we wish them to stay, of course. But we have planty of work to do in the interest of prohibition and law enforcement. There are other organizations which exist for the purpose of dealing with the tobacco question."

### Burley Leaf Sales at Madison

The Planters' independent tobacco warehouse at Madison, Ind., one day recently sold 47,090 pounds for $12,029.99, at an average of $25.55. This was the highest average made on any sale since the opening day. Few fancy crops were offered, but several good averages were made. Glen Lyons, Jefferson county, averaged $45.80 on 1,490 pounds. Miss Leona Kelly, of Florence, Ind., $31 a hundred on 505 pounds. Total sales at the Planters' warehouse amount to $2,582,000 pounds at an average of $21.83. Receipts of independent tobacco continue brisk, with little delay in unloading. The three association warehouses in Madison, the Farmers', People's and Snook & Co., began receiving tobacco recently under the co-operative market plan. Wagons loaded with tobacco are coming to the houses steadily and the streets are continuously blocked with wagons waiting to be unloaded.

### Buy Columbia Building

Announcement was made recently by W. J. Mooney, president of the Mooney-Mueller-Ward Co., Indianapolis tobacco distributors, of the purchase of the Columbia building, Kentucky and Capitol avenues, from the Aetna Trust and Savings Co. The purchase price, it is understood, was $110,000. According to


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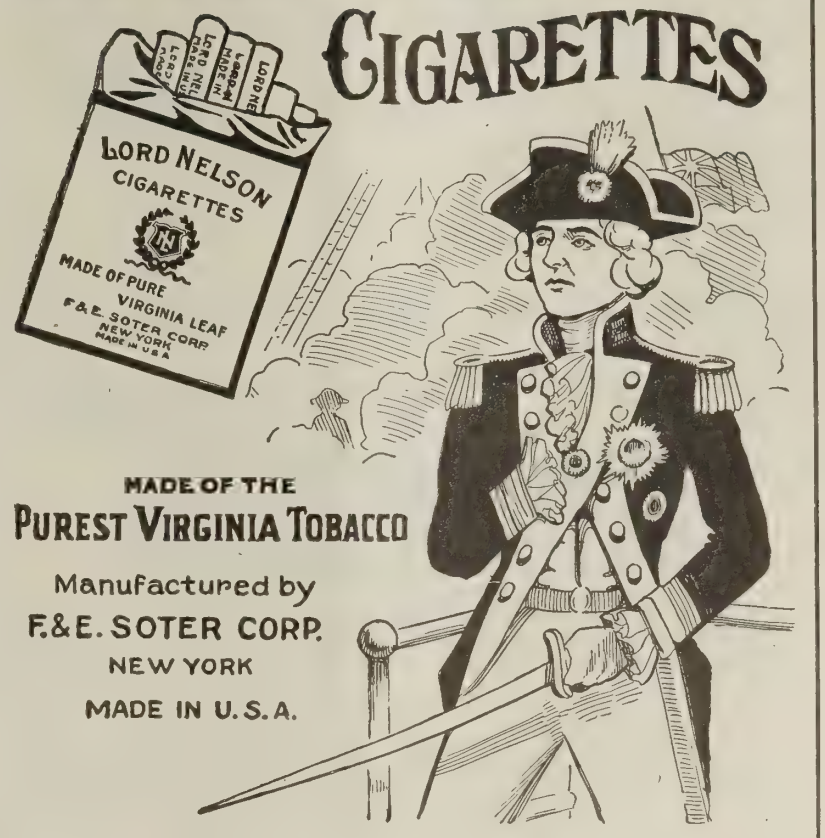
CIGARETTES

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Mr. Mooney, his company purchased the building as the site for a permanent home. The Columbia building for many years was known as the Magnolia block and is a four-story structure, at the southern point of the intersection of Kentucky and Capitol avenues and Maryland street. It is occupied by several commercial and industrial concerns. It has a frontage on Kentucky avenue of 171.6 feet and extends south on Capitol avenue to a depth of 171 feet. "We have realized for some months," said Mr. Mooney, "that the growth of our business requires larger quarters and the purchase of the Columbia building was made in anticipation of our needs. We have outgrown our present quarters, but we will remain here for some time. It is our intention ultimately to erect a substantial business building on the property just acquired, but our plans as to that have not been completed."

### Knoll Buys Central Cigar Store

Following negotiations which have been pending for the past week, the ownership of the Central Cigar store of Frankfort, Ind., has now passed into the hands of Charles E. Knoll of that city. H. Kusserelis, P. Foushanes and C. Chaguros, who were partners in the firm, sold the establishment to Mr. Knoll for a sum of between $12,000 and $15,000. For the past nine years Mr. Knoll has been an employee of the Bankable Cigar Co., and is thoroughly experienced in the cigar business. He is an ex-service man, having served in the army practically the entire duration of the war.

### Has Bought Building

W. A. Kirkpatrick, cigar and tobacco dealer at Logansport, Ind., has bought an office building at 224 Fourth street. He will move his stock of goods to the building from the room on Broadway.

### Glad to Be in Cigar Business

The cigar stand in the Barnes hotel, Logansport, Ind., purchased a few weeks ago by Alfred Steinweidel, of the Murdock hotel stand, has been bought from him by Glad Skelton. The new proprietor has had several years' experience in this line.

### Sales to Minors Decrease

The large decrease in the sale of cigarettes to minors is thought to be due to the activity of the No-Tobacco league of Indiana who are strenuously opposing such sales. The League held their annual meeting in Indianapolis recently.

## Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Porto Rico**

*S. S. Maracaibo* — *Feb.* 14
Infanzon & Rodriguez ..... 15 Cases

*S. S. Ponce* — *Feb.* 14
Cases
Andre, Ortez & Co. ..... 2
United Cigar Stores Co. ..... 61
Porto Rican American Tob. Co. . 43
Pedro Costa ..... 2
Villar Lanza & Co. ..... 2
Porto Rican Express Co. ..... 3

*S. S. Cayo Mambi* — *Feb.* 13
Porto Rican Express Co. ..... 1 Case

**Tobacco from Porto Rico**

*S. S. Cayo Mambi* — *Feb.* 13
Bales
American Cigar Co. ..... 614
I. Lewis Cigar Mfg. Co. ..... 100
J. Cohn & Co., Inc. ..... 20
William Schall & Co. ..... 26
Julius Marqusee & Son, Inc. ..... 100
Durlach Bros., Inc. ..... 78
Barrels
J. Cohn & Co., Inc. ..... 28
William Schall & Co., Inc. ..... 104
Julius Marqusee & Son, Inc. ..... 175
Rosenstadt & Waller ..... 78
Durlach Bros., Inc. ..... 100
A. M. Leon ..... 25

*S. S. Clare* — *Feb.* 14
Portocuba Corp. ..... 50 Barrels

*S. S. Ponce* — *Feb.* 14
Bales
Andre Ortiz & Co. ..... 9
J. B. Lichtenstein & Co. ..... 31
Durlach Bros., Inc. ..... 91
Pedro Costa ..... 19
S. Rossin & Sons ..... 10
Edward Arendt & Sons. ..... 10
Rosenstadt & Waller ..... 15
Porto Rican American Tob. Co. . 15
Leo Hirsch ..... 58
Joseph Holzman ..... 10
Robert Gans ..... 21
Hamburger Bros. & Co. ..... 8
Barrels
Andre Ortiz & Co. ..... 36
Durlach Bros., Inc. ..... 236
Pedro Costa ..... 176
Rosenstadt & Waller ..... 39
American Sumatra Tob. Co. ..... 700
Leo Hirsch ..... 94
Joseph Holzman ..... 20
William Schall & Co. ..... 50
Portocuba Corp. ..... 54
Max Gans & Sons, Inc. ..... 50
Hamburger Bros. & Co. ..... 118

**Cigarettes from Porto Rico**

*S. S. Ponce* — *Feb.* 14
Porto Rican Amer. Tob. Co. . . 2 Cases

**Tobacco from Hamburg**

*S. S. Corson* — *Feb.* 11
Shawmut National Bank of Boston
5,691 Bales
Shawmut Nat. Bk. of Boston 10 Cases

**Tobacco from Rotterdam**

*S. S. Nieuw Amsterdam* — *Feb.* 13
Bales
Universal Leaf Tobacco Co. ..... 94
Manus, Muller & Co., Inc. ..... 8
E. Rosenwald & Bro. ..... 17
Herzog & Sarluy ..... 36
H. Duys & Co., Inc. ..... 350
H. Duys & Co. (In bond to Canada) 74

**Cigarettes from Rotterdam**

*S. S. Nieuw Amsterdam* — *Feb.* 13
Guaranty Trust Co. of N. Y. . . 1 Case

**Tobacco from Patras**

*S. S. Megali Hellas* — —Feb. 7
P. J. Daskaloupoulos ..... 245
E. Halzicosutas ..... 420
C. D. Marmuris ..... 26
M. Athanaseon ..... 114
Banque d'Orient ..... 346
Order ..... 2001

**Tobacco from Hong Kong**

*S. S. City of Adelaide* — —Feb. 9
Wing Woo Chong ..... 12 cases
Quong Wah On ..... 30 cases
Quong Wo Lung ..... 5 cases

**Cigarettes from Hong Kong**

*S. S. City of Adelaide* — —Feb. 9
Quong Wah On ..... 1 case

**Tobacco from Constantinople**

*S. S. Clontarf* — —Feb. 10
Liggett & Myers Tobacco Co. . . 6190 bales
Liggett & Myers Tobacco Co. . . . . 10 cases

**Tobacco from Cavalla**

*S. S. Clontarf* — —Feb. 10
American Tobacco Co. ..... 1639 bales
P. Lorillard Co. ..... 4194 bales
Liggett & Myers Tobacco Co. . 8500 bales
Melachrino Tobacco Co. ..... 2484 bales
Standard Commercial Trading Corp. ..... 6759 bales
Papastrato Bros. ..... 982 bales
M. Athanassias ..... 355 bales
Order ..... 2935 bales
E. Kehaya ..... 1 case

**Tobacco from Puerto Plata**

*S. S. Hellas* — *Feb.* 11
W. R. Grace & Co. ..... 6 Bundles

**Cigarette Holders from Hamburg**

*S. S. Orbita* — *Feb.* 11
American Shipping Co. ..... 1 Case

**Cigarette Paper from Liverpool**

*S. S. Albania* — *Feb.* 12
Cases
British American Tob. Co. (In bond to Richmond, Va.) ..... 16
British American Tob. Co. (In bond to Petersburg, Va.) ..... 13

**Tobacco from Hamburg**

*S. S. Orbita* — *Feb.* 11
Balfour, Williamson & Co. . . 251 Bales

**Tobacco from Shanghai**

*S. S. Knoxville City* — *Feb.* 13
W. O. Smith & Co. . . . 272 Hogsheads

## Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Philadelphia

(*Continued from page 22*)

Bros., on the coast. C. L. Welty, factory representative of Bayuk Bros., who is working through Minnesota and Iowa, is sending back large orders, particularly for the Charles Thomson five-cent leader. Walter D. Hart, Pacific Coast representative is concluding a successful sales campaign on Mapacuba and Charles Thomson, working in cooperation with the Klauber Wangenheim stores in San Diego and Los Angeles.

H. F. Martin of York, Pa., manufacturer of the Keen Kutter, paid a visit to Philadelphia during the week.

Joseph Silverman and George Gast of Chester, Pa., manufacturers of the Josil, called on several members of the trade. Vincent Planco, president of Ruy Suarez, ran over from New York in the interests of the firm's leader, the Planco.

### Fleet of Motor Cars

Allen R. Cressman's Sons during the week placed on the streets their battery of five attractively decorated automobiles, bearing large Manuel signs on either side, and Counsellor in the rear. They will expedite serving the city and suburban trade. Each car can carry upwards of 10,000 cigars, and thus salesmen calling on the retailers can make the promptest of deliveries. A visitor to the Cressman headquarters during the week was Charles George, head of the George Tobacco Co., Huntingdon, W. Va.

Frederick C. Betts formerly with the cigar store at the Traymore at Atlantic City, is now behind the counter in the store of Leach & Co., 44 So. 8th St. He succeeded John Flanigan, who after many years service with the firm has entered another line of business.

Ruyera Lopez Co., Inc., 137 No. 3rd St., report large demands for their goods, especially from the Ohio territory. Proprietor Samuel Olster shortly will make a western trip. J. J. Phelps of the Mutual Drug Co., Cleveland, Ohio, recently sent in a trial order for 10,000 in various sizes for a sample sale.

Isadore I. Hermandez, who attained a reputation as a manufacturer of private brands for members of the Exclusive Union League Club, died during the week at his home, 1714 Columbia Ave. He was 62 years old. He was born in Cuba and he came to Philadelphia in 1880. From that time on, building up a private business of very substantial proportions. He is survived by his widow. Funeral services took place yesterday afternoon.

The United Cigars Store Co. has given notice of its intention to vacate on March 1, the premises, long occupied, at the southwest corner of Delaware Ave. and Market St., and to remove this store a half block further up the highway in the reconstructed and redecorated quarters at the southeast corner of Water and Market Sts., formerly occupied by the Tick Cigar Co.

The new factory of the Consumers' Cigar Box Co., in Red Lion, Pa., has been completed and is ready for the installation of machinery.

Sidney Freeman, the New York importer, visited the trade during the week in the interests of the Magellan line.

An advertisement which the Scarlett store, 7th and Chestnut, ran last week in a New York City newspaper, brought it 243 parcel post orders. The firm has made a special deal with Jacob Langsdorf's Sons on its leaders and for Stratfords in cans.

The Spietz Cigar Co., of Detroit, through the Dusel-Goodloe Co., distributors is placing everywhere on the local market, its new packing of Robert Emmett in vacuum tins containing ten. The new pack has made a hit wherever shown.

Showell Fryer Co., 15th and Chestnut Sts., is making a special drive on the A. Santaella & Co., Optimo. It is carried in a large stock.

The factory of T. C. Schaible Co., 2329-31 No. 8th St., of which Durbin Acker is president, is running at full capacity after a short close down. The firm specializes on its Clitus and makes many special brands for the Mitchell-Fletcher Co.

## Pennsylvania

(*Continued from page 23*)

bought six small parcels of tobacco totaling 25 acres from the planters in that district. The price paid was 13 and 3 to all the growers, and the story told by Mr. Levy is that the price has been fixed by his company for all purchases of 1921 tobacco in this county.

After leaving Bart, Mr. Levy headed for Union in back of Rawlinsville where it is reported he anticipated making other purchases at the same figures.

### Buying for Eisenlohrs

Agents for the Eisenlohr interests started to buy on Wednesday last, in the Salisbury township section, several large crops have been bought at an average price of 15 and 3.

The crops of John Stoltzfus were sold at 15 and 3, while that of Daniel Lopp was secured at 14½ and 3. Approximately 150 acres were bought in the Salisbury township section by these buyers.

Three large growers, half mile east of Sondersburg, Tuesday and Thursday, last sold to the Eisenlohr interests. They are Isaac Fisher, Aaron Fisher, and Levi Stoltzfus.

Reports from growers in the county to-day are to the effect that all the Levy boys are in the field, their purchases being reported in several districts. It is understood that these people have a fixed price of 13 and 3 for crops that appeal to them, and they "pass-up" crops not to their liking.

J. W. Breneman, of Millersville purchased the crops of Daniel & Amos Esch at Intercourse on Wednesday last.

In Conoy township a number of sales have been made at 14 and 3 and in and around Cordelia the average price paid was 13 and 3.

In Colerain township, while the crop has an average quality for that section, it hasn't been visited by a single buyer, and same can be said for the section in the vicinity of Terre Hill.

### More Men Working

Marked relief was given the unemployment situation here this week when scores of men were given jobs in tobacco warehouses about town following a slight movement of tobacco according to an announcement made yesterday at the unemployment conference, by Morris Rosenthal, a local packer here. Mr. Rosenthal represents the Lancaster Leaf Tobacco Board of Trade and states more men will be employed as soon as buying is general.

Paul Hirschorn, of Weil & Sons, New York City, and Edwin S. Brill, of H. S. Brill & Sons, also of New York City, were driving over the county this week and looking over the crops with an idea of future purchases. These two men are extra careful buyers, buying only ripe, good burning tobacco, and they are certainly having a hard time to find crops that will come up to their ideas of high grade tobacco.

Abie Sondheimer, of the Bayuk Bros.' interests, is still scouring the market for 1920 tobacco and he is now negotiating for two big packings and expects to close on some next week. Bayuk Bros. are today the largest holders of 1920 tobacco in the country and they want, if possible, to skip the 1921 crop as they do not consider it up to the standard requisite for their cigars.

Among the cigar manufacturers the writer hears some complaints. They say orders are plentiful and business good, (I am speaking of York County), but they say collections are poor and some of the largest and best concessions in the country are slow in making remittances. This is quite a privation to them as they pay practically cash for all they buy and have to, in order to make discounts, and if money doesn't come in promptly they, of course, are handicapped.

In Lancaster County business is quiet —no rush and the manufacturers have no trouble in filling orders.—DICKIE.

## San Francisco

(*Continued from page 12*)

claimed to be one of the most sightly locations in San Francisco. The big sign can literally be read from all directions. The sign itself is a new thing in electric signs. The letters are separately removable so that the wording of the signs can be changed from time to time, a thing which the company proposes to do. Probably the Muriel campaign will be kept up throughout February, after which a Gato campaign will be started.

Michalitschke Bros., for many years distributors of the Alexander Humboldt cigar in this territory, have started February with an excellent run on this, their leading line. The price of Humboldt Kings has now been reduced from three for a half to 15 cents straight. Mr. Meyer of this house reports that a big shipment of La Micosa Manila cigars is now on the way and is due to arrive in a few days.

J. Kuppenheim, owner of the M. & M. Cigar Store at 211 Kearny street, one of the best known stands in San Francisco, dropped dead of heart failure in his office on February 3. Mr. Kuppenheimer had been in the retail business in this city for the past twelve years and had many warm friends in the trade.

R. C. Hammond, traveling representative of Lopez & Co., has been making an extensive trip over a large part of the West. In Arizona and Colorado he found conditions rather slow and the trade not any too active, but in Montana and Wyoming and some other States he found the situation much better, with the trade in fairly good spirits.


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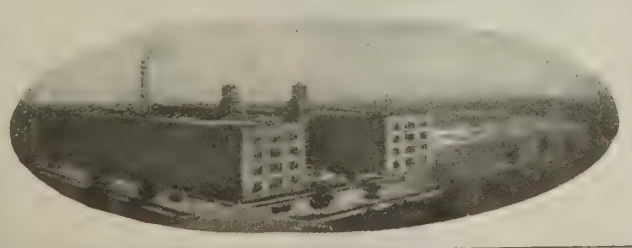

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**CIGARETTE**

# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 17 NEW YORK, FEBRUARY 23, 1922 Per Annum $3.00 Per Copy 10c.


## Amsterdam Java Sale Uninteresting to America

**"Silence Broken" Jan. 27—Bulk of First Inscription Consisted of Poor Grade Tobaccos—Not Any Suitable for U. S. Trade —Sumatra Situation Becoming More Animating—Crop Produced About 18,000 Bales Suited to American Market.**

AMSTERDAM, Holland, Jan. 27 (delayed in transit).—After a long period of silence in which nothing of any importance occurred, and in which no sales were held, on account of the deplorable state of the tobacco market, a Java sale was held today, but there was only very little interest for this inscription.

The bulk consisted of poor quality tobacco, and not a single bale suitable for the United States trade was represented.

### Sumatra Reviving Gradually

For Sumatra tobacco the entire situation seems to revive gradually. This is in the first place due to the reports of the coming crop which, after all, seems not to be as good as hitherto expected. The crop seems to have produced only a very limited quantity of first and second sizes, and the general opinion is that in spite of the fact that the crop has delivered 165,000 bales against 145,000 bales last year, the total quantity of desirable tobacco for the United States will certainly not exceed 18,000 bales.

### Influence Felt

These reports have already exercised their influence on the market, and various American houses have inspected old stocks in Amsterdam and are constantly buying.

Everybody here is feeling that this year will not bring lower prices for better grade goods, as owing to the small quantity of usable tobacco a very keen competition from the side of America is expected.

The first Sumatra sale is announced for April 28, followed by a sale May 5.

## Call for a Tobacco Men's National Convention

Jesse A. Bloch, president of the Tobacco Merchants' Association of the U. S., under last Saturday's date, sent out the following to the Tobacco and Allied Trades:

"Pursuant to a resolution of our Board of Directors, it is my pleasant duty to issue this call for the Third National Convention of Tobacco Men to be held on May 24 and 25 next, at the new Willard Hotel, Washington, D. C.

"While our 1920 Convention is undoubtedly still fresh in the minds of the trade, it may not be amiss to mention that close to 500 representatives of the Tobacco and Allied Industries of the United States, besides representation from Canada, Cuba and Porto Rico, participated therein. It was by far the largest and most representative gathering of tobacco men ever assembled in convention, and both the meeting as well as the banquet will long be remembered as epoch making events in the history of the trade.

"It is our aim to make the coming convention equally as interesting and beneficial, and, in fact, to surpass it, if possible.

"We want the Third National Convention of tobacco men to embrace and be truly representative of all branches of the tobacco and allied industries, from the tobacco grower to the leaf dealer, and from the manufacturer to the man who stands behind the counter, including each and every element of the tobacco and allied trades, as well as duly accredited delegates of tobacco trade organizations, not only from the United States, but from Canada, Cuba, Porto Rico and Philippine Islands, as well. I trust therefore that all those receiving this call, whether members or non-members, will consider themselves earnestly and urgently invited to attend and take part in this coming Tobacco men's national event.

"With every branch and section of the industry represented, we will be in a position to deal collectively with problems of common interest from a nation-wide and trade-wide standpoint. Besides, the two days of the convention as well as the Banquet to be held on the evening of the first session day, at which the entire delegation in attendance will be entertained as the guests of the Association, will afford a splendid opportunity and establish the friendly relations and good fellowship that should always exist among those engaged in a common pursuit.

"Surely, this is a movement worthy of the support and co-operation of each and every branch of the tobacco and allied industries, and I appeal to you all, individually and collectively, to get behind it with a will. Let us all join in this 'get together movement' and make the 1922 national tobacco men's convention an outstanding example of industrial unity and strength.

"Detailed information concerning arrangements for the convention and banquet will be announced in due course. In the meantime suggestions and advices are earnestly invited and will be appreciated beyond measure."

## Edgar Samuel Carlton

DANVILLE, Va., Feb. 15.—Edgar Samuel Carlton, director and manager of the Imperial Tobacco Co. in this country, died of influenza at his home in Richmond on Saturday evening and was buried there on Monday. News of his death caused a profound shock among the men of the trade in Danville where Mr. Carlton received his early training in the tobacco business. He was a son of the late Joseph Carlton and was born at Paces in Halifax county in 1867. In early youth he came to Danville and became associated with the firm of Penn and Rison, leaf dealers of this city. He was local buyer for that concern when the Imperial Tobacco Co. was formed and he became affiliated with it from the time of its inception. While he left Danville in 1902, he was well remembered especially by some of the older members of the trade and his rise in his chosen industry was watched with pride by them.

Besides being a director in the Planters National Bank in Richmond he was a director of the Richmond Chamber of Commerce and only recently had been made a director of the Dan River Mills, a large textile organization of this city. He was a steward of Centenary Methodist church.

The local Imperial offices remained closed Monday out of respect to his memory.—TETLEY.

## Federal Labor Statistics

WASHINGTON, D. C., Feb. 21.—The Bureau of Labor Statistics, Department of Labor, has compiled figures showing the employment and wages paid in 53 cigar factories during the months of January, 1921, and January, 1922. According to the report, there were 15,837 persons employed in these 53 factories in January of last year as compared with 14,246 in the same month of this year, a decrease of 10 per cent.

The Bureau's report also shows a comparison between employment and wages paid in 56 cigar factories in the months of December, 1921, and January, 1922. The Bureau states that there were 16,922 persons employed in these 56 factories in December, as compared with 14,626 employed in January, a decrease of 13.6 per cent. The payrolls decreased from $306,414 in December, to $258,151 in January, a decrease of 15.8 per cent.

In connection with changes in wage rates and per capita earnings during the period of December 15, 1921, to January 15, 1922, in the cigar industry, the Bureau says:

"An increase of 6.6 per cent was given to 2.9 per cent of the employees in one factory. A ten per cent decrease in rates of wages was made to 66 per cent of the employees in another factory. The entire force of two establishments had respective wage reductions of 8 per cent and 7½ per cent. The per capita earnings showed a decrease of 2.5 per cent when January and December pay rolls were compared. Forces of several establishments were reduced, owing to dull business."

## Had Flavor, Minus "Kick"

SANTA BARBARA, Cal., Feb. 22.—The "Anti-Volstead Smoke" or alcoholic cigar, has appeared here. Its producer, A. del Carro, cigar-maker, paid a fine of $250 in public court following a plea of guilty to the charge of having liquor.

A brass spraying device was exhibited and elicited the explanation that it was used to saturate the tobacco leaves with liquor before rolling. The cigar thus treated did not contain a "kick," it was contended in extenuation, although it was conceded that it carried a heavy-freighted fragrance.

## Brighter Outlook

Hamburger Bros. & Co., tobacco importers and merchants, 222 Pearl street, report that they have enjoyed a very good business since the first of the year, and that everything seems favorable for continued improvement.

## Reynolds Buys Ten Million Pounds of Burley?

LEXINGTON, Ky., Feb. 18.—While no definite statement was obtainable at the offices of the Burley Tobacco Growers Co-operative Association here today, it is generally known in tobacco circles throughout the Burley district that the Association has sold ten million pounds of its best tobacco to the R. J. Reynolds Tobacco Co.

What is generally regarded as equal to confirmation of the report has been the presence in Lexington this week of President W. N. Reynolds, of the Reynolds Company, who is well known to Kentucky tobacco men, and E. T. Kirk, of Mayville, prominent in the Reynolds organization. It is also known that Mr. Kirk was summoned to Lexington Monday last for conference with Mr. Reynolds and that following this conference the deal for the purchase of the tobacco from the Association was made with President James C. Stone, of the Association. It is also fairly well known among tobacco men that the prices paid were above those of the independent loose leaf markets, now drawing to a close.

When asked to make a statement in regard to the reported sale President Stone would neither affirm nor deny it, but said:

"I find some anxiety on the part of members of the Association over our not making public just what tobaccos have been sold and what prices have been obtained for them. I want to state clearly that any member of the Association can get this information at any time he desires it, but from a business point of view I feel confident that we can not get the best results by stating in detail to the public just what we are doing. No business of any kind is successful when operated in that way, and the only thing I have in view is to give this association the best business management possible.

"Within the last few days we have gotten our Field Service Department in operation, with Joseph Passonneau in charge of it, and one of the chief duties in connection with the work of this department will be the issuing of a Bulletin twice a month, to be sent directly to all the members of the Association to let them know just what is being done.

"We have had a tremendous organization to whip into line, and it has been no small undertaking to get this big machine to working smoothly. We are receiving and grading tobacco now in 54 different locations and in 94 receiving plants, and they are all running smoothly and to the satisfaction of the growers over the entire territory.

"I want to say to every tobacco grower, large or small, who is a member of this Association, that his interest is being fully protected and that the prices we are selling our tobacco for will prove entirely satisfactory to them."

Chief Passonneau, of the Field Service Division, reported twenty-four additional contracts within the past two days, representing about 44,000 pounds.

J. Leslie Knight, chief grader for the western district, said that while at Camp Taylor this week, he saw three growers bring in their 1921 crops, sign contracts and deliver the crops and receive their advances on them. He said that growers throughout his district were satisfied and happy over the new system of marketing.

# Baltimore Dealers Ran Short on Imported Stock

## La Corona Perfectos in More Plentiful Supply—Retail Prices Reduced in Conformity With New List Quotations—Little Cigars Are Becoming More Popular—Sales Manager Notes Substantial Increase in Demand for Cigarettes.

BALTIMORE, Md., Feb. 20.—Having been cautioned and advised by importers that a price reduction of imported cigars was due in February, local dealers were caught with very little stock on hand. Possibly the exception was La Corona Perfectos which were scheduled for a reduction at this time. At most all stands retail prices have been reduced to conform with the new list quotations. Perfectos are being retailed at 30c. each, $28 per hundred; Belvederes 25c. each, $24 per hundred, and Puritanos 20c. each, $19 per hundred.

### Little Fellows Gaining Favor

Little cigars are gaining favor with the smoker here and retailers are giving more space for displaying the various brands distributed. Robt. Burns Laddies, El Dallo miniatures, Ad. Patti Prima Donas, and Royal Bengals are selling well.

### Valuable Addition

Martinez, a Havana blend cigar, has proven a valuable addition to the stock of Brager's cigar department as attested by H. A. Zears' manager. They are distributors for the brand in this territory and carry a range of sizes. Ejector cigarette holders and Special Value, a nickel cigar, have added pep to business at this stand during the past week.

### Cigarette Sales Increase

A substantial increase in sales of cigarettes is noted by sales manager Stuart R. Wilcox, of Frey & Son, Inc., 400 E. Pratt St. Camels, Chesterfields, Piedmonts, and Beechnuts are moving especially well. Sales of chewing tobacco are losing ground in the city but remain about the same in the country. The natural tendency toward cheaper prices is increasing the demand for nickel cigars.

### On the Job

H. Amernick is "sure on the job" at store No. 1 Park avenue and Lafayette street, and deserves the share of business he is getting from that busy section. Aroma, a 10c. cigar, and Lucella, at 3 for 25c., are being featured with an attractive window display. Shelton aluminum bore Italian briar pipes are making a hit with pipe smokers.

### Misses "Official" Patronage

As the legislature is in session at Annapolis, the State Offices in the Union Trust Building are practically deserted, consequently R. L. Shields feels the loss of patronage from that source. Having disposed of nearly all holiday packings, he is in a position to offer his customers fresh merchandise.

### In the Vanguard

The addition of a complete line of cigarettes to the cigar department of the Horn & Horn restaurant, 304 E. Baltimore street, has proven to be a wise move. They have always enjoyed an enviable cigar business, but the sale of cigarettes has far surpassed all expectations. Melachrinos, Fatimas, Camels, Chesterfields, and Lucky Strikes, are the leaders.

### Rooted in the Trenches

That blended cigars are firmly entrenched in the cigar field today, and are not being supplanted in the smoker's favor by clear Havanas at reduced prices, is the opinion of Geo. Groeninger, 314 W. Baltimore street. He has a constant demand for Muriel, Garcia Grande, Admiration, and Rutalis cigars.

### Ably Assisted

Frank Watts is being assisted by Miss Meyers in keeping business up to standard at Watts Drug Co., Fayette and Eutaw streets, W. D. C., Marca de Espana, La Encico, and Liberty cigars are some of the brands they sell the patrons that make 'em come back for more.

### Gessler's Selections

A great deal of thought and care was exercised in the arrangement of the cigar case in the lobby of the Caswell Hotel. R. Gessler has provided for the guests and patrons an assortment of brands that satisfies the most discriminating smoker. Girard, El Roi-Tan, Cortez, Muriel, Virginia Lee, Nacirema, and Admiration are a few on display.

### Making Greater Display

C. F. Rockwell has added another cigar case to the array of fixtures at his new location 2006 N. Charles street, and has on display in it a line of popular brands of cigars. Prominently located are La Palina, El Roi-Tan, Admiration, and Gonzales & Sanchez.

### "Suggestions"

Realizing that the power of suggestion can be profitably employed to increase business, Fred. Feltham is cashing in on the idea by suggesting a box of cigars to patrons at his Garrett and Maryland Trust Building stands. He is making a particular drive for week end sales.

### Expects to Convey Good News

Abe Blumberg (Falk Tobacco Co.) received a wire to report at headquarters in the New York office. He hopes to have good news for the trade on his return.

### The "Stroller" Back Home Again

Tom O'Neill has returned from a month's trip through the south and is bending every effort to get a wider distribution on Strollers.—ORIOLE.

# No Ethical Rule Against Girls Smoking

Smoking by graduate students in the dormitories of teachers' college, Columbia University, is banned on architectural rather than ethical or moral grounds. This announcement was made on Morningside Heights recently by Miss Margaret Kilpatrick, president of the student body of Whittier Hall, in giving out news of the readmission of two girls expelled in the fall semester for violations of the "no smoking" rule.

"The girls here smoke—we all do," said Miss Kilpatrick, "but we do not all do it here in the hall." The rooms are too small and that is really the reason for the rule against smoking in Whittier.

"Why the place would soon be a smoke-stuffed den if we allowed the girls to smoke wherever they pleased. They would be entirely too stuffy and unbearable. Smoke would be oozing from under the doors into the hallways so that the girls could not sleep, even at night.

"They all smoke wherever else they want to, but not in the halls."

* * *

### Nebraskans Smoked Out by Co-eds Elsewhere

LINCOLN, Neb., Feb. 20.—Instructors in any of the state normal colleges of Nebraska hereafter will be refused leaves of absence to study or attend the universities of Columbia, Chicago and Northwestern, "because the testimony of those who have been students and the news items in the daily press show that cigarette smoking is common among women in these institutions," under a resolution adopted today by the Board of Education of the State Normal Schools.

Any other educational institution that permits such practice is barred to teachers in Nebraska normal colleges, the resolution states. It does not, however, prohibit the employment of graduates from these colleges in the normal schools, or specify that the teachers shall not use tobacco.

"We want to discourage the tobacco habit, as it is so great an evil that it should be utterly discountenanced by every institution that trains teachers," declared Mr. Reische, author of the resolution, to the board.

* * *

### Use Moral Suasion at Ohio State

COLUMBUS, O., Feb. 18.—About 1 per cent of the co-eds at Ohio State University smoke, Miss Mary Louise Brown, acting dean of women, said when asked about smoking.

Every effort is made by the women's department, she said, to discourage smoking among girl students.

Householders who board co-eds are urged to ban smoking, Miss Brown said, and when it is known a girl smokes she is called before the dean and efforts made to show her why she shouldn't.

There are approximately 2,000 co-eds at Ohio State.

* * *

### Dismissal Is Purdue Penalty

LAFAYETTE, Ind., Feb. 18.—A co-ed caught smoking at Purdue University would be dismissed from the university at once, declared Carolyn Shoemaker, dean of women at the institution when asked regarding her attitude toward co-ed smoking.

"I have had no first-hand experience in dealing with this matter, since no cases of Purdue girls smoking have even been reported to me. A confirmed report, however, would call for instant action toward dismissal."

* * *

### Ban at Missouri University

COLUMBIA, Mo., Feb. 18.—The student body of Missouri University here has laid down rules prohibiting smoking by co-eds and no instances of violations have been brought to the attention of the facuty. Miss Eva Johnson, dean of women, said.

* * *

### Ethical Principle at Wisconsin U.

MADISON, Wis., Feb. 18.—While there is no rule prohibiting smoking among women of the University of Wisconsin, F. Louise Nardin, dean of women, says that there is an ethical principle held by co-eds which is making the habit unpopular.

A ban such as enforced by the Columbia Teachers' College is likely to be short-lived in any university, the Wisconsin dean believes.

Miss Nardin said that smoking women belong to the "idle, blasé, disappointed class."

* * *

### Chicago Can't Stop It

CHICAGO, Feb. 18.—Smoking by girls is a vile, dirty, vulgar habit, which should be prohibited in every university, but it is a fad hard to regulate, the deans of women at Chicago and Northwestern Universities said when called on to express their opinion.

Marion Talbot, dean of women at the University of Chicago, said that they had no regulations against smoking by co-eds, because, although it is a filthy habit, it is almost impossible to prevent it, and there is little use in trying."

Dean Mary Ross Potter at Northwestern said she had issued stringent rules against smoking by co-eds.

* * *

### Possible Only by Stealth

LINCOLN, Neb., Feb. 18.—Cigarette smoking is not prevalent among University of Nebraska co-eds, Miss Amanda Heppner, dean of women, said. "It does not exist at all, unless by stealth, so far as I know," she continued, "and if it should drastic steps would be taken to stop it."

# New Bankable Cigar Factory

FRANKFORT, Ind., Feb. 18.—Announcement was made recently that the New Bankable Cigar factory in Lebanon will soon be open and ready for operations. To instruct the employees in the new Lebanon plant, N. N. Smith, the owner, will send five of his most competent employees from the Frankfort factory. Extensive advertising campaigns which have been conducted, advertising the Bankable cigar, has greatly swelled the demand, but Mr. Smith feels that when the new plant begins operations he will be able to supply the increasing demand.

# New Regulations

WASHINGTON, D. C., Feb. 21.—New tobacco regulations to conform with the 1921 revenue law have been drawn up for some time and are before the Solicitor of the Treasury Department. It is expected that these regulation will be made public in a very short time. They are not very different from the present regulations.

# Key West News

### Factories Working

KEY WEST, Fla., Feb. 18.—Among the factories working this week are the E. H. Gato Cigar Co., Mi Favorita, Havana American, S. & F. Fleitas, Cortez, Trujillo, and the Thompson Co. Conditions remain about the same as last week in this field of industry.

### Santaella to Return to Key West

That the Santaella Cigar Co. will return to this city is news of importance to Key West. This company removed their factory from this city to Tampa last summer, and the information, received from reliable sources, that they will return is of much interest to the workers here.

### Wolf's Smoke Shop Sold

The well known stand, Wolf's Smoke Shop, which for many years has been managed by S. Wolf's Sons, this week sold out to Thomas Lowe who will conduct the business along the same lines as that followed by the Wolf Sons. Wolf's Smoke Shop was always sought by the men aboard Uncle Sam's fighting vessels as soon as port was made, for the fighting men knew where they might find the best in tobacco goods awaiting them. The passing of this establishment to other hands will come as a surprise to the patrons of this company.

### New Factory

A new factory which is establishing a reputation for the quality of the goods put out, is the Locoval Cigar Co., with factory at 1212 Catherine street. A circular issued by this company states that only pure Havana goods are manufactured, and if, after purchasing, this statement is found to be false, the amount paid for the goods will be refunded. José Valdez is the manager of this new company.

### Now With Uncle Sam

Another well known figure in the tobacco industry who has joined the forces of the government is Edward Mathews of this city. Mr. Mathews has for many years been associated with the tobacco industry, but recently decided to serve the government, and to this end has accepted an important position in the United States Customs Service and assigned to the local office.

### Back from Havana

Irvin Studwell and Rudolph Ludwig, who had been visiting in Havana returned to this city where several days were spent with the management of Mi Favorita Cigar factory; these gentlemen left on Friday evening for New York.

Eugene G. Ashe, deputy collector of Internal Revenue for this port, who had been assisting Chief of Division Pittman in Miami, has returned to the city, and resumed the duties of his office, which during his absence had been attended to by Stamp Deputy Collector J. F. Uhrbach.

Francisco Arango arrived from Cuba Saturday night and left the same evening for Tampa.

M. M. Berriman of Berriman Bros., of Tampa, came over from Cuba Saturday night enroute to his home.

Arriving on the steamship *Cuba* from Tampa Monday morning was A. L. Cuesta of Cuesta Rey & Co. of Tampa. Mr. Cuesta left at once for Havana.

# Sales at Henderson

HENDERSON, Ky., Feb. 18.—From present prospects the tobacco market here will close about the middle of March.

To date 8,474,735 pounds have been sold at $16.22 average. A decided slump took place this week due to the poor grades offered. Earlier in the season when prices were higher, practically all growers rushed their best grades to market. The highest average paid this season was $40.05 to J. H. Eades of this county. He received $6.75 for thrash, $39 for lugs and $49 for leaf. It was the highest average ever made in Eastern Kentucky for dark tobacco.

Growers in Henderson, Union and Webster Counties are making preparations for growing a large acreage of tobacco this year.

# Tobacco Manufacturers' Profit Margin Small

**Keen Competition Causes Cigarette Price-Cutting While Leaf Is Higher—Reductions Represent 50% of Profits—Economies to Provide Offset—Elimination of Excess Profits Tax on Lower Commodity Prices Should Be Helpful.**

With prices for leaf tending upwards and prices for tobacco products pointing downward, the situation is shaping itself in a manner that promises to tax the resourcefulness of tobacco manufacturers.

Competition is increasingly keen. A reduction of 60 cents a thousand has been made in one of the cheaper grades of domestic cigarettes, but the brand affected is not considered an important factor in the industry. This is not a new cut, but merely brings this brand into line with reductions made by other manufacturers. There has also been some reduction in chewing tobacco.

In Kentucky the pool controls approximately 190,000,000 pounds of burley, about 85 per cent of the 1921 crop. What leaf has been sold by non-members of the pool has averaged around 21 cents a pound, approximately 40 per cent above the average price of 15 cents for Kentucky leaf grown in 1920. Thus far the pool has sold a little more than 28,000,000 pounds, of which 25,000,000 pounds were taken by one of the leading manufacturers. It is understood the price was better than 20 cents. This compared with a ten-year average from 1911-1920 of 15.5 cents and a high average for 1919 of 38.2 cents. In 1916 just before the war inflation set in, average farm price December 1 for Kentucky tobacco was 12.7 cents a pound.

### Popular Brands Reduced

It is estimated that in a well balanced manufacturing concern, producing cigarettes, smoking and chewing tobacco, leaf represents around 30 per cent of production costs.

Popular brands of domestic cigarettes which during the war retailed at 20 cents for package of twenty cigarettes, have been reduced from $8 to $7.50 a thousand wholesale. Allowing for all discounts, the net price was formerly $7.06 a thousand, whereas it is now $6.62, a reduction of 44 cents.

Assuming a manufacturer can average 12 per cent on his turnover, which is a liberal estimate, profit would be 84 cents a thousand on cigarettes selling for $7.06 net. Reduction of 44 cents in selling price would reduce his profit to 40 cents, or by more than 50 per cent.

In cases where percentage on turnover is smaller, the contraction in profit margin as the result of price cuts is correspondingly larger.

### Larger Tax Opposed

Proposal to increase the tax on cigarettes by 50 cents a thousand for purpose of the soldier bonus is regarded by manufacturers as unwise. Present tax of $3 a thousand represents nearly 50 per cent of the wholesale price of leading brands and in some cases represents more than that proportion. Tax on package of twenty cigarettes is six cents, or one-third of the retail price.

Consumption of cigarettes continues to grow and increased volume will help to offset the smaller profit margin to some extent. There are two factors which should have a helpful influence. One is the elimination of the excess profits tax with the substitution of a straight 12½ per cent levy, and the other low prices for commodities.

Tobacco manufacturers have never made public the amount paid in excess profits taxes, but it is known that in the case of several of the larger companies the change will effect a saving. The larger companies purchase annually anywhere from $20,000,000 to $25,000,000 of raw materials other than leaf. Lower prices for these will also help in the present situation. Labor is a negligible factor representing but 10 per cent of production cost in the case of a company making cigarettes and smoking and chewing tobacco.

### Manufacturers Not Downcast

Tobacco manufacturers are not pessimistic. They express the belief that while profit margin may be narrowed, economies now being effected will permit satisfactory earnings if the volume of business is maintained.

Tobacco manufacturing was probably the only industry that escaped the severe effects of the deflation. Leaf from the 1920 crop was purchased at low levels. This averaged the three-year stocks of leaf down. During the better part of 1921, they sold their products without any reduction in prices and this permitted them to work off much of the high-priced leaf and at the same time liquidate indebtedness incurred during the period of inflation. It was not until November and December that the cutting of prices started, concludes the *Wall Street Journal*. Should price cutting be carried further, it might have a serious effect upon the profits of the manufacturers.

## Tindeco Adds Metal Sign Department

The Tin Decorating Company of Baltimore, the largest lithographic metal decorating plant in the world, announces the broadening of its scope of activities by the creation of a special department for handling metal sign business.

The headquarters for this new division are at 314 American Building, Baltimore, and will be under the direction of W. M. Hurtenbach and C. W. Keefer.

W. L. Barker, recently of the Crown Cork & Seal Company, is in direct charge of sales.

Lithographed metal signs of all types up to 40 inches in length will be manufactured out of tin, sheet iron and aluminum.

## H. P. W. Progress

Horace Le Gris, head of the H. P. W. Cigar Co., and likewise the H. P. W. Cigarette Co., 500 Fifth avenue, New York, reports that business is going strong in both branches of his establishment. All are making strenuous efforts to catch up with orders, and this is witnessed by the great activity displayed in the shipping department. The H. P. W. office is a veritable bee hive of action and quality goods have made it so.

# San Francisco Trade Faces Lower Price Demand

**Five and Ten Cent Sellers Being Most Favored—Wholesalers and Retailers Supplying Largest Quantity Possible at Price—Manufacturers Endeavoring to Provide Smokers With Inexpensive Smokes—New Brands and Sizes in Market.**

San Francisco, Feb. 14.—There is a marked tendency on the part of the public to demand the lower-priced cigars, five and ten-cent sellers being the most favored. Both wholesalers and retailers are meeting this call by supplying the largest products that they can for the lowest price. The General Cigar Co. has now joined the crowd that is furnishing a five-center, the William Penn being offered by this concern to meet the popular demand that is sweeping over the coast like a tidal wave. Word has been received by telegraph this week that A. Siegel & Sons, New York, are to manufacture nickel cigars, Norwood Dreams. They will be packed fifty in tins and will wholesale at $35. Other factories are also planning on shapes at lower prices than heretofore offered and it looks very much as if this is going to be a "cheap" year in the cigar business.

### Back in the Fold

William I. Pixley, who has been associated with the cigar and tobacco industry on this coast over a period of years and who then entered another field of endeavor for a time, has returned to the fold and is now a specialty man for Bayuk Bros., of Philadelphia. Mr. Pixley will be associated with the staff of W. D. Hart, who is now organizing a big campaign on the coast for the Bayuk Bros.' products.

Alexis Ehrman of Ehrman Bros., Horn & Co., returned this week from a visit in the east, where he called on the factories represented on this coast by his firm.

The reduction on Laddies, recently announced by the General Cigar Co., goes into effect tomorrow, the fifteenth. They are being reduced from $28 to $24.

Mack Horn, traveling representative of the Golden State Leaf House, recently returned from the northwest, where he enjoyed a most satisfactory business. Mr. Horn has been ill since his return, but is planning to get away again soon and visit southern California.

Announcement has been made by Ries Bros. that the St. Francis and King sizes of La Prosperidads have been reduced from $110 to $95. They will now retail at two for a quarter.

### Dave at the Wheel

Dave Horn of the Golden State Leaf House is now sporting a new Cadillac Sedan—or rather Mrs. Dave is doing so, but she permits Mr. Horn to drive it. It is certainly some bus and we have an idea that Dave likes to step on it pretty lively when he's out on the open road.

### In Double Harness

Wedding bells rang out recently for another of the Riese Bros., Harold stepping to the tune of the Wedding March. He took as his bride Miss Evelyn Mellusch, the ceremony being performed at the home of the groom's mother, Mrs. David Riese, at 71 Jordan Avenue. The wedding was a pretty home affair, relatives and friends being in attendance. Mr. and Mrs. Harold Riese are now honeymooning in southern California. The marriage of Harold leaves Caspar as "The Last of The Mohicans." It will not be surprising, however, to receive word that Caspar Riese has decided to take the fatal step.

H. Bier, representative of the West End Cigar Co., Red Lion, Pa., visited the trade in San Francisco this week.

Caspar Riese, of Riese Bros., recently returned from a visit to the trade in southern California.

### Natural Rounds Reduced

Announcement was made this week that Natural Rounds have been reduced from $2.40 to $2 and that they will be sold at 20 cents instead of 25 cents, retail. Jerry Epstein, coast representative for Natural Rounds, is visiting in San Francisco.

### To Erect Own Building

The Petri Italian-American Co. is making arrangements to erect its own factory, office and warehouse building at Battery and Vallejo Streets. This firm manufactures the Van Camp cigar, a brand which is finding extended vogue on this coast. The new building will contain four floors.

Mr. Lloyd, formerly with the John Bollman Company, is now acting as a specialty man for Roi-Tans, under the directions of John Glenn.

E. L. Graef, cigar manufacturer of Richmond, Cal., recently visited in San Francisco.

Morris Sideman announces that he will reopen his cigar store at 236 Powell Street, San Francisco, shortly. Mr. Sideman's original lease expired and he was forced to close out his store. He has renewed the lease and will reopen.

### Making Progress

H. J. Judell & Co. announce that they have received a new size of the Watt cigar, the Invincible, which will retail at two for 15 cents. This firm has also received a new package cigar, the Havana Cigarros, ten in a package, manufactured by M. Stachelberg & Co., New York. They will sell for $23.50 and will retail at thirty cents. Judell & Co. say that they have been enjoying an excellent trade in Fighting Bobs, which they sell all over the country. An advertising campaign has been inaugurated by the firm in the interest of the Fighting Bob.

H. L. Judell is anticipating with pleasure a re-union of the passengers of the *Empire State*, which took them to the Orient on a three-months' trip. The reunion will be held at the St. Francis Hotel February 22 and will consist of a dinner and dance.

Milton Glass, representative of El Belmont cigars, is now in the Eureka district, conducting an advertising and window display campaign for his brand. He reports the El Belmont 10-cent size a great seller.

## Prieto Wants Lighter Shade Manila Cigars

Manila, P. I., Jan. 20.—If the Philippines is to progress in the cigar industry, it should lay emphasis on the production of leaf tobacco of clear color for wrappers, states Mauro Prieto, president of the Philippine Tobacco Association and a prominent cigar and cigarette manufacturer, in a communication to the secretary of agriculture and natural resources. Officials of the bureau of commerce and industry are of the same opinion and are now seeking the improvement of the leaf tobacco situation in the local market.

According to Mr. Prieto the need of local industry for leaf tobacco of this kind is growing every day, and many manufacturers have already discontinued the use of tobacco of brown color for wrappers. He therefore requests that the government start a campaign to expand the production of leaves of the kind needed as the consumption of this kind of leaf from Sumatra has increased considerably. It was said at the bureau of commerce and industry that the value of tobacco wrappers imported from Sumatra during 1921 amounted to more than half a million pesos.

The bureau of agriculture has instructed its farm advisers and tobacco inspectors to start work immediately along these lines:

1.—Close planting so that most of the leaves will be shaded from the light. This will produce light colored, thin, fine and elastic leaves suitable for wrapper. The right distances are 50 centimeters between the plants and 75 centimeters between the rows. As a rule tobacco planted far apart produces thick leaves of dark color not suitable for wrapper.

2.—Planting under partial shade.

3.—The picking of leaves at the right time has also much to do with the color of the product. Leaves should be picked when ripe. Maturity is indicated by a yellowish color around the edges of the leaves, especially the tips, and furthermore they should be picked when absolutely free from dew or rain water, as when they are moist or wet the gum in the leaves is more or less diminished and the leaves sweat readily turning an undesirable black color, besides decaying easily. Rapid drying prevents proper curing while on the other hand too great humidity about the leaves induces blackening and rotting.

4.—The leaves should be redried slowly to give enough time for curing, so that they will turn the proper color and that proper changes may be brought about. For this reason, as a rule, air-dried leaf produces good wrappers of light color.

Climatic conditions, the kind of soil, and the variety have also something to do with the production of good wrapper tobacco.

Besides the above instructions it is suggested that the planters have always in mind the importance of sorting the leaves in order not only to obtain better prices for them, but also to preserve the good name of the product, which will eventualy bring about the reduction of importation of wrappers from Sumatra.

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## TOBACCO PROHIBITION

Slaves of what John B. Gough used to call the Black Devil may affect to scorn the anti-diabolic movement in Nebraska, a State where the license and regulation of the filthy weed points to the inevitable sequence of its prohibition. The Nebraska Board of Education of the State Normal Schools has put Columbia, Chicago and Northwestern Universities on the blacklist, forbidden teachers in any of the normal colleges to attend any of the institutions tabooed because some women students in them smoke cigarettes. "We want to discourage the tobacco habit," says the author of the ban, "as it is so great an evil that 'it should be utterly discountenanced by every institution that trains teachers.'" The trained teachers will train their pupils. The great work of education goes on. No doubt the school textbooks of physiology and hygiene spread irresistibly among the young the science of the anti-tobacconists. This is a method borrowed by the new prohibitionists from the old.

Last year some 600 carloads of Little Robert Reed "literature" were sent to California alone. Presumably other States have been equally favored in proportion. Utah enacted an anti-cigarette law last year. Not in any café or barber shop in that happy State is it permitted to man, woman or child to puff the torch of Erebus, to suck up poison and spread miasma. Only by a tie vote in the Arizona Senate was a local option tobacco bill disposed of. Local option was but the predecessor of liquor prohibition. Can it be doubted that the parallel will hold? In the sixteenth and early seventeenth centuries men "drank" tobacco. It is a well-known intoxicant. Miss Lucy Page Gaston has discovered the dread secret of the cigarette, furfural, "colorless, aromatic, volatile, oily," deadly. Why, the furfural in a single cigarette has a "kick" in it, if this eminent woman of science is correct, equal to that of two ounces of whisky.

From Greenpoint our own Alderman McGuinness has shaken the boldest hearts with his warning that "the morals of our girls are menaced by this cigarette smoking." If that be true, it is by no means the worst. The cigarette smoker may be compared to that former curse of civilization, the moderate drinker. The cigar smoker, the pipe smoker are the drinkers of tobacco to excess. As Governor McRae of Arkansas proclaimed the other day, "the general use of tobacco by men and women from youth up, generation after generation, is contributing to unmistakable and certain degeneracy. Dr. Dio Lewis of Boston, who lived for a week on 7 cents' worth of beans, used to point with pride to the fact that General Banks never smoked. Whereas Bismarck did. "No Tobacco Day," to be observed in Arkansas on March 22, will come to be a national holiday.

Tobacco must "go." Even if it were as beneficial as it is deleterious, according to the new scientists, its use should be prohibited. Millions of people enjoy its use. Therefore, they mustn't be allowed to use it. The Twentieth Amendment lifts its glorious head above the horizon. Economically as well as morally, tobacco prohibition has much of the value of its esteemed forerunner. It will not only wipe out a grievous sin, but a fat lot of revenue and an enormous business. In the noble words of Chancellor Day: "It is strange that these things have to be enforced on intelligent men."—*New York Times.*

## A DREAM COME TRUE

Over three decades ago, a small group of far-sighted business men of Greeneville had a wonderful vision. They saw as they stood in the muddy streets of a certain village a most miraculous change. Ancient ramshackle buildings were replaced with immense modern warehouses of permanent structure; tobacco wagons piled high with well-filled baskets went busily to and fro over paved streets; a stemmery and redrying plant, handling the fragrant weed, sprang into being before their eyes; an army of men occupied in carrying on the business of handling tobacco built new homes, a long stream of Greene County farmers in front of bank windows, received large rolls of currency. The vision grew and became more vivid. It took material form, in a small way at first, calling for many sacrifices on the part of those brave pioneers who gave their youthful energy end enthusiasm toward its building. It gathered momentum and power with the passing years, until today that wonderful dream has become a reality, and Greeneville is an established tobacco market, securing the best prices for her farmers of any market in the United States and well on her way to becoming the Lexington of Tennessee. Local tobacco men think it highly probable that the number of pounds sold here next year will be well over 10,000,000, and that the Greeneville market is only in its infancy.

All honor to the men who could look into the future and dream this marvelous dream. A prosperous community already is the result of this vision, and a city will be built out of this dream material. It is the dreamers who lay the foundation for great things. Without their power of looking up among the stars, little would be accomplished, and when the Greeneville market attains the place which is sure to be hers within the next five years, a monument should be erected in the midst to the memory of those who so surely laid the foundation for her prosperity.—*Greeneville (Tenn.) Democrat-Sun.*

## HOW DO THEY GET THAT WAY?

The South Bend (Ind.) *News-Tribune* says: "Governor McRae of Arkansas has set March 22 to be observed as a "no tobacco" day and in his proclamation solemnly asserts, 'The general use of tobacco by men and women from youth up, generation after generation, is contributing to unmistakable and certain degeneracy.'"

Had he denounced the tobacco habit as an unnecessary waste of money, it would have a soprano echo of approval.

Had he said that it may be detrimental to perfect health, he would have some support from medical experts.

But when he declares that it is a cause of degeneracy, there will come a chorus of protest from those who have found the Lady Nicotine a soothing mistress in moments of leisure and a pleasant companion in the weary hours.

Strange how the race has deteriorated under tobacco. The Indians taught it to the first explorers from Europe and the Indian has gone as a race.

Finally got him, of course, while the conquerers who stayed on to inherit his habit have degenerated from the era of the log cabin to the puny protection of steam-heated houses, from the robust days of the sailing vessel to the pallid luxury of the gigantic steamship, from the healthy hour of the stage coach to the degenerating era of the Pullman.

It has been working through ages, this poison which Sir Walter Raleigh introduced into the courts of England and men now bear the unmistakable marks of its ravages.

They have forgotten to fawn at the feet of queens and prefer to enter voting places puffing at the idols of their mistaken worship.

They have shown the "certain degeneracy" in a million ways that mark the difference between the day when the first inquisitive European followed the example of the Indian chief and betrayed a race, and the thing which we call civilization as it is today.

That degeneracy shows itself in literature, for it inspired Kipling to write his shameless rhyme that "A woman is only a woman, but a good cigar is a smoke."

It shows itself in a thousand ways, but strange, passing strange, that it required the Governor of Arkansas to discover them and publicly proclaim them.

And as a further sign of decadence, the very form of expression which fits the occasion is base American slang, for the man on the street will inevitably ask, "How do they get that way?"

## PARLOUS TIMES, PARLOUS TIMES

"The girls here smoke—we all do," said the president of the student body of a girls' dormitory of Teachers College, Columbia University, prefatory to explanation of a rule against smoking in the building. Parlous times, parlous times! And there was Mrs. Johnson, 73, of Denver, who went to sleep while smoking her pipe t'other day, caught on fire and was fatally burned.—*Greensboro Daily News.*

## A CIGARETTE STRIKE

The strike of 100 girls in a Leeds clothing factory because five of their number had been dismissed for smoking cigarettes has brought about a curious and rather anomalous situation in British industry. The young women maintain that they have as much right to smoke as the men employes. The company does not admit that the men have any right to do so, because the question is not covered in union rules. At the same time it will not go so far as to forbid all smoking, for the very plausible reason that the men in that case would strike.

The women appear to have the law on their side. In a test case recently an employer was compelled to indemnify a girl whom he had discharged for smoking without giving her the customary stipend in lieu of notice. The Leeds women hold this up as a denial of the power of an employer to interfere with the worker's individual rights so long as the exercise of these rights does not in itself harm the business.

The girls will probably win the strike. Winning a strike, apparently, is a lot easier for a woman smoker than swearing off would be.—*N. Y. Evening Mail.*

# Tobacco Finance, No. Four

(Courtesy of *Federal Reserve Bulletin.*)

The following is the fourth of a series of articles describing the financing methods which are employed in the tobacco industry.

Data were obtained partly through the cooperation of the Federal Reserve Agents in the various districts, and partly direct from banks and persons interested in the industry in various capacities, as well as from other Government organizations. To all of them acknowledgment is due.

### IV. Leaf Sales Warehouses

As has been indicated in previous sections of this study, the methods by which the cigar types of leaf tobacco move to market differ in important respects from those by which the manufactured and export types do. This makes it necessary to consider separately the financing of the marketing process for each of these types. In considering the manufactured and export types, moreover, it is necessary to give considerable attention to the leaf sales warehouse, inasmuch as this organization has a considerable number of special problems of its own. A previous section considered the methods by which the leaf sales warehouseman extends accommodation to the grower. In the present section are surveyed instead the methods by which the warehouseman himself in turn provides for his own financial requirements, and the arrangements which he consequently makes with his bank. These requirements are twofold—(1) with respect to paying off his daily sales, i. e., paying daily those for whom he sells tobacco at auction on the warehouse floor, and (2) with respect to obtaining funds for this purpose, as well as in certain cases to loan direct to growers.

#### A. Paying off Sales

A major part of the leaf sales warehouseman's financial and banking problem (and in certain sections his entire problem) concerns paying off his sales. The universal custom is to pay the grower daily, i. e., on the day on which the tobacco is sold. This is done in the great majority of cases by giving the grower a check on a bank made out in general to himself or bearer. In two of the Virginia markets, however, he is given cash instead, while in five markets in the North Carolina old bright belt, one market in South Carolina, and three markets in the burley territory of Kentucky, including Lexington, the largest burley market, he is given instead by some of the warehousemen a bill of sale with coupon or check attached. The coupon or check is detached when he is paid. Arrangements are made by the warehouseman with a bank to cash the checks or coupons. Local stores generally also cash these checks, e. g., after the bank has closed, while in a few instances in the past a warehouseman has made regular arrangements with a store instead of a bank. Prior to several years ago the system was found in Winston-Salem, N. C. Its use at present is reported by one of the smaller markets in the Virginia old bright belt, at which there is no bank. Where it is employed, and there is a local bank, the warehouseman draws his check on the bank in the morning and obtains currency, which he gives to the store paying off the sales. The seller in such cases receives a sales slip.

Where a bank pays off the sales, the warehouseman in certain cases signs an agreement releasing the bank from liability in cashing the checks. For its services the bank frequently makes what is termed an exchange charge, stated either as a percentage or as so many dollars and cents per thousand dollars, and figured on the amount of the checks which are cashed. The warehouseman pays this in addition to the interest on his loans. The charge had its origin in the fact that it was frequently necessary in the past for a bank to ship currency, so as to have a supply on hand sufficient to pay off the sales. In the larger centers, with diversified business, there was thus not the same degree of difficulty experienced. Accordingly, where the tobacco business in a given center plays a relatively minor role, no charge in general is made. As will be seen from the table herewith, no charge is made in almost all the markets in the Virginia dark section. Similarly no charge is made in any market in the western territory (Kentucky-Tennessee).

A charge is, however, customary in the old and new bright belts in the east, and is found in all the leading markets in that section. It is most frequently one-eighth of 1 per cent, and to a lesser extent one-tenth or one-fourth of 1 per cent. In infrequent cases one-sixth or one-fifth of 1 per cent, or $1.50 per 1,000, is specified. Two warehouses report a charge of one-twentieth of 1 per cent, which differs from that given by the majority of the houses in the centers in question, and one bank gives a charge of 55 cents per $1,000, increased from 40 cents. The charges in general, however, are uniform in any one market, although some other minor differences are reported, and one banker in North Carolina old bright belt states that the charge varies with the size of the amount involved, from one-tenth to one-fourth of 1 per cent. The variation occurs to some extent where the warehouses apparently employ similar methods, although it may be noted that in one South Carolina market, two of the warehouses report that no charge is made, while another which does not borrow reports a charge of one-fifth of 1 per cent. In one North Carolina market, when the warehouseman has arranged with a store to cash the check, 40 cents per $1,000 is now charged by the bank. One North Carolina bank states that the charge is figured monthly.

While it is impossible to generalize concerning the length of time taken before checks are cashed by the growers, and the extent to which currency is withdrawn, instead of leaving the amount on deposit, some interesting information along these lines has been obtained. The experience of individual banks appears to differ considerably. Some state that the grower generally carries home the funds left after paying his bills and only later deposits the balance. On the other hand, various bankers state that they favor warehouse accounts, as they result in contact with many growers, and in consequence a considerable number of accounts are obtained. It is generally stated that the bank retained a much smaller portion during the sales season 1920-21 than would normally be the case, one banker in eastern North Carolina, e. g., placing the figures at 5 per cent and 25 per cent.

In the eastern districts less than one-half usually remains with the bank. Several banks in the old and new bright belts of Virginia and North Carolina place the usual figure at 20 to 25 per cent, while several show as high as 40 and 50 per cent, and some as low as 10 per cent. A leading banker in one of the largest markets in the Virginia dark section estimates that roughly one-third of the amount of growers' checks is deposited, and states that during the height of the season there is a considerable increase in the deposits of the banks in his center—almost entirely in the savings department. A leading warehouseman in one of the principal markets of the new bright belt of western North Carolina estimates that one-fourth of his checks are not cashed for about two weeks, or are deposited by the growers in their local bank, and take some time to return to the bank in the market on which they are drawn. A considerable part of the tobacco sold on his floor is, however, shipped in rather than hauled in by the grower. One South Carolina banker believes that there has been a gradual increase in the amount retained.

In the western districts, a considerable number of banks show percentages in excess of one-half, especially in the case of burley. One bank in the latter district, however, states that, in place of a normal figure of 75 per cent, it retained only 25 per cent last year. Another banker observes that, while the check is usually deposited, it is in general rapidly checked out, and most tenant's accounts are closed in three to four months.

The warehouses in any market in general have similar customs as to the time when the buyer of tobacco pays the warehouseman. In the larger markets the buyer pays daily, i. e., payment is made to-day for yesterday's purchases. The warehouseman deposits the funds thus received in his bank to take care of the checks cashed for the growers for whom he sold the tobacco yesterday at his warehouse. In the smaller markets, however, payment is usually required only once (in some cases twice) a week instead. It should be noted, however, that three of the four reporting warehouses in Lexington, Ky., the leading burley market, permit payment within seven days from date of sale (although one states that the larger buyers actually pay in from one to three days). Where weekly payment is required, a day in general either Monday or Saturday, is often specified. In the western dark districts, Saturday is almost universally specified where such weekly payment is the custom. Practice is not rigid in all cases, however. Some warehousemen state that payment is supposed to be made daily, but that often buyers do not pay on time. Buyers in some cases pay when they have checked up purchases. In some markets no time is specified when payment shall be made, and one warehouseman in the burley section of Kentucky stated that a few buyers in the past have not paid until the close of the season. In other markets some buyers pay daily, while others pay weekly. A prominent Richmond banker estimates that warehouses in the eastern districts have bills outstanding on the average amounting to four days' sales.

In general larger buyers are stated to pay daily, while smaller buyers pay weekly. Some warehousemen state that commission buyers pay weekly (or when returns are received), while salaried buyers pay daily. In the former case buyers act on order for firms located elsewhere, and invoices are rendered to the principal, who compares them with the shipment, and then sends a check to the buyer. Similarly in the bright belt several of the larger companies pay from a central point, such as Durham, N. C., or Florence, S. C., for their purchases in some markets, and statements are then rendered to the office at the central point. Several days' time thus elapses, so that it is necessary, states one South Carolina warehouseman, "for the warehouseman to carry a little heavier balance at the banks." In general, however, it is stated that the practice of these companies is to keep their local buyers supplied with funds sufficient for the next three or four days' purchases, these funds being furnished regularly from the center for that particular territory, such as Richmond, in which the principal balance of the company is kept.

It may be noted in passing that drafts are used in certain cases. Some order buyers draw sight drafts on their principals, which are then put through the banks. A banker in the burley district states that at times checks are drawn on the bank and accompanied by drafts on banks at other points holding the drawer's funds, which take some time to collect. A warehouseman in one of the markets in the Virginia old bright belt states that with a buyer who is not in a position to pay cash he uses a 5 or 10 day trade acceptance, which the bank

places to his credit as if it were cash. A bank in the North Carolina old bright belt reports the use, in the case of heavy sales which make it necessary for warehousemen to check beyond their balance, of acceptances which the buyers execute and the warehousemen in turn rediscount with their banks.

This problem does not exist at Mayfield, in the Paducah district of western Kentucky, where "chute" sales are employed. The buyer at that market pays the grower himself as soon as the tobacco is delivered with a check on a local bank for the amount of the tobacco, and the warehouseman does not participate at all in this aspect of the transaction.

With the regular method which has just been indicated, collections from buyers by the warehouseman are slow in many cases. This often means a considerable gap between the time when the bank pays the checks given to sellers of a lot of tobacco and the time when the warehouseman, through collection from the buyer of the amounts in question, places in the bank funds to cover these checks. In other words, the warehouseman must borrow to bridge the gap. The shorter the gap is, the less he borrows. Another method accordingly is employed at six markets in North Carolina, in four of them, however, only by some of the warehouses. In one of the other two markets, which is located in eastern North Carolina, the warehouse on the morning following the sale gives the bank a statement of the amounts due from the buyers, together with drafts it has drawn on these buyers. The board of trade rule requires payment by the buyers by a specified time that day, although the warehouse may extend the time for payment, which is done in rare cases. The buyer then pays the bank instead of the warehouse. Under this system collections are prompter than where the warehouseman himself makes collections, and thus the warehouseman's borrowings from the bank are reduced. On the other hand, more work on the part of the bank is entailed, and thus the bank's charge may be greater.

In the market in question the general charge is reported to be one-fourth of 1 per cent, i. e., $2.50 per $1,000, although an officer of a bank in that market stated that in the case of a warehouseman who also borrowed the charge would probably be reduced. The charge in the other markets differs somewhat. In two other markets in the new bright belt, where the method is employed only by certain of the warehouses and not by others, the charge is given as one-eighth of 1 per cent, and it is stated that the charge is the same irrespective of whether the buyer pays the warehouseman or the bank. In two markets in the old bright belt of North Carolina, where the method is likewise employed only by certain of the warehouses, the charge is again as one-eighth of 1 per cent. In a third market in that section the charge is variously given by different warehouses as one-fifth or one-fourth of 1 per cent. In that market, too, it does not appear that drafts are drawn by the warehouseman but a list of buyers' bills is merely furnished to the bank at the same time that the buyers receive their statements. Several of the other warehousemen from whom data were obtained favor the use of a system of drafts. The following statement of a South Carolina warehouseman is typical: "If the warehouse could draw on the buyers for each day's sales and let the buyers pay the bank, it would be a great saving to the warehouseman. As it is here, the warehouseman has to carry the buyers."

The frequency with which each of the various methods indicated above is employed is summarized in the following table. In certain cases the classification has been somewhat arbitrary. The prevailing practice in each market has been considered, and no cognizance has been taken of the exceptions which are found in those markets where practice differs among the several warehousemen. As data were not obtained on bank charges in certain markets, the total number of markets in any given district shown under this head in the table does not in all cases correspond to the figure shown in the first column of the table.

[Number of Markets]

| District | Number of Markets | Number of Warehouses | Seller Receives— Cash | Seller Receives— Check | Seller Receives— Bill of Sale with Coupon or Check Attached | Bank Charges (Per Cent) 0 | 1/10 | 1/8 | 1/6 or $1.50 per $1,000 | 1/5 | 1/4 | Buyer Pays— Warehouse Daily | Warehouse Weekly | Warehouse Mixed [a] | Bank |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Virginia dark | 11 | 18 | 1 | 10 | .. | 8 | .. | .. | 2 | .. | .. | 2 | 7 | 2 | .. |
| Virginia old bright belt. | 15 | 29 | .. | 15 | .. | 3 | [1][3] | 2 | . | .. | 5 | 7 | 5 | 3 | .. |
| North Carolina old bright belt[4] | 18 | 34 | 1 | 12 | 5 | .. | 2 | [2]6 | . | 2 | [3]6 | 5 | 3 | 7 | 3 |
| North Carolina new bright belt. | 24 | 37 | .. | 24 | .. | 1 | 2 | [2]15 | 1 | .. | [3]5 | 9 | 5 | 7 | 3 |
| South Carolina new bright belt[5] | 22 | 36 | .. | 22 | .. | 2 | 4 | 8 | 2 | 1 | 3 | 9 | 2 | 11 | .. |
| Kentucky burley .... | 17 | 30 | .. | 14 | 3 | 17 | .. | .. | .. | .. | .. | 4 | 5 | 8 | .. |
| Kentucky-Tennessee western dark ..... | 18 | 25 | .. | [6]18 | .. | 18 | .. | .. | .. | .. | .. | [6]3 | 9 | 6 | .. |
| Total..... | 135 | 209 | 2 | 115 | 8 | 49 | 11 | 31 | 5 | 3 | 19 | 39 | 36 | 44 | 6 |

[a] Daily or weekly, less than weekly, or no specified time.

[1] In one of these centers charge is reported from several sources as one-twentieth and by one bank as one-twentieth and one-fortieth.

[2] Includes two markets where buyer pays bank in case of certain warehouses.

[3] Includes one market where buyer pays bank in case of certain warehouses.

[4] Includes Wake County, N. C.

[5] Includes Bladen, Columbus and Robeson counties, N. C. (six warehouses in five markets).

[6] Includes one market where buyer pays seller directly by check.

## B. BORROWING

The borrowing which the leaf sales warehouseman must do is of two principal kinds—(1) in the Spring or at harvest to provide funds for direct loans to growers (where this is done, instead of merely indorsing grower's notes), and (2) in the Fall and Winter, during the sales season, to provide funds to be used in paying off sales and for running expenses. As many warehouses do not make direct advances to growers, frequently no accomodation of the first kind is required. Some houses finance themselves, but the great majority borrow the larger part of their working capital. In South Carolina, however, the owners of the warehouse are frequently local men, while the manager merely operates it, and stays in the community only during the sales season. The owner then often provides the necessary financial arrangements. In the other districts, however, no use of this practice has been reported, with the exception of one burley market where two of the houses are owned by Cincinnati firms, who advance small sums for local needs.

Where direct advances are made by warehousemen to growers, bank borrowing will naturally be relied upon to a considerable extent to obtain these funds. On the other hand, while several of the burley warehouses state that small direct loans were made to growers during the past season, only one Lexington house mentions bank borrowing to provide these funds. It states that "the money to loan to farmers is generally borrowed in August, September, and October, as a rule to about one-third the value of the warehouse." Only one South Carolina warehouse states that it loans direct to growers, and borrows for this purpose as well as to obtain funds to pay off sales. This borrowing may take place either in the Spring or at harvest, funds being provided to cultivate or house the crop. The greater part of borrowed funds, however, are used for the purpose of paying off sales.

In general the leaf sales warehouseman confines his borrowing entirely to his local bank. This is natural in view of the fact that the major part of the accommodation is required in order to pay off sales, and arrangements must pay off these sales, while the amounts required moreover vary considerably from day to day according to the volume of sales. In certain leading markets, however, local banking facilities are inadequate for heavy marketing and the local bank in some cases arranges with other banks for a loan to supply the funds which the local bank uses in paying off sales. Funds are generally obtained from a leading center, in particular Richmond in the East and Louisville in the West, although a warehouse in a smaller market may borrow in a neighboring center. A Richmond banker told the writer that he loaned warehouses in three of the four leading markets in eastern North Carolina. On the whole, however, borrowing from banks located elsewhere takes place in considerable measure in connection with funds to be used for direct loans to growers. In either case, such loans are made for fixed periods, as will be indicated below. Turning to the several districts in detail, only one warehouse in one of the smaller markets of the Virginia dark district reports that it borrows in Richmond as well as locally, and it purchases about 25 per cent of the tobacco offered for sale on its floor. One banker in a leading market in that district stated to the writer that several years ago he loaned to a warehouse at a smaller market which now borrows locally. A warehouse in Danville, the leading market in the Virginia old bright belt, states that some years ago it borrowed in Richmond as well as locally, but has since discontinued outside borrowing. Warehouses in two of the smaller markets in the North Carolina old bright belt also borrow elsewhere, Durham and Greensboro, N. C., being the points specified as sources of such funds, and a warehouse in another market in that district borrows elsewhere for 5 to 10 days when sales are heavy. In the new bright belt of eastern North Carolina, warehouses in the five markets report that they borrow outside as well as locally, three of them being among the four leading markets in that district. One of the latter specifies Richmond as the additional source of funds and the other that center and Norfolk (on a note expiring Mar. 15 or Apr. 1). One of them, however, purchases considerable tobacco. A warehouse in one of the other two centers states that it borrows elsewhere only when the local bank is "loaded." Warehouses in four markets in the South Carolina belt, which do not loan directly to growers, state that they borrow elsewhere as well as locally, while a warehouse in another market, elsewhere. One authority states that the South Carolina warehouseman in many cases deposits a check on his home bank in Virginia or North Carolina, and against this draws the checks to pay off his sales. He may borrow this sum from his home bank.

In the case of the western districts, warehouses in five burley markets state that their local bank arranges with city banks, chiefly in Louisville and to a lesser extent Cincinnati, for the funds required. Warehouses in three Kentucky western dark markets and in two Tennessee also borrow other than locally, one of the Tennessee warehouses specifying Nashville. Six of the warehouses in these western districts state explicitly that they borrow for fixed periods.

As is the case with loans to the grower and the local store, the bank in the great majority of cases obtains indorsed notes from the warehousemen. Where warehouses are incoporated the officers, directors, or stockholders may indorse. A warehouse corporation in one of the leading markets in the old bright belt borrows for each of its warehouses at the opening of the season on a note (for 30, 60, or 90 days) reading "pay to the order of ourselves," which it indorses. Subsequently, each manager gives his demand note with his own individual indorsement for such additional funds as he needs. A warehouse in the Kentucky burley district states that its stockholders place notes in the

bank, while the warehouse pays the interest on the loan. A few warehouses in various sections report that they borrow on their unindorsed and unsecured note. In many cases collateral is given as either supplementary to, or in lieu of, indorsement. For this purpose real estate, bonds, in particular United States bonds, and bank stocks have been stated to be used, as well as crop liens or growers' notes in the Virginia dark and Clarksville-Hopkinsville districts.

A variety of methods are open to the leaf sales warehousemen with respect to the maturity of his borrowing from the bank in order to obtain the funds with which to pay off sales. Unlike the situation with respect to borrowings to obtain funds for direct advances to growers, which are entirely for fixed periods, practice accordingly is exceedingly complex. Arrangements may be made at the opening of the sales season for a loan sufficient to cover approximate requirements, and a note given for this amount for a fixed period of time, or else the amount may be obtained in several stages. Thus a warehouse in one of the largest markets in the Virginia old bright belt states that the regular amount of $15,000 borrowed at the opening of the season was divided the past season into three lots of $5,000 each, and $5,000 was merely borrowed at first, then another $5,000 when it was found necessary, and finally a third $5,000, making loans of $15,000 in all outstanding. This practice in fact points to one of the difficulties inherent in financing the leaf sales warehouseman. His requirements fluctuate greatly during the season, according to the amount of sales, as well as considerably from day to day within any given week. In fact, after the period of heaviest sales, buyers will be withdrawn from the eastern markets and shifted to the western districts, and sales will be small in the eastern markets for some time prior to the close of the season. Moreover, the warehouseman expects, as the commissions which he receives for selling the tobacco accumulate, that he will not find it necessary to borrow for some time prior to the closing of the market.

The length of time for which the warehouseman's notes are made accordingly varies somewhat with the size of the market, although 60-90-day notes are most frequent. Some warehouses, however, make 30-day notes, while some borrow for from four to six months. The latter maturities will naturally not be employed where the season is short, as in the South Carolina belt, where borrowing occurs, it is stated, from July 1 to September 15. Borrowing in the eastern districts will occur earlier than in the west, in accordance with the difference in the sales seasons, borrowing in the Kentucky burley district, for example, being stated by several warehouses to take place from December 1 or January 1 to April 1 or 15. The same warehouse in some cases may give notes of several different maturities, such as 15 and 30 days or 60 and 90 days, according to its requirements. The maturity of the note in certain cases may be merely nominal, as the warehouseman may take it up when he is able before the maturity date (interest being rebated), or, on the other hand, may have it extended if he finds this necessary.

It may be observed that the problem of providing for a volume of accommodation fluctuating in amount from day to day is substantially similar in many ways to that of certifying broker's loans in New York, which was raised some years ago. In that case arrangements were made daily between the broker and his bank for his probable requirements in place of the former practice of overcertification. The overdraft might be used for the warehouseman's requirements. Thus one bank in a market in the Virginia old bright belt states that it simply agrees to take care of daily sales and then charges interest on all overdrafts. Two warehouses in one of the western dark districts state that they employ overdrafts, which they settle each Saturday, on which day buyers pay them. Demand notes may be given instead from time to time as required, or notes for very short periods, such as one, two, three, or up to six days. In a market in the Virginia old bright belt where weekly settlement prevails, the warehouse gives its note each week. More frequent, however, is a combination of borrowing for a fixed period at the opening of the season, with temporary borrowing later, when sales are heavy, for exceptional requirements. The former then gives a working balance, such as, e. g., $7,000, $10,000, $15,000, or $20,000, varying according to the amount of sales. The additional borrowing may take a variety of forms. A straight overdraft may be used or else a demand note or a note running several days may be given. One warehouse in the South Carolina belt states that, in addition to its borrowing at the opening of the season, it gives "what is known as an overdraft note, paying interest on all overdrafts at the end of each month." By means of this combination of fixed periods and temporary borrowing there is a closer adaptation of the amount of borrowing to the actual needs of the warehouseman. A similar result is achieved in one of the leading markets in the North Carolina new bright belt, where one warehouse gives the bank a note for $25,000 or $30,000 at the opening of the sales season, but pays interest each month merely on whatever part of this sum it has used, while, if it has overdrawn, it is charged interest also on the overdraft. Only in very rare instances, however, does this practice prevail, and practically all the warehouses making notes for fixed periods pay interest on the face of the notes. It may be remarked that a warehouse in one of the leading markets in the North Carolina new bright belt, in which the buyer of tobacco pays the bank rather than the warehouseman, states that whereas several years ago the bank required it to borrow $10,000 to $15,000 at the opening of the season this is no longer required.

The warehouseman at times has tobacco on hand, which he has bought, due to the fact that he himself bids in order to obtain the best price for the seller. The usual practice is either to ship the tobacco to a larger market (in the event that it is bought on a smaller one) or to resell it shortly, say the next day. The amount of tobacco purchased in this manner is small. Many warehouses stated that no tobacco was bought. The percentage estimates which have been obtained from houses which thus purchase tobacco ranged from 1 per cent to 30 per cent in the case of individual warehouses. The latter figure was found in only a few cases, and some of the higher percentages were reported by those who made it a regular practice to buy tobacco on their own account. By far the most frequent percentage reported was 10. No conspicuous difference on the whole is apparent between the larger and smaller markets with respect to the prevalence of the practice. The warehousemen themselves by no means favor the practice in all cases, as is evident from the following statement of a warehouseman in the North Carolina new bright belt:

"It, in my judgment, is the only liability in the warehouse business, and if it could be eliminated it would benefit the business from all standpoints, * * * as it helps the farmers very little and often breaks the warehouseman. This very practice caused the warehouse business a loss of at least $7,500 to $10,000 in—— this year, with the market only selling 6,000,000 pounds."

The percentage of the crop which is so purchased and the difficulty experienced by the warehouseman in disposing of his purchases has been increased during the 1920 season because of the general conditions existing.

The tobacco purchased in this manner in general does not provide a considerable financing problem. The warehouseman, however, may not find it possible in all cases to dispose of this tobacco promptly, and at the close of the season may find himself with a stock on hand, often of low grade. He may then borrow from his bank (usually the one which pays off his sales, states a South Carolina warehouseman), which he does either on an indorsed note or by placing the tobacco in public storage and using the warehouse receipts as collateral. These notes may run for from two to six months, states the South Carolina warehouseman just quoted. Very rarely, however, is a warehouseman also an active purchaser of tobacco. This varies somewhat, of course, between the different districts. Thus some burley warehousemen say that the warehouses purchase freely, although one remarks that most articles of incorporation prohibit speculation in tobacco. The number stating that they purchase tobacco in the eastern district is very small, although in a few cases warehousemen are also interested in separate firms of leaf tobacco dealers. In connection with regular leaf tobacco purchases, however, the leaf sales warehouseman faces merely the same financial problems as confront the regular leaf tobacco dealer, which will be indicated in the next section.

## PRODUCTION AND WORKERS

German cigarette manufacturers, in 1913, employed 170,000 men and women. Now they employ 200,000. In 1902, Germany consumed 2 billion cigarettes, in 1910, 11 billion and in 1920, 33 billion, according to statistics published by the Finance Ministry. These figures seem to show that the productivity of cigarette factories has increased enormously or that a large proportion of cigarettes consumed in Germany was imported from other countries. Both factors, probably, contributed to the result. Germany's cigar industry, in 1913, employed 150,000 men and women, in 1920 only 100,000. While there is a 33 per cent reduction in the number of workers, there is a 60 per cent decline in production of cigars, as shown by the books of the tax department. Perhaps the production was larger, a considerable part of the production paying no taxes, which is always the case when taxes are very high. However, it is contended that a large number of former cigar smokers have returned to the pipe, for economic reasons.

## A NEW DEAL IN RUSSIA

The Russian government no longer supplies tobacco to cigar and cigarette manufacturers. Consequently, manufacturers have to do their own buying. But the government still prescribes the prices to be charged for the manufactured article. The price has been fixed at 92,000 to 286,000 roubles per 1,000 cigarettes, and 20,000 to 115,000 roubles per pound of tobacco.

## THE NEW DUTCH TAX LAW

The new tobacco tax enacted by the legislature of Holland will take effect March 1. Dutch cigar manufacturers will be hit very hard, it is claimed. Thousands of small manufacturers expect to be forced out of business. Producers making their cigars "at home" will be unable to comply with the requirements of the new law.

## SMOKING IN CHURCHES

The churches on Manhattan Island in the very early days were not heated, says Gas Logic. It is related that the "half-frozen dominies preached with heavy knit or fur caps pulled over their ears, and wearing mittens." Both men and women carried muffs and wore them in church, and the head of the family, when he felt so inclined, smoked his pipe.

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| American Sumatra Pfd. | 55½ | 62 |
| American Tobacco | 140 | 140½ |
| American Tobacco "B" | 136½ | 137 |
| American Tobacco Pfd. | 101 | 101⅜ |
| Consolidated Cigar | 19¼ | 20¼ |
| Consolidated Cigar Pfd. | 46 | 48 |
| General Cigar | 68¾ | 69 |
| General Cigar Deb. Pfd. | 99 | 100 |
| General Cigar Pfd. | *100½ | 102¼ |
| Liggett & Myers | 157 | 160 |
| Liggett & Myers "B" | 155 | 160 |
| Liggett & Myers Pfd. | 111 | 113 |
| Lorillard, P. | 152 | 153 |
| Lorillard, P. Pfd. | 111 | 115 |
| Tobacco Products | 63½ | 64 |
| Tobacco Products Pfd. | 90 | 94 |
| United Cigar Pfd. | 110½ | 114 |
| United Retail Stores | 53¼ | 53⅜ |

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| American Cigar Pfd. | 83 | 87 |
| American Mach. & Fdy. | 220 | ... |
| American Tobacco Scrip. | 123 | 127 |
| Bayuk Bros. Pfd | 80 | 90 |
| British-Amer. Tob. Co. | 13 | 14 |
| Conley Foil | 10 | 13 |
| Eisenlohr & Bros. Com. | 60 | ... |
| Eisenlohr & Bros. Pfd. | 90 | 94 |
| Geo. W. Helme Com. | 195 | 205 |
| Geo. W. Helme Pfd. | 104 | 108 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 10½ | 11½ |
| International Cigar Mach. | 15 | 25 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 104 | 107 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com. | 28 | 32 |
| Philip Morris | 10½ | 12½ |
| Porto Rican A. T. Co. | 55 | 63 |
| Porto Rican A. T. Scrip. | 75 | 85 |
| R. J. Reynolds "A" | 60 | 70 |
| R. J. Reynolds "B" | 38½ | 40½ |
| R. J. Reynolds Pfd. | 108½ | 110½ |
| Schulte Retail Stores | 33 | 36 |
| Tobacco Prod. Export | 5 | 6½ |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 130 | 145 |
| Universal Leaf Com. | 120 | 126 |
| Universal Leaf Pfd. | 100 | 126 |
| United Profit-Sharing | 1¾ | 2¼ |
| U. S. Tobacco W. I. | 44 | 49 |
| Weyman-Bruton Com. | 178 | 185 |
| Weyman-Bruton Pfd. | 104 | 108 |

## Tobacco Securities

By Marketwise

TUESDAY MORNING, Feb. 21.—Even though the solution of the bonus bugaboo is not in sight at the present writing, traders seem to have taken heart and a better tone was manifested during the week. During the next few weeks the annual reports of the bulk of the tobacco companies will be published; those that have already appeared, such as George W. Helme and Weyman-Bruton, indicate that the critical deflation period of 1921 was passed in good shape. The retail part of the business has felt the tendency toward lower prices more than the manufacturing end as is shown in the report of United Cigar Stores which showed $11.51 per share net on the common as compared with $14.33 for 1920.

The figures reached and net changes for the more active of the listed stocks are as follows:

| | | |
|---|---|---|
| American Snuff | 132¾ | +13¾ |
| American Sumatra | 25½ | + 5/8 |
| American Tobacco | 136 | + 2⅛ |
| American Tobacco "B" | 135¾ | + 5¾ |
| Consolidated Cigar | 19⅝ | + ⅜ |
| General Cigar | 67¼ | — ¾ |
| Liggett & Myers | 158 | + ½ |
| P. Lorillard | 151¼ | — ¾ |
| Tobacco Products | 63⅜ | + ⅝ |
| United Retail Stores | 54 | + ¼ |

The large gain by American Snuff is not explained by any particular new developments; this stock has always been an investment issue and the excellent reports of its two leading competitors brought about the realization that the stock was selling out of line with a resultant accumulation of buying orders.

The end of the climb in American Machine & Foundry is not in sight and with little stock having changed hands, the bid has advanced twenty points.

Considerable MacAndrews & Forbes has come into the market without any buying in quantity and if the forthcoming annual report is what is expected the stock seems very cheap.

Another unlisted stock that has been heavy is Porto Rican-American but inasmuch as the annual report will probably show a considerable deficit this is not surprising. The small capitalization of the company and its proven earning power would indicate that at present levels the stock is a good speculation.

## A. T.'s Annual Meeting

For the purpose of the Annual Meeting of the stockholders of the American Tobacco Co., to be held on April 5, the transfer books of both the preferred and common stock of the company will close at the close of business March 10, and reopen at 10 A. M., April 6.

## British-American Dividend

The British-American Tobacco Co. announces that at a meeting of the Board of Directors held at London, it was decided to pay an interim dividend of 4 per cent free of British income tax on the ordinary shares on March 31. Coupon No. 90 must be used for dividend. All transfers received in order at London on or before March 10 will be in time to be passed for payment of dividend to transferees.

### Weldon Cigar Co., Inc.

MINNEAPOLIS, Minn., Feb. 18.—The Weldon Cigar Co. has been incorporated; capital stock, $10,000. Incorporators, J. H. Cohen, Louis Walhnson and Mrs. Anna Beskin.

## American Tobacco May Earn $18 a Share

American Tobacco was one of the features of the market during the fourth hour, the A stock getting above 139 and the B above 136. The annual report for 1921 is expected to show in the neighborhood of $18 a share for nearly $90,000,000 of common stock. This is a truly wonderful showing, in view of the fact that in 1915 American Tobacco earned only $20.05 on $40,242,400 of common stock, which was the total amount of the junior issued then outstanding. The new issue, which brings it up to nearly $90,000,000, is a B stock, most of which was distributed as a stock dividend. In other words, American Tobacco earnings applicable to the junior issue have increased approximately 100 per cent in the last seven years.

## Weyman-Bruton Reports $19.27 a Share on Common

The Annual report of Weyman-Bruton Co. for year ended December 31, shows net earnings after all charges and federal taxes of $1,873,231, equivalent after deduction of preferred dividends to $19.27 a share earned on the $7,948,520 common stock, as compared with net of $1,805,535, or $22.30 a share on the $6,623,800 outstanding common stock in 1920.

Income account for the year 1921, compares as follows:

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Net earnings* | $1,873,231 | $1,805,535 | $1,727,205 |
| Preferred dividends | 341,341 | 328,216 | 328,216 |
| Common dividends | 662,360 | 662,360 | 662,300 |
| Surplus | $869,530 | $814,959 | $736,689 |
| Transferred to surplus† | 1,250,000 | ..... | ..... |
| Previous surplus | 2,634,761 | 1,819,802 | 1,083,113 |
| Total surplus | $4,754,291 | $2,634,761 | $1,819,802 |
| Stock dividend common | 1,324,720 | ..... | ..... |
| Profit and loss surplus | $3,429,571 | $2,634,761 | $1,819,802 |

*After all charges and federal taxes.
†Transferred from provision for advertising.

Balance sheet of the Weyman-Bruton Co., as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| R E & mach. | $6,695,773 | $6,474,701 | $6,220,066 | $5,952,040 |
| Stk. sup., etc. | 4,717,064 | 6,073,496 | 3,932,761 | 4,034,966 |
| Securities | 1,537,208 | 904,516 | 2,816,627 | 2,707,214 |
| Bills and accounts receivable | 7,430,951 | 6,289,434 | 5,975,244 | 4,739,620 |
| Cash | 1,318,190 | 1,380,575 | 1,040,408 | 1,066,611 |
| Total | $21,699,186 | $21,122,722 | $19,985,106 | $18,500,451 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Pfd. stock | $4,938,800 | $4,688,800 | $4,688,800 | $4,688,800 |
| Com. stock | 7,948,520 | 6,623,800 | 6,623,800 | 5,520,000 |
| Pf. div. pay. | 86,429 | 82,054 | 82,054 | 82,054 |
| Com. div. pay. | 165,590 | 165,590 | 165,590 | 138,000 |
| *Reserve | 2,585,486 | 3,605,170 | 3,568,471 | 3,346,788 |
| Bills and accounts payable. | 2,544,789 | 3,322,547 | 3,036,589 | 3,641,696 |
| Surplus | 3,429,572 | 2,634,761 | 1,819,802 | 1,083,113 |
| Total | $21,699,186 | $21,122,722 | $19,985,106 | $18,500,451 |

*Provision for advertising, insurance, discounts, real estate, machinery, fixtures, taxes, etc.

## Had Prosperous Year

The American Tobacco Co.'s sales reached new high of $155,700,000, and it is expected that net, after taxes, charges and preferred dividends, will be between $17 and $19 a share on the 895,426 shares of common and common "B" compared with $13.38 in 1920.

During the year, the American Tobacco Co. paid off $3,333,000 of its 7 per cent serial notes, bringing total outstanding down to $13,334,000. At the close of the year there was no floating debt except accounts payable, compared with bank loans of $10,000,000 at the end of 1920.

It is estimated that Liggett & Myers Tobacco Co., after taxes, charges and preferred dividends, will show net equivalent to better than $20 a share on the 322,296 shares of common and common "B" and result may run close to $24 a share. In 1920, net was equivalent to $18.68 a share. December 1, $20,000,000 three-year 6 per cent notes were paid off.

P. Lorillard Co., it is expected, will show, after taxes, charges and preferred dividends, a balance equivalent to between $17 and $19 a share on the 303,047 common shares, compared with $18.98 in 1920.

## Consolidated Cigar Corp. Leases New Quarters

The Consolidated Cigar Corporation has just closed a lease for the entire seventeenth floor in the new Heckscher Building, Fifth avenue and Fifty-seventh street The lease, which is for a term of over nineteen years, involves an aggregate rental of about $400,000. The Consolidated Cigar Corporation has acquired cigar manufacturing interests controlling an annual output of approximately 225,000,000 cigars, and through recent purchases and increased sales, has an output capacity to-day of approximately 400,000,000 cigars a year which it manufactures in twenty-five factories located in New York, New Jersey, Ohio, Michigan and Florida.

### Borsh & Co., Inc.

RACINE, Wis., Feb. 18.—Borsh & Co. dealers in tobacco, etc., have been incorporated; capital stock, $5,000. Incorporators, J. Borsh, M. Rashen and F. Borsh.

### American Tobacco Co.'s Gold Bonds

Notice is given that the transfer books of the registered 6% gold bonds of the American Tobacco Co. will close at the close of business March 15, for the payment of interest thereon due April 1, and re-open at 10 o'clock A. M. on April 3.

### New American Sumatra Director

Thomas F. Thornton was elected a director of American Sumatra Tobacco Co. to succeed Sidney H. March, of Ladenberg, Thalman & Co. who resigned. Annual meeting of stockholders was held in Atlanta, Ga. Other directors were re-elected.

## Am. Tobacco Co. Pfd. Div.

A dividend of 1½ per cent has been declared upon the preferred stock of the American Tobacco Co., payable April 1, to stockholders of record at the close of business March 10.

## Wall Street Tobacco Crop

DOVER, Del., Feb. 18.—The Wall Street Tobacco Corporation has been chartered under the laws of Delaware, by William Cary, Sydney Lyder and William Recker, of New York. The capital stock is $1,000,000.

### Sussman Bros., Inc.

EAST ST. LOUIS, Ill., Feb. 18.—Sussman Bros., 416 St. Louis avenue., dealers in cigars and confectionery, have been incorporated with a capital of $50,000. Incorporators are David, Herman and Mike Sussman.

## Clarksville Average, $16.52

CLARKSVILLE, Tenn., Feb. 18.—Sales for week ending Friday, 495,995 pounds; average per hundred, $16.52. Season's sales, 4,304,570 pounds; average, $16.88.—J. F. SMITH, supervisor of sales.

## United Retail Stores Corp. Earns $4.33 a Share

The annual report of the United Retail Stores Corporation, for the year ended December 31, 1921, shows net income, after federal taxes, of $3,435,514, equivalent to $4.33 a share earned on the 633,100 shares of Class A common stock and 160,000 founders' shares. This compares with $4,784,239, or $6.03 a share, in the preceding year.

Income account for the year 1921 compares with eleven months ended December 31, 1920, as follows:

| | 12 Mos. End. Dec. 31, '21 | 11 Mos. End. Dec. 31, '20 |
|---|---|---|
| Net profits | $3,534,409 | †$5,705,056 |
| Federal tax reserve | 98,895 | 920,817 |
| Net income | $3,435,514 | $4,784,239 |
| Dividends | ‡3,564,351 | 3,685,172 |
| Deficit | 128,837 | *1,099,067 |
| Previous surplus | 4,130,352 | 3,031,285 |
| Profit and loss surplus | $4,001,515 | $4,130,352 |

*Surplus.
†Includes stock dividends paid out of earnings of subsidiary companies.
‡Three quarterly dividends of $1.50 a share on common stock outstanding.

Balance sheet of United Retail Stores Corporation as of December 31, 1921, compares as follows:

| | Dec. 31, '21 | Dec. 31, '20 | Jan. 31, '20 |
|---|---|---|---|
| **Assets** | | | |
| Stock in other companies | $39,212,040 | $42,304,557 | $29,727,150 |
| Cash | 544,051 | 697,201 | 4,596,113 |
| Accounts and bills receivable | 581,006 | 520,431 | 28,513 |
| Deferred assets | 68,350 | 87,292 | 89,870 |
| Total | $40,405,447 | $43,609,481 | $34,441,646 |
| **Liabilities** | | | |
| Preferred stock | $1,000 | $1,000 | $1,000 |
| †Common (class A) stock | 32,653,972 | 32,653,572 | 28,917,450 |
| ‡Common (founders' shares) stock | 800,000 | 800,000 | 800,000 |
| Accounts and bills payable | 1,611,953 | 5,030,453 | 8,574 |
| Interest payable | 49,744 | 72,938 | 8,289 |
| Dividends payable | 1,188,312 | ..... | 1,675,047 |
| Reserve for taxes accrued | 98,950 | 921,166 | ..... |
| Surplus | 4,001,516 | 4,130,352 | 3,031,285 |
| Total | $40,405,447 | $43,609,481 | $34,441,646 |

†Represented by 633,100 shares, no par value.
‡Represented by 160,000 shares, no par value, for which $5 per share was paid.

## United Cigar Stores Co. Shows $4,101,656 Net After Taxes in 1921

The United Cigar Stores Co. of America has issued its annual report for the year ended December 31, 1921, showing net income after federal taxes of $4,101,656 equivalent after deduction of preferred dividends to $11.51 a share earned on the $32,865,348 outstanding common stock. This compares with $5,029,005, or $14.33 a share in the previous year.

Consolidated income account of the United Cigar Stores Co. of America and subsidiaries, for year 1921 compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Net profits | $4,901,656 | $6,004,005 | $5,921,368 | $5,010,204 |
| Floor taxes | ..... | ..... | 584,889 | ..... |
| Estimated Federal tax | 800,000 | 975,000 | 900,000 | 1,000,000 |
| Net income | $4,101,656 | $5,029,005 | $4,436,479 | $4,010,204 |
| Preferred dividends | 316,890 | 316,890 | 316,890 | 316,890 |
| Common dividends | 3,942,426 | 492,744 | 2,852,010 | 2,308,770 |
| Deficit | $157,660 | †$4,219,371 | †$1,267,579 | †$1,384,544 |
| Previous surplus | 4,275,651 | 5,759,628 | 5,067,761 | 3,683,217 |
| Stock common dividends | ..... | 5,703,348 | ..... | ..... |
| Tax adjustment | ..... | ..... | *575,712 | ..... |
| Profit and loss surplus | $4,117,991 | $4,275,651 | $5,759,628 | $5,067,761 |

*Additional federal taxes for 1918. †Surplus.

Consolidated balance sheet of the United Cigar Stores Co. of America and subsidiaries, as of December 31, 1921, compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| **Assets** | | | | |
| Real estate, leased, etc. | $4,754,807 | $4,448,092 | $4,315,755 | $4,293,416 |
| Trade marks, good will, etc. | 21,400,000 | 21,400,000 | 21,400,000 | 21,400,000 |
| Stocks and bonds | 475,067 | 493,652 | 1,278,266 | 1,599,421 |
| Stock for empl. profit sharing | 671,076 | 1,357,176 | 1,389,888 | 388,178 |
| Cash | 5,008,152 | 4,575,685 | 4,776,593 | 2,984,945 |
| Accounts and bills receivable | 2,111,631 | 1,910,964 | 1,339,641 | 1,341,645 |
| Merchandise and supplies | 10,399,189 | 13,253,300 | 12,632,140 | 13,270,899 |
| Furniture, fixtures and equipm't | 4,365,548 | 4,050,353 | 3,218,335 | 2,875,567 |
| Improvements to leased estate | 4,375,863 | 4,197,481 | 1,381,885 | 897,336 |
| Rent paid in advance | 1,096,324 | 1,095,803 | 654,129 | 136,499 |
| Unexpired insurance, etc. | 149,061 | 205,232 | 70,885 | 72,899 |
| Total | $54,806,718 | $56,987,738 | $52,457,517 | $49,260,805 |
| **Liabilities** | | | | |
| Preferred stock | $4,527,000 | $4,527,000 | $4,527,000 | $4,527,000 |
| Common stock | 32,865,348 | 32,865,348 | 27,162,000 | 27,162,000 |
| Accounts and bills payable | 7,964,762 | 9,561,322 | 8,921,549 | 7,519,947 |
| Rents receivable in advance | 740,689 | 474,219 | 157,613 | 77,460 |
| Reserve for Federal tax, etc. | 905,251 | 1,041,102 | 976,725 | 1,046,974 |
| Reserve for dividends | ..... | 492,745 | 1,629,720 | ..... |
| Previous surplus | 3,685,677 | 3,750,351 | 3,323,281 | 3,859,663 |
| Surplus | 4,117,991 | 4,275,651 | 5,759,629 | 5,067,761 |
| Total | $54,806,718 | $56,987,738 | $52,457,517 | $49,260,805 |

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# Cold Winds Blow Up-State Prosperity to Pieces

## Perhaps Back-Draught Started in Troy, Hey?—Inbetween Us Steeves Has Remedy—Tom Gray Ain't so Grey—Dan Whistles When He Can—Ben at Bennington—This Herold Comes from Utica—Which Edwards?—Dave and Izzie.

NEW YORK STATE CAPITOL DISTRICT,
Week-of-Chills, 1922.

"Oh, you may have been right, Sam, for once in your life," grudgingly admitted Jim Stubb, pacing up and down, up and down, the wholesale warerooms o' Stubb & Ash, Inc., tobacconists to 1001 open accounts—wide open. "S'pose Piker & Co. did go to the wall—it's all due to this fierce weather, and no business!"

"Only last week, unnerstan me, yuh should stand right there an' relate how things was pickin' up, an' exactly how much stock this here Piker & Co. had in that there Federal Reserve Bank, y'unnerstan!" recalled Sam Ash bitingly, balancing off the bankrupt account with the beautiful ink o' carmine, always used on such occasions for crepe. "Even if this here weather is responsible, how then should we collect it yet one cent from the weather man?"

### Cut Out the Cats and Dogs!

"Why, eliminate the barnacles in the business!" proposed E. E. Steeves, high-cockalorum for Kraus & Co., Baltimore and Inbtween. "Enact that license tax! Make every legitimate dealer pay such a revenue that only the real cigar stores survive!

"All this selling of goods to wops and folk outside the trade should cease! Why should a very small merchant, who has no connection with the cigar business, sell our merchandise? Why should a shoe store sell bananas? They don't! No more reason, then, that a picayune retailer of general merchandise should ruin our trade with cut-prices and inferior-kept stock!

"Wipe 'em out with a license-tax large enough to guarantee decent dealers a living—not merely an existence! An analysis of our trade will evidence that there are now too many outlets. Too many so-called merchants selling cigars and cigarets in a haphazard manner.

"My line, for instance, goes to gentlemen of discrimination. They want Inbtweens in good condition. How can they expect this in a fly-by-night grocery store? Or a corner newsroom? Cigar merchants, who know the game, are far too few, even now. But the other sort, those who pretend to sell everything from a pint o' peanuts to a good smoke, are not capable of merchandising cigars, a perishable product, in A-No. 1 shape, fit for the discerning smoker.

"Well, getting back to things as they are, I will say that Inbtweens are back to five-cents from the high-mark o' seven. Jobber C. L. Hulett, in Troy, is our local distributor, and after I see him I shall endeavor to make a run thru to Buffalo."

### Three Score Ten—And Better!

"Also on my way," indicated Tom Gray, still not so very grey after registering 74 years of life with the Committee on Vital Statistics. "Came through from Key West, this time. New House, too. Got out of the old firm, Ruy-Lopez, on Dec. 20. Back in the business Jan. 6, with the Havanna Production Co., N'Yawk and Florida.

"Was with Garcia-Pando for fifteen years, you know. Then six more with Lopez, 'til they retired from business. Guess I'm one of the landmarks of the trade, now. Anyway, I'm still selling cigars, business rotten or good—no matter. Times like this I've weathered many, many times. It could be much worse. It could be a whole lot better!"

### Dan Whistles to a Dentist!

"Just what I thought, exactly!" smiled Dan Mahoney, keeping his Park & Tilford cigar shebang right under his wing, and far, far away from the reclining, but not declining, Hot Chair Club. "At least I thought it was terrible in Troy—until I saw my dentist.

"Funny thing about that. Here I come half-way around the United States to see a Troy dentist. Why? Well, simply for the same reason that a customer comes out of his way to you, perhaps, for one of my Telegrafo or Favorita cigars. And he goes away whistling! Or he should anyhow!

"Painless Parker had a place in New York one time. Maybe he's there yet, for all I know. And a number of signs along the straight road to Coney Island used to advertise Painless Parker on the one side, and a grinning faceful o' teeth, a la Roosevelt, on the other side. That other face spoke for the Steeplechase, where you could whistle or smoke, suit yourself! After a visit to a dentist, I always feel more like the hollow end of a whistle than I do anything else I know of. But I can sell cigars, even if I can't smoke any today!"

### Ethan Allen Surrenders at Last!

"Well, I hope to sell more cigarets!" piped up Ben Ennis, lighting another Fatima whilst he awaited his call for the Green Mountain Limited. "In fact, I've simply got to sell more cigarets! For, starting last week, I am now the accredited and sole representative-in-charge o' sales for the Liggett & Myers Tobacco Co.'s cigaret division in Vermont.

"Yes sir, I go to Burlington to wrastle around a bit with the shades o the Green Mountain Boys. Two men will be allotted to my crew for the Lake Champlain voyages. And I must re-take the Bennington battlefield and all that historical domain o' Ethan Allen, Esquire, for the account o' Fatima, Chesterfield, and Piedmont cigarets.

"Of course I leave the Capitol District crew and Cap'n Doyle with sincere regrets. My promotion, I hope will not enlarge the six-and-seven-eighths, which I now wear, and I hope to see each and every member of the Hot Chair Club upon semi-occasional intervals.

### Utica Heralds a Herold!

"Here's another chap dropping in to see us for an interval," announced Jim Stubb, opening up the latest edition of the U. S. mail. "It's Que Placer Herold, and he says he'll be here this week, all the way from Utica for the Metropolitan Tobacco Co. He writes on form-246, I notice, and I believe his order sheets also have a form-number."

### Telephones Are Quicker!

"Been sending in a few order-forms myself," hinted M. A. Schuster, coming in from Schenectady (can-you-spell-it?) with his L. W. Killeen duplicates and triplicates visible in his right ulster pocket. "Fact is, we wired the Congress Cigar Co., of Philadelphia, last night to rush out 100,000 La Palinas.

"Forty-five thousand of this has been placed right here in the Capitol District in very small distribution. Other fifty-five thousand fills large shipments. But all we ask for is a try-out. This isn't the time to overload a man with stock he can't sell—he must have a live one like La Palina!"

### Was It Edwards O'Princeton?

"Some such remark. Edwards, also made it about R-B cigars!" quoted Sam Ash, tossing up a cent to see whether he'd eat at a one-arm lunch or a four-legged table. "Yeh, he was here this week, y'unnerstan, talkin' about puttin' R-B's back where they were two or three years ago when he had this here territory.

"An' Edwards ain't lost an ounce, either! Still just as slimber as his namesake, Big Bill Edwards, O'Princeton. Some people thinks theys both the same feller, but Edwards says he aint, an' he should know, anyway!"

### Dave Harum Loses His Licker!

"So should Izzie Einstein know when he smells booze!" insisted Jim Stubb, going back to his seat in the Hot Chair Club for another chummy snooze. "Anyhow, Izzie passed through Albany one day last week, pulling at the leash, with his nose to the snow.

"And he got so far as Homer, N. Y., near Syracuse, before he sniffs around satisfied, and puts up a howl. But before he howls real loud, Izzy and his friend Moe Smith, walk into the David Harum Hotel and register as transient cigar salesmen.

"Quite intimate they got with Harry Cortwright, boniface of the house, talkin' about Ed Westcott. They recalled how Wescott come to make Homer famous with his Dave Harum story, and how the great hoss trade was pulled off with so much success to the town and the tale.

"Then Harry he showed Izzy and Moe all over the hotel, pointin' out a room in the rear marked 'Quarantine.' This room, Harry said, had a guest o' the house with influenza, and everyone was warned to stay out.

"But Izzy and Moe had both had the flu, so they wasn't afraid. Anyway, they went in to see the patient. He wasn't there. Gone out to get a drink, Harry thought. But Izzy and Moe thought different. For, in all their experience as cigar salesmen for the Prohibition Commissioner, neither Izzy nor Moe had ever seen so much licker piled up in any one room for a man sick with the flu!

"It was on the floor. It was on the chairs. It was in the bed. It was everywhere! So Izzy looked at Moe, and Moe looked at Harry, and Harry he looked sick himself! Sick or not, though, Izzy said something to Moe, and Moe said something to Harry, and the details of the story Harry was tellin' about Dave Harum was all completely forgot in the excitement o' luggin' Harry off to the nice, white-washed jail, over there in Cortland, where cigar salesmen are sometimes called cops!"—THE SMOKER.

## TIN GROWS IN POPULARITY

### Tindeco Makes Nearly Million and Half Cigar Boxes in 1921 for Bayuk Bros.

The increasing popularity of decorated tin cigar boxes and their effectiveness in keeping cigars in prime condition after they are packed, is attested by many cigar makers.

During 1921 Bayuk Brothers packed more than fifty-two million cigars in 1,465,000 tin boxes, made by the Tin Decorating Company of Baltimore.

Among the brands marketed in this way were Coiner, Havana Ribbon, Mapacuba, Philadelphia Hand Made, Prince Hamlet and Royal Star.

## D. Emil Klein Co. to Make Lawrence Barrett

D. Emil Klein Co., of 438-40 East 91st street, New York, is now operating in its new factory. One of the cigar brands which the corporation will turn out is the Lawrence Barrett, an excellent Sumatra wrapped seed and Havana cigar, formerly made by Bondy & Lederer. Another high grade house brand of similar blend will be the Smokecraft, formerly made by A. L. & M. L. Kaufmann. But the D. Emil Klein Co. is to specialize on private brands.

Herminio Madera
ALONSO RIERA & CO.
PACKERS OF
Porto Rico Leaf Tobacco
Importers and Exporters
*The Tobacco Palace*
SAN JUAN, PORTO RICO

# NEW YORK
## Doings and Sayings
## Goings and Comings

### A Business Visitor

Harry Lewis, of Milwaukee, Wis., was a recent arrival in New York.

* * *

### A Little More Doing

H. Anton Bock & Co., cigar manufacturers of 1230 Second avenue, report a little more doing.

* * *

### Business Picks Up

Louis Ash & Co., cigar manufacturers of 430 East 59th street, find business picking up a little.

* * *

### Slightly Better

The American Exchange Cigar Co., of 1059 Third avenue, reports some improvement in business.

* * *

### Rothenburg Looks Us Over

Al Rothenburg, of Rothenburg & Schilless, Kansas City, was in town Monday on a business visit.

* * *

### Here from Ohio

Cohn Brothers, of Lima, Ohio, manufacturers of the San Alto cigar, were down in the leaf district on Tuesday.

* * *

### Stern Takes a Look

S. Stern, of Baltimore, manufacturer of the Flor de Penmarva cigar, was in town on Tuesday looking over the leaf district.

* * *

### Back from the South

J. W. Brockman, of Manus, Muller & Co., Inc., leaf dealers of 152 Water street, has just returned from a trip through Maryland and Pennsylvania.

* * *

### Off for Lancaster

E. S. Brill, leaf dealer of 173 Water street, visited Lancaster and York Counties last week and plans another visit, leaving New York Sunday next.

* * *

### Tobacco Shortage

Leaf men who have been looking over the crop report a lack of good tobacco in the market. There is also, they say, a decided shortage of Havana tobacco of the 1921 crop.

* * *

### Popper Gets Home

E. Popper, of E. Popper & Co., cigar manufacturers at 1510 Avenue A, returned to New York last Thursday after a successful trip through the West. Business with the firm is picking up.

* * *

### Still Cheerful

S. H. Furgatch, of S. H. Furgatch & Co., 1414 Avenue A, is still optimistic concerning the prospects for the year. Considering the way the orders are coming in, he cannot be criticised for the attitude.

* * *

### Everlastingly At It

Jerome Kohlberg, of E. L. Kohlberg & Son, 144 Water street, is off on a trip through the south. Leonard Jacoby, of the same firm, is traveling through New York State. Business with this house is reported as better.

* * *

### North and South

George M. Beyea, of S. Ruppin, Inc., leaf importer of 26 Burling Slip, left for Canada last Sunday, to be gone two or three weeks. S. Ruppin arrived in Havana last week and expects to remain in Cuba for three weeks or longer.

* * *

### Loewenthals Keep Moving

Harry P. Loewenthal, of P. Loewenthal & Co., leaf dealers of 138 Water street, was in Bangor, Maine, on Tuesday and Adolph was in St. Louis. S. Weisen was calling on the trade in Philadelphia, while S. M. Stern visited Richmond, Va.

* * *

### Off for the Windy City

E. Kleiner, manufacturer of the Marie Antoinette, at 320 East 63d street, leaves for Chicago today (Thursday) to be gone two or three weeks. He reports business keeping up and points out that he did not shut down even for stock-taking.

* * *

### Worst Is Over

At the office of the Ruy Suarez Cigar Co., 1504 Avenue A, it is considered that the worst is over and that the cigar business is on the mend. Jack Planco is traveling on the Pacific Coast, reaching Los Angeles this week. All the other men are out and are doing fairly well.

* * *

### Levine Goes North

M. A. Levine, of H. Duys & Co., leaf importers of 142 Water street, is scheduled to leave this week on a ten-day trip to Canada. O. P. Butterwick is on his way through Pennsylvania. J. H. Duys is expected to return next week from Belair, Fla., where he has been on a fortnight's vacation.

* * *

### Well Settled

Garcia y Vega, cigar manufacturers, are well settled down in the new quarters in the Calvert Building, 1452 Broadway, and report that business is fair. The firm's salesmen are out and turning in orders. Frank M. Lopez is on his way through the Middle West; Walter Fricker is in San Francisco, and Charles B. Wittrock is in Cincinnati.

* * *

### Lederer Buys for Ambassador Group

J. C. Lederer, cigar manufacturer of 11th avenue, on Feb. 15, took over the buying of cigars and cigarettes for the Ambassador group of hotels. Arthur L. Huebsch remains, as heretofore, manager of the cigar department of the hotels. Ambassador cigars, imported clear Havana, have been reduced in price; the Perfectos, which sold three for a dollar, are now 30 cents each, $27.00 per 100.

* * *

### More Orders Coming In

The Benito Rovira Co., cigar manufacturers of 315 East 62d street, report a slight improvement in business conditions. J. B. Rovira was in Los Angeles on Wednesday and goes thence to San Francisco. He has been sending in a number of good orders for La Confesion cigars. Benito Rovira is in Palm Beach for a few weeks on his way back from Cuba. Maurice Robinson is in Chicago, and R. F. Donovan is on his travels through western Texas.

* * *

### Medalist Keeps Up the Pace

E. A. Kline, manufacturer of the well known Medalist brand of cigars, is still on his travels. He was in Los Angeles last Monday and was headed for San Francisco. He plans to return by way of Kansas City, arriving at his headquarters in the Knickerbocker Building, New York, about the end of March. He is finding business good and is turning in plenty of orders. In Chicago he uncovered a lot of new business and effected a marvellous distribution.

* * *

### Consolidated Is Busy

The Consolidated Cigar Corporation, East End avenue and 81st street, reports that all factories are going full blast. The new president, J. B. Lichtenstein, is well established in his job. The concern will move its offices from the present quarters to the Heckscher Building, 5th avenue and 57th street, soon after the middle of March. An entire floor has been secured for the corporation in this fine new building. Joseph S. Simon, general sales representative, is about to start on a trip through the country, which will take him out some six weeks; he will stop at Chicago, St. Paul, Minneapolis, Omaha and the other large cities in the west.

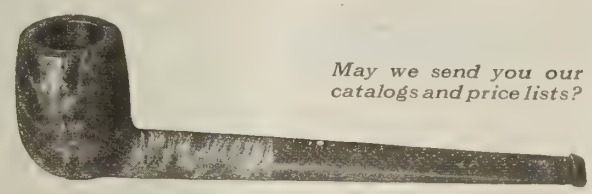
## $25,000 Fire at Madison

MADISON, Feb. 18.—Offices of the Friedman Goldburg Tobacco Packing Co. were damaged by fire causing a loss of $25,000 of which between $2,000 and $3,000 was to the building and $20,000 to the 50,000 bales of the shade-grown tobacco stored in it. About fifty per cent of the tobacco which was worth $40,000, probably will be salvaged it was said.


EVERY MAN IN YOUR CITY
WHO SMOKES

is a prospective customer when you stock Dunhill Pipes. Every requirement, however exacting, is filled by Dunhills. That is their reputation the world over.

A display of Dunhills will do two important things for you — multiply your pipe profits and bring you the finest possible trade for all smokers' accessories.



*May we send you our catalogs and price lists?*

ALFRED DUNHILL
OF LONDON, INC.
295 FIFTH AVENUE
NEW YORK CITY

THE WHITE SPOT

Get acquainted with the sales value of the Dunhill White Spot guarantee

IMPORICO
REG IN U.S PAT. OFF.
(IMPORTED)

Its Size and Price Make the First Sale—
Quality Makes the Others

And it's the others, the repeat sales, the day after day sales that make your business profitable.

Imporico cigars have the three sales making qualities to a marked degree.

First there is a price for every smoker's pocketbook.

Then there is a size for every man's fancy, and every size has the right price—from 15c straight up.

And lastly that unvarying custom keeping quality is there.

Imporico is a cigar to depend on.

*Jobbers write for territory.*

Infanzon & Rodriguez
Factory: Mayaguez, Porto Rico
New York Office: 45 E. 17th St.

Palma Chicos—5½ inches—2 for 25c.

Palma Chicos—5½ inches—2 for 25c.

# The New

Flor de MELBA
The CIGAR SUPREME

# a big increase in quality

## *no increase in price*

Watch the new Flor de Melba sell! Flor de Melbas have always been tremendously popular. But in all of our 45 years of highest quality cigar making we've never seen a cigar that quite meets the desires of all classes of smokers as does this new Flor de Melba.

The tobacco used is selected with the greatest care, direct from the planter's choicest crops—filler, all long Havana—blended and mellowed by a wrapper of the finest leaf that money and 45 years' experience can buy, hand-made by cigar makers who must maintain an average of 98% perfection.

Bigger and better than ever—with the taste and aroma found only in imported cigars—no wonder everyone who has tried the new Flor de Melba calls it

## The Super-Supreme Cigar

Display boxes of the new Flor de Melba prominently in your windows, show cases and on your counters. You will sell more of them than ever before.

**ELEGANTE size 10c., 5 inches long, equal to best "before the war" 2 for 25c. cigars.**

# I. Lewis Cigar Mfg. Co.

**Newark, N. J.**

***Largest Independent Cigar Factory in the World***

***AS A SAMPLE.*** Put boxes of Flor de Melba Minnow sizes at your customers' elbows. At 5c each they will attract buyers and show them the good things they may expect in the larger shapes and sizes.


# St. Paul Retail Dealers Enjoying Good Turn-Over

**Advertised Brands Are Especially Active—Several "Close Out" or "Clean-Up" Sales at Cut Prices Naturally Carry Along Staple Brands and Regular Stocks—Numerous News Notes from a Live City.**

ST. PAUL, Minn., Feb. 17.—General conditions in this market are very fair indeed. Retailers, while they are heavily stocked with merchandise, report a good turn-over, especially on the advertised brands. Several of the down-town storekeepers are still offering cigars at cut prices and these "close-out" or "clean-up" sales naturally effect the sale of more staple brands.

### Sam Houston Brand

The "Sam Houston," in the 10 cent invincible shape, made by E. Kleiner & Co., of New York, are seen in many show cases. They are distributed here by the Fred. L. Striblen Cigar Co.

### Furgatch Brands Going Well

Ed. Wodiska has sent advance cards that he will arrive shortly. Ed., who is now with S. H. Furgatch & Co., of New York, will find the Bouquet de La Ada and Vega Del Ray selling well with those that carry the brands. This will be Wodiska's first visit to the north-west in several years.

### Optimo in Good Hands

Optimo is in the hands of the North Star Tobacco Co., 17 E. 3rd street, the distributors of this popular mild Havana cigar locally.

### The Gates Exhibits

William Gates, who now owns the cigar department at the Hotel St. Francis, shows quite a line of popular brands. In his cases he shows Mi-Hogar, La Palina, Van Dyck, Sonora, San Martin y Leon, El Roi-Tan, Muriel, La Venga, Juan De Fuca and La Fendrich. Years ago Bill operated a high class retail store with his brother Gene on Roberts street, in the heart of the loop.

Lucky Strike cigarette ads. are now appearing in the St. Paul daily papers.

### Introducing Cyrilla

Ed. Stief is here from Chicago making connections for Cyrilla, a clear Havana brand, now made in Tampa by Julius Fernbach & Co. Ed. made this territory for many years when he acted as the Cyro representative for Welcher Bros., of New York.

### A Pall Mall Window

The General Cigar Co.'s retail store at 363 Roberts street shows a very large and nifty "Pall Mall" cigarette window display.

### Special Features

St. Marie Cigar & News Co., 96 5th street, features Romeo-Garcia in several sizes. In clear Havanas Garcia and Vega is one of their leaders. They are also showing the new wonder size of Mungo Park cigars that come foil wrapped and that retail at 2 for 25 cents.

### Now An Open Brand

"Juan de Fuca" Dalton, of the Morgan Cigar Co., Tampa, is here booking orders from the dealers for Juan de Fuca clear Havana cigars. This brand was distributed here for years by W. S. Conrad Co., who recently gave up the agency, and the Morgan Cigar Co. have made it an open brand and are now selling the cigar direct.

### Got Good Orders

Wm. Rosenfield was a recent visitor and left with some fine orders for Charles the Great.

### Damaged by Fire

The popular retail store of R. R. Roberts at 363 Jackson street was badly damaged by fire a few weeks ago. The loss to the Roberts Co. was about $3,000.

### Muriel Change Mats

On all the counters are seen the new Muriel change mats. They are of purple velvet, with gold letters, and show the well known Muriel head trade-mark.

### Getting Hearty Welcome

The trade has given the New William Penn 5 cent cigar a good reception and you can see it on sale at many stores. The list price to the dealer is $38.50 less 2 per cent.

### Well Displayed

Muriel Perfectos in cardboard boxes of 10 are decidedly new. This size retails at 2 for 25 cents or the box of 10 for $1.20. They are well displayed on the tops of the counters and come in cartons of 10 packages.

### A Roberts Leader

The R. R. Roberts store shows a large window display of La Flor de Romeo Garcia, which is their leading Havana seller.

### Beechnuts and One Elevens

The United Stores here are advertising Beechnut and One Eleven cigarettes regular 15 cents seller at 12½ cents or 2 packages for 25 cents. Both these brands are listed to the dealers at $6.00.

### Meditation Hearts

Several fine Valentine displays of the Meditation cigar are shown in the windows. This being Valentine week the W. S. Conrad Co. filled the windows with Meditation heads which attracted a great deal of attention.

### Putting Them in the Limelight

The new 23 cent price of Fatima cigarettes is being brought right to the front by the Liggett & Myers Tobacco Co. Signs are being put up on all the store windows, calling attention to the new selling price.

### Getting in Right

The Nathanson Cigar Co., of Minneapolis, has obtained a wide distribution here on the Dutch Master cigar made by the Consolidated Cigar Co. Dutch Masters come in 10 and 2 for 25 cent sizes.

### High Priced Goods Shown

Mannheimers show some high priced sizes of Mi Favorita and Lozano cigars in their window display this week.

### La Palina Display

Hinshaw & Ehlers, 116 East 6th street, have an excellent La Palina display in their large show window.

### Self-Repeater

Fatima cigarette displays are shown in a lot of windows around the city. Fatima is a good repeater here.

Short's Cigar Store in the Endicott Arcade is now featuring Victorias, Sonora, Mi Hogar, Estos Si and Henry the Fourth cigars.

The new 10 cent Odin Java wrapped cigar is well placed locally. Frank King has the distribution of the Odin for St. Paul.

### Featuring Sonora

Harry Stolleck, of the Sonora Cigar Co., Milwaukee, is here assisting the Rockey-Williamson Candy Co., and the General Sales Co., in the distribution of the "Sonora" brand. Dealers who are now selling "Sonora" report a good demand.

### An Old Favorite

Arcadia Mixture is in much demand. You can see this high grade smoking tobacco on all the shelves.

### A Popular Brand

Spillman Mixture that comes from E. Hoffman Co., Chicago, is very popular. For a fine pipe smoke there is nothing better made than Spillman Mixture.

### Lucky for Smokers

Lucky Strike cigarettes are now sold at 18 cents for the package of 20 and 9 cents for the package of 10.

John Bahuman is now covering the city trade for the General Sales Co.

### King's Quintet

Frank J. King, the jobber at 455 Jackson street, controls the sale here for La Palina, San Felice, Mi Hogar, El Verso and Odin brands. In these 5 sellers he has a great line-up, and his sales force have them placed in all the stores.

### Trying to Keep Up With Demands

Kuhles & Stock Co., 295 Como avenue,

(*Continued on page* 33)

## Penn's spells quality. Why? Because

Penn's is packed *air-tight* in the patented new container—the quality is sealed in.

So Penn's is always fresh—an entirely new idea for chewing tobacco.

Ask your customers if they have ever chewed fresh tobacco.

Then ask them to try Penn's. Ask them to notice the fine condition.

© Guaranteed by
The American Tobacco Co.
INCORPORATED

**Display the New Vacuum Container**

# ENGLISH OVALS

CIGARETTES

*Blended in the Good Old English Way*

Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

*Made by the makers of*

# Philip Morris

**BOND STREET CIGARETTES**

In the Little Brown Box

*"The Ultimate in Cigarette Luxury"*



# CONSOLIDATED CIGAR CORPORATION

*Head Office. 81st Street and East River New York*

*Deservedly Popular Brands.*

| | |
|---|---|
| G. J. JOHNSON CIGAR CO'S | DUTCH MASTERS |
| E. M. SCHWARZ & CO'S | MOZART |
| T. J. DUNN & CO'S | NEW BACHELOR |
| 44 CIGAR CO'S | ADLON |
| 44 CIGAR CO'S | 44 |
| JOSE LOVERA CO'S | LOVERA |
| S. I. DAVIS & CO'S | El Sidelo |
| S. I. DAVIS & CO'S | HARVESTER |
| LILIES CIGAR CO'S | La Azora |


# Philadelphia Business Shows Steady Improvement

## The Upward Movement, Particularly in the Manufacturing Branch Is Generally Slight, But in Some Exceptional Cases Brisk—Return of Five and Ten Cent Brands More or Less Important Factors—Retailers' Association to Meet.

PHILADELPHIA, Feb. 21.—Although business continues to be far from the booming stage, there unquestionably was experienced during the week, particularly by the manufacturers, a steady, generally slight, but in a few exceptional cases brisk, upward movement. The very satisfactory feature of which is, the betterment came from over a nation-wide field, no section of the country either standing out before or lagging behind the general average. If a distinction can be drawn between the character of business experienced, it will be in favor of the small cities, because it is noted that in many of the larger centers, advantage has been taken of the market to dump large quantities of war babies still on hand, or to unload at such prices as enable the cut price establishments to flourish special lots made up apparently for price sacrificing purposes. The fact cannot be overlooked, however, that there are in these large centers of consumption, large quantities of really high grade and legitimately priced goods, sold at a sacrifice where quick turnover is possible, because of the desire of the manufacturer to liquidate and find new manufacturing investments for his capital. A factor of more or less importance which enters into the question too, is the approaching advent of the old time five and ten cent smoke. Ask any of the manufacturers and they will tell you that their efforts are being concentrated to maintain or even elevate qualtity; also to bring down prices in conformity with the general trend in commercial life. They point out that though raw materials have declined, there are still large stocks of high priced goods on hand, but that they are willing to take their full share of writing off values in order to stimulate trade. However, there is still required probably a larger amount of skill and acumen to solve this question of high value, adequate size and a five or ten cent price than there was during the strenuous war days in getting out mere production. A contributing element towards the solution of the problem unquestionably is the changed attitude of labor. Demands for continued high wages are still active, but not to the point of laying down the work in hand, because the hands realize that just as quickly as they move away, their places can be filled. What is gratifying to the manufacturers is the fact that labor, if not tractable, is at least more reasonable, and that efforts to speed up production and to return to the high class workmanship which in pre-war days distinguished Philadelphia, bear fruit wherever they are sufficiently exerted

### Retailing Improvements Not So Noticeable

With the retailers, the week's improvement was not as noticeable as with the manufacturers. Neighborhood shops away from the influence of the centrally located price slashers, report larger demand and for that reason, their orders to the jobber showed improvement. A feature of the changed condition is the larger buying of cigars and the interpretation placed on that fact is that many smokers diverted to tobacco and cigarettes are returning to their old love, either wholly or in part. The retailers in the central or the downtown section admit that the competition of the price slashers has been felt, but they look forward to the time when war offspring shall have been disinherited and when with the turn of mormalcy in business, the price cutters will not have so favorable an opportunity for offering alleged bargains as the present condition of the market affords them.

### May Discuss Business Problems Over Coffee Cups

When the Retail Cigar and Tobacco Dealers Association meets somewhere—the place still remains to be determined—at its next gathering on March 8, there will be tried out for the first time in its brief history, the dining club idea. President Schoch and quite a number of the influential members of the organization are enthusiastically in favor of combining with the business activities of the new association, a larger amount of social intercourse, believing that the development of a greater fellowship among the retailers paves, in the most pleasant way, the approach to tremendously improvable conditions in the industry. It is admitted that there is a score of important problems with which the trade can profitably concern itself. But it is generally thought that the very best way to make effective whatever the action the Association chooses to take, is first of all to enroll in its membership ranks the largest possible number of representative dealers and that the best way to accomplish this result is to introduce dining club features in the Association's activities. It is pointed out that some of the successful business associations of the city, like the Rotary and other organizations, laid their foundations on the dining club idea. There are a number of problems of course, which must be solved, and those behind the dining feature do not wish to have their purpose misunderstood as a movement toward exclusiveness. It is hoped to find a happy medium—to have a dinner at some centrally selected point where those who desire may attend, and after that to have a business meeting. Fullest opportunity, of course, being given to those who are unable to attend the dinner, to participate in the business meeting. Secretary N. W. Mead is working out the details of the experiment to be made at the next meeting of the Associa-


ABOVE ALL

# BOLD

**Now 2 for 15c.**

The recognized standard of cigar quality and cigar value. Bold's pre-eminent popularity is due solely to incomparable and unchangeable quality.

**BOBROW BROTHERS, Inc.**

MANUFACTURERS

PHILADELPHIA, PA.

tion, and definite announcement of results shortly is expected.

### Small Financial Troubles

Financial embarrassments in the trade continue, but fortunately they do not involve as large amounts as those which the industry recently felt.

J. Wiener, 501 So. 15th St., is endeavoring to have his creditors make some adjustments of their claims. The statement shows merchandise liabilities of only approximately $800, and judgment notes aggregating $1,700 more. A meeting of the creditors will shortly be held.

Creditors of the Bahls Restaurant in which there is a large cigar department, were called in conference at the Chamber of Commerce last week. The Restaurant firm claims to have assets sufficient when they can be realized upon, to make full payment, but says that it is embarrassed for lack of ready funds. It is not believed that the cigar department directly is involved in the matter.

The Philadelphia Association of Credit Men, which took over the management for a 30 day period of the Square Circle Cigar Store at 5th and Walnut Sts., is receiving all income and making all payments, pending the sale of the stand. Several tentative offers have been received and it is believed that very shortly a sale will be effected.

### Large Shipment of Manilas

The Dusel-Goodloe Co. has taken on the distribution for this territory of the famous Webster brand now made by the Webster Cigar Co., of Detroit. It is a high grade smoke, retailing at 2 for 25c and up. The acquisition of this line is regarded as one of importance. During the week the Dusel-Goodloe Co. received what custom house officials said was the largest, if not the only direct shipment of Manila-made goods into this port during the last two years. The smokes came from the Manila Commercial Co. for the distribution of whose product in eastern Pennsylvania, New Jersey and Delaware the Dusel-Goodloe Co. is the sole agent. The company reports a tremendous demand for the Robert Emmet Cigar made by the Spietz Cigar Co., Detroit, in the new hermetically sealed metal boxes and cans. The curing process of the raw stock is such that the cigars will not mold in the air tight containers. W. T. Marshall from the home office of the Spietz Co. is working on the line in the Wilkes Barre district with the Dusel-Goodloe representative, J. B. Pace.

### Expeditious Delivery

Allen R. Cressman & Sons are receiving from the trade many expressions of appreciation of expeditious delivery made possible by the new fleet of five auto delivery cars which the company now has in service. A visitor of the week to Cressman headquarters was President Goldberg of the Imperial Cigar Co., Scranton.

An interesting exhibtion is made in the display window of the pipe shop, Delaware Ave. below Market St. It is the Dundalk Premier Roll, imported from Dundalk, Ireland. A roll of coal black tobacco somewhat rectangular in form but perhaps fifty feet or more long.

### Won't Sell Wholesale

Though Samuel Welsh at the Scarlett store, 7th and Chestnut Sts., has returned to the handling of cigarettes at cut prices, he does not propose to develop a jobbing business, and says so in a large sign over the small cigarette department, setting forth that in his opinion, the city is quite well supplied with tobacco wholesalers and for that reason, he will not sell more than one carton of cigarettes to a customer.

### On the Wing

Samuel Olster, president of the Ruyera Lopez Cigar Co., has returned to the city from his buying trip to Hartford. He will leave shortly for a western trip, embracing Chicago, Milwaukee, St. Louis and Kansas City, paying particular attention to Indianapolis where he will meet the western representative, J. Stiner; and Cleveland, where he will confer with representative J. J. Phelps.

### With Fulweiler

E. Y. Flickinger, assistant manager under John Van Miller in the cigar department of the Reeves, Parvin & Co. business, which shortly is to be liquidated, has accepted a position as salesmanager with the P. C. Fulweiler Co., 10th and Sansom Sts. The firm will feature its La Madrid in six sizes. Philip Delphy, the shipper of patriotic name, also moves from Reeves, Parvin to the Fulweiler establishment, to take care of the shipping. Mahlon Zerby of the sales organization will return to his old association, Yahn & MacDonald.

Sales Manager Will of the G. H. P. Cigar factory has returned to headquarters after a trip to Indianapolis.

Assistant Manager, A. I. Moriarty of the A. Roig & Langsdorf factory is retiring and will enter another line of business. Simon Dietz, salesman, well known through the south which he covered for the last 12 years, will succeed Mr. Moriarty. Leo. Weiss has returned from a western trip.

Illustrating the activities of industrial Philadelphia, the *Evening Ledger* recently published a half tone illustration showing Mrs. Anna Cardano placing bands on cigars by hand in the factory of the Congress Cigar Co., at 3rd and Locust Sts.

### "Quality Makes Quantity"

One of the slogans being given a world wide circulation by Philadelphia business men headed by the Chamber of Commerce to direct attention to the forthcoming sesqui-centennial celebration is this: "Philadelphia produces 400,000,000 cigars annually—the quality makes the quantity."

The cigar store of Charles Schwarz, 10th near Ogden St., was raided during the week by federal agents, who claimed to have found a considerable stock of liquor.

William Oschmann, 1513 No. Marvine St., during the week chose the cigar store of Charles Mohr, 1126 Ridge Ave., where he was employed, as the scene for an attempt at suicide through four pistol shots. He is in a critical condition.

Richard Crissinger, cigar manufacturer, 54 years old, committed suicide during the week in his room, 6043 Haverford Ave., Chronic illness is attributed as the cause.

H. B. Grauley & Co., 6th and Chestnut Sts., who produced its leader, the statehouse, in two sizes, Coronas and Supremes for the holiday trade, has determined to continue them permanently.

### In the Old Stamping Ground

The Stratford Cigar Co., 2nd and Arch Sts., is installing itself in its new old home. The second floor of the building at the southeast corner of 2nd and Arch Sts., where in it was located through its predecessor, the El Draco Co., for a number of years. Manager T. J. Dailey, who has been seriously ill, is recovering, but slowly.

Return to pre-war prices of the Stephano Bros.' famous Rameses cigarettes is reported greatly to have stimulated their sales. Attractive window displays call attention to the return of these favorites to the favorite old time prices.

The Sanart Eyeglass Co., formerly located at 130 So. 8th St., will consolidate with Samuel J. Korf and E. Bactelli in the manufacture of cigarette cases and allied lines at 130 So 8th St.

### Manufacturers of Cigar Tins

The plant of the Ritter Can & Specialty Co., manufacturers of cigar tins, of 1517-23 No. Hutchinson St., was destroyed by fire during the week. Estimated loss $400,000 and upwards.

## Tindeco Secures Permanent Display in Los Angeles Chamber of Commerce

Through the efforts of J. H. Philbrook, the Chamber of Commerce of Los Angeles, California, has arranged to display in a most prominent place in their building an attractive case, displaying the decorated metal boxes of various kinds made by the Tin Decorating Company of Baltimore.

The Los Angeles Chamber of Commerce is the largest organization of its kind in the country—having over 9,000 members, and is headed by Frank Wiggins.

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WINSTON-SALEM, N. C., U. S. A.

# Virginia Dark District Disrupted By Cold Snap

**Arctic Weather Interfered With Leaf Markets—Prices Not Materially Changed Since Holidays—All Dark Grades Holding Up Well—Bulk of Crop Sold—Growers Greatly Encouraged—Making Preparations for New Crop.**

NEW CANTON, Va., Feb. 18.—Dark tobacco growers are encouraged as they have not been for a long time. With price averages equal to those paid for fine types of flue-cured leaf, growers are altogether pleased with the prospect. When it is considered that about twice as many pounds of heavy dark tobacco can be raised upon an acre as of the light flue-cured tobacco, the conditions may be appreciated.

However, it is generally understood that these high prices are being paid for a very small crop, as last summer was the driest and most unseasonable ever recorded in this portion of Virginia, and only a small proportion of the growers were able to produce a crop. There are those who believe the high prices are being paid to discourage the activities of the Tobacco Growers' Co-Operative Association, but this belief is not widespread. The law of supply and demand has been working in its usual untrammeled way. The supply is small; the orders for the goods are in hand; the buyers, therefore are paying for what they get.

Most of the dark markets report that the bulk of the crop has been sold. All through middle Virginia there are barns not yet cleared, but it is safe to say that every remaining plant will be taken from the tier-poles before the first of March, and the last of the marketing will probably be done some time before the middle of the month. Thus, before the old crop is sold growers will have made considerable preparation for the next which is to follow. Even now plant-bed timber is being cut and the brush piled. Within the next three weeks thousands of beds will be burned. Sowing will take place some weeks later.

The newspapers are reporting now and then "record" prices as being paid for tobacco in various parts of the State. For instance, D. W. Bolling, a farmer of Arrington, in Nelson county, is reported to have sold 1991 pounds of tobacco for $727.75, an average of about $36 a hundred pounds, and this was only a portion of his crop. Other very high prices are reported here and there. All this indicates better times for the tobacco grower, and is considered here, where hard times are still with the people, as indicative of a change for the better.

A matter of great interest to the tobacco growers and handlers was the appointment last week of Oliver J. Sands, of Richmond, as Director-at-Large in Virginia for the Co-operative Tobacco Growers' Association. The rules of the Association provide that the Governor of each State in which there is an organization affiliated with the parent organization shall name a director-at-large for the State. The newly elected Governor of Virginia, Hon. E. Lee Trinkle, of Wytheville, considered the resolutions of the various elected directors from the eight Virginia districts, which emphasized the fitness of Mr. Sands for the position, and Governer Trinkle quickly acted upon the matter.

Mr. Sands is president of the American National Bank of Richmond, and has for a number of years been one of the leading bankers and banking authorities in Virginia. His appointment as director of the Growers' Association is looked upon as a linking up of the banking interests with that of the growers, and is hailed every where in the tobacco belts as a great and unqualified victory for the growers' organization, auguring well for the raising of capital, and placing the organization upon a firm financial footing.

The complete list of Directors of the Association as elected in Virginia is as follows:

F. O. McCormick, of Java; T. C. Watkins, Jr., of South Boston; N. H. Williams, of Chase City; M. O. Wilson, of Keysville; C. W. Wingfield, of Nar-

(*Continued on page 33*)

E. B. Ficklen President Cable "FICKLEN" E. B. Ferguson Sec. and Treas.

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Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

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George E. Goldstein
310 ST. NICHOLAS BLDG. MONTREAL

*Cuban Representatives*
Larrazabal y Cia.,
QUINONES BUILDING, HABANA


## Prices Weakened at Lynchburg

LYNCHBURG, Va., Feb. 17.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week ..... | 394,300 |
| Sold to Feb. 17, 1922 ..... | 7,764,900 |
| Sold to Feb. 18, 1921 ..... | 5,951,000 |
| Increase for 1922 ..... | 1,813,900 |

Receipts were good Tuesday but after that the weather was so bad that sales were light.

Prices weakened perceptibly especially on common and medium grades and as fully sixty per cent of the offering consisted of inferior grades the general average price was lower than it has been, being $17.80.

Not much change was noted on good and fine grades, any thing at all desirable being in very strong demand and bringing good prices.

Very inferior types were in poor demand and brought low prices.

With so much very common tobacco offering a good average could not be expected, and taking all in all prices were as good as could be expected.

Good and fine grades are wanted and selling high.

The buyers realizing that there is not much more tobacco remaining in farmers' hands urge that it be brought in as soon as possible.

## South Boston Sales

SOUTH BOSTON, Va., Feb. 21.—The South Boston market will close on March 17. Sales for the past week totalled 954,490 pounds which brought $116,647.18, the average being $12.22 per hundred. The total sales for the season amount to 12,588,007 pounds, agregating $2,921,569.16, the general average being $20.03 per hundred.

## Slim Sales at Richmond

RICHMOND, Va., Feb. 18.—Sales were small this week, only three days sales, weather being very bad. Prices are very well maintained on all grades of Suncured, and some very good tobacco appearing on the breaks, competition good and keen.

Sales for three days to date 146,435 pounds at average of $19.99 per hundred. —R. C. MORTON & Co.

## Winston to Close March 10

WINSTON-SALEM, N. C., Feb. 18.—Total sales for the week, 595,044 pounds; average price per 100 pounds, $13.08. Sold to date of 1921 crop, 31,300,889 pounds; average price per 100 pounds, $24.44.

Officially decided to close this market March 10.—WINSTON LEAF TOBACCO & STORAGE Co.

## Light Sales at Oxford

OXFORD, N. C., Feb. 18.—Total sales for the week, 175,099 pounds; average price per 100 pounds, $15.89. Sold to date of 1921 crop, 7,892,807 pounds; average price per 100 pounds, $24.01. Sold to same time last year 14,351,361 pounds; average price per 100 pounds, $23.29.

Due to a heavy rain, sleet and snow, sales have been very light since Tuesday.

The market will close February 28, for the season, 1921 and 1922.—W. A. ADAMS Co.

## Remnant Variety at Danville

DANVILLE, Va., Feb. 21.—The thirty million pound figure has been reachel by the Danville tobacco market; last week's sales of over a million pounds, bringing up the season's total. With the market scheduled to close on March 17 it is expected that by that time an additional three million pounds will have been disposed of. Harsh weather experienced here recently restricted sales last week to 1,311,700 pounds, which brought an average of $12.94 per hundred pounds, or a total of $169,790.87. Over two million pounds were sold the previous week for $13.39 per hundred. The leaf which is brought in continues to be of the remnant variety with comparatively small offerings of tobacco of type.—TEILEY.


**JOHN E. HUGHES CO.**

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VIRGINIA
CAROLINA
KENTUCKY

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SPRINGFIELD
GREEN RIVER
BURLEY

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# Louisville Tobacco Market Reports

## Heavy Sales Continue

LOUISVILLE, Ky., Feb. 18.—While tobacco sales here this week continued heavy, totaling 2,769 hogsheads, offerings consisted largely of old burley. This class of weed formed 2,051 hogsheads of the total sales, new burley totaled 670 hogsheads, old dark 35 and new dark 13.

Receipts continued to decrease, amounting to 1,687 hogsheads. Rejections were not quite as heavy, having been 21 per cent of auction sales compared with 25 per cent last week.

The Louisville Tobacco Board of Trade makes these tabulations:

### Tobacco Sales for the Week and Year to February 17

| Warehouses | Week—Auction Sales | Week—Private Sales | Week—Total for Week | Year, Jan. 1st to Date |
|---|---|---|---|---|
| Turner | 116 | 4 | 120 | 1,537 |
| Kentucky | 561 | 19 | 580 | 4,026 |
| Main Street | 245 | 55 | 300 | 2,651 |
| Planters-Farmers | 642 | 173 | 815 | 5,364 |
| New Tenth Street | 397 | 31 | 428 | 3,222 |
| Louisville | 515 | 11 | 526 | 3,108 |
| | 2,476 | 293 | 2,769 | 19,908 |
| Year 1921 | | | 2,786 | 16,533 |
| Year 1920 | | | 2,510 | 18,683 |
| Year 1919 | | | 2,724 | 20,530 |

### Classification of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 2,051 | 670 | 2,721 |
| Dark | 35 | 13 | 48 |
| | 2,086 | 683 | 2,769 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 11,185 | 8,257 | 19,442 |
| Dark | 330 | 136 | 466 |
| | 11,515 | 8,393 | 19,908 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 15,723 | 18,195 | 19,204 |
| Dark | 810 | 488 | 1,326 |
| | 16,533 | 18,683 | 20,530 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| SALES— | | | |
| Total sales of new crop to date | 11,799 | 15,436 | 18,271 |
| Sales of new crop to date. Original inspection | 9,883 | 13,216 | 15,691 |
| REJECTIONS— | | | |
| Rejections this week: | | | |
| Burley | 518 | ..... | ..... |
| Dark | 4 | ..... | ..... |
| Total | 522 | 430 | 601 |
| Percentage of rejections to auction sales: | | | |
| Burley | 21 | ..... | ..... |
| Dark | 8 | ..... | ..... |
| Total | 21 | 16 | 24 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 4,188 | ..... | ..... |
| Dark | 131 | ..... | ..... |
| Total | 4,319 | 3,438 | 4,490 |
| RECEIPTS— | | | |
| Receipts this week | 1,687 | 2,222 | 1,499 |
| Receipts, Jan. 1 to date | 12,981 | 13,505 | 12,934 |

### Official Quotations at Louisville, Feb. 18

| | Burley, Old—Dark Red | Burley, Old—Bright Red | Burley, Old—Colory | Burley, Old—Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 7½ to 8½ | 9 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 9 to 13 | 14 to 17 | 15 to 18 | 5 to 5½ |
| Good lugs | 13 to 15 | 18 to 20 | 20 to 24 | 6 to 7 |
| Common leaf (short) | 8 to 10 | 12 to 14 | 20 to 22 | 7 to 9 |
| Common leaf | 12 to 13 | 14 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 21 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop—Dark Red | Burley, 1921 Crop—Bright Red | Burley, 1921 Crop—Colory |
|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Small Offerings at Paducah

PADUCAH, Ky., Feb. 17.—During the early part of the week the movement of loose tobacco was heavy, but the weather turned cold suddenly and has remained so since, and only tobacco that had been put on wagons before the cold spell has moved. Offerings over the loose floors and through the chutes have been very light and will remain so until we have more favorable weather conditions. There has not been so much buying in the country because of the very cold and disagreeable weather, therefore the tobacco business has been very much lighter this week than for some time.

The market has continued very firm on anything above common leaf. Lugs and low grades have been a little stronger than last week. The greater part of the offerings have been of the low and common grades, and no doubt the light offerings have had much to do with stimulating the market.

As regards the unsold part of the 1921 crop will say that estimates vary very much as to the proportion of the crop unsold. In some sections practically all of the tobacco has been sold, while in others very little has been sold. Sales and deliveries have been scattered over the entire district and we think that there remains 35 to 40 per cent of the crop unsold. With a return of favorable weather conditions we will see the remainder of the unsold stock changing hands very rapidly. No doubt farmers are going to be disposed to market their crops now as fast as they can and at the rate of the January movement 30 days will see most of the unsold part of the crop disposed of.

Estimates vary as to the probable yield in this district of the 1921 crop. We have felt that there would be as much as there was in the 1920, which was about 69 million pounds in the Western District. It is generally conceded that we have somewhat overestimated the 1921 crop and the yield may fall below 65 million pounds in the Western District, which takes in the tobacco territory west of the Tennessee River.

The weather during the past week has


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been ideal for burning and preparing plant beds for this year's crop and most farmers have gotten through. Judging from the number of beds that have been prepared the intentions of the farmers are to plant a big crop, and no doubt with favorable weather conditions we will see a large crop planted this year.—W. B. KENNEDY.

## Owensboro Prices Firm

OWENSBORO, Ky., Feb. 18.—The Green River leaf department of the Hodge Tobacco Co. makes report for the week as follows:

**Sales of Pryor Tobacco**

| | Pounds | Average |
|---|---|---|
| Previously reported. | 23,833,409 | $15.90 |
| Total sales of Pryor for this week..... | 1,094,816 | 12.86 |
| Total sales to date. | 24,928,225 | 15.69 |

**Quotations**

GREEN RIVER

| DARK | Leaf | Lugs | Trash |
|---|---|---|---|
| Common .... | 8 to 12 | 4 to 7 | 2 to 5 |
| Medium .... | 12 to 14 | 6 to 12 | 3 to 6 |
| Good ..... | 14 to 25 | 12 to 16 | 4 to 7 |
| BROWN | | | |
| Common .... | 18 to 20 | 10 to 15 | 3 to 4 |
| Medium .... | 20 to 25 | 12 to 18 | 4 to 6 |
| Good ..... | 25 to 40 | 16 to 20 | 6 to 10 |
| RED | | | |
| Common .... | 18 to 25 | 10 to 12 | 3 to 6 |
| Medium .... | 25 to 28 | 14 to 18 | 5 to 7 |
| Good ..... | 28 to 42 | 15 to 22 | 6 to 12 |
| COLORY SELECTIONS | | | |
| Common .... | 18 to 25 | 10 to 15 | 3 to 6 |
| Medium .... | 23 to 30 | 15 to 22 | 6 to 8 |
| Good ..... | 30 to 40 | 20 to 23 | 8 to 15 |

Prices were firm on all grades this week. The sales next week are expected to run the total for the season to 26,000,000 pounds, and should a good season prevail for a few days it is estimated virtually all the crop will be delivered.

## Mayfield Had Light Sales

MAYFIELD, Ky., Feb. 17.—Auction sales for the week were rather light, due to the unfavorable weather for handling tobacco. The following shows the number of loads sold each day at auction and the averages:

| Date Reported | No. Loads 4793 | Leaf Avrg. | Lug Avrg. | Gen. Avrg. | Avrg. Year Ago |
|---|---|---|---|---|---|
| Feb. 10.... | 50 | $15.57 | $1.97 | $12.85 | $7.55 |
| 13.... | 66 | 14.66 | 1.84 | 12.09 | 7.09 |
| 14.... | 82 | 14.44 | 1.90 | 11.93 | 6.20 |
| 15.... | 28 | 14.70 | 1.90 | 12.14 | 6.65 |
| 16.... | 35 | 12.83 | 1.91 | 10.64 | 6.69 |
| 17.... | 57 | 14.72 | 1.88 | 12.15 | 5.65 |

Buyers representing various interests are very active riding in every section endeavoring to buy select tobaccos; but these grades are now very difficult to find, due to the small percent in the crop, and having been mostly sold earlier in the season. We find there can be had in the country a limited quantity of good light colored and light bodied tobacco of a very smooth finish, which might be used for cutting tobacco or a light wrapper. The better grades can be bought at the prsent time in crop lots at from 20c to 25c.

## Two Sets of Buyers for Greeneville Market

GREENEVILLE, Tenn., Feb. 18.—That the Greeneville market should have two sets of buyers this season is the belief of tobacco men of this city. The crop is to be tremendously increased in this county, and the greater part of that grown in the neighboring counties will be marketed here, so that the amount of burley sold on the Greeneville market hereafter, will be too large to be handled expeditiously and conveniently by one set of buyers.

At all the larger markets two or more sets of buyers operate simultaneously at two or more warehouses. Greeneville is getting into the class of larger markets and will need the two sets of buyers.

## Greeneville Average, $29.33

GREENEVILLE, Tenn., Feb. 18.—Total sales for the week, 113,860 pounds; average price per 100 pounds $29.33. Sold to date of 1921 crop, 4,094,946 pounds; average price per 100 pounds, $31.45.—THE AUSTIN CO., INC.

## Independent Sales Slacken

(Special telegram to TOBACCO)

LEXINGTON, Ky., Feb. 21.—Sales on the Lexington Independent Loose Leaf Warehouse floors up to Saturday had reached a total of 9,792,750 pounds for which the tobacco growers were paid $2,111,595.96, an average of $21.56 a hundred and sales for the week totaled 456,605 pounds which brought an average of $20.91 a hundred. Monday's sales totaled only 58,740 pounds at all three houses and the average dropped to $17.74 a hundred. The independent markets are rapidly nearing their close, receipts falling off at all of them.

## Hopkinsville Average, $14.82

HOPKINSVILLE, Ky., Feb. 17.—Total sales for the week, 916,635 pounds; average price per 100 pounds, $14.82. Sold to date of 1921 crop, 9,690,055 pounds; average price per 100 pounds, $15.26. Sold to same time last year, 4,894,655 pounds; average price per 100 pounds, $9.97.—J. W. HANCOCK, Chairman Sales Committee.

## Cincinnati Market

CINCINNATI, Feb. 18.—Light offerings marked the closing sale of the week in the Cincinnati burley leaf tobacco market yesterday, only 40 hogsheads of old crop stock being included in the break at the Globe Warehouse. The quality for the most part was ordinary, which had the effect of keeping prices down to a comparatively low level.

## Light Sales at Covington

COVINGTON, Ky., Feb. 18.—The smallest offerings of any day since the Covington loose leaf burley tobacco market opened in December prevailed at the Kenton Warehouse yesterday. Only 6,305 lbs. of new crop tobacco were offered at auction. Much of it was low-grade tobacco and considering the quality, quotations were satisfactory. Bright leaf ruled as high as $44 per 100 lbs. with nondescripts and common smoker stock steady at previous normal quotations. The cash value of the tobacco sold was $1,219.24, representing an average of $19.34 per 100 lbs.

## Maysville Market Firm

MAYSVILLE, Ky., Feb. 17.—The loose leaf non-pooled tobacco market continued firm today and prices were satisfactory to the growers. Two-thirds of the offerings now are of inferior grades, but all classes sell well. Sales today at the Liberty House were 34,485 lbs. at a general average of $22.85 per 100 lbs. The top price was $63 and the low price $2. The Thomas H. Gray house had a very satisfactory auction today, but no report came to hand as to the details. Receipts of non-pooled tobacco have been curtailed 50 per cent owing to the cold snap, deliveries to the burley co-operative company having also slumped greatly, and all hands are marking time until better weather.

## Burley Growers Resume Deliveries

LEXINGTON, Ky., Feb. 20.—Burley tobacco growers who are members of the Burley Tobacco Growers' Co-operative Association resumed today deliveries of their crop at local warehouses, several hundred thousand pounds being delivered at the eleven Lexington houses. Reports from other counties in the district indicated lighter deliveries because of the rain, which fell throughout the night and most of the day.

Deliveries had packed the floors of the Lexington houses until practically no more could be received Thursday. All this accumulation had been removed to the re-dryers and by the manufacturers who purchased it in winter order by Monday morning, a feat on which warehouse Manager Robert E. Beatty and his staff were congratulated by the officials of the Association.

Advances on the crops of the growers continue to be satisfactory, according to reports, and those who need additional money are going to their local bankers

(*Continued on page 33*)

"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

MAIL POUCH
The Tobacco that has maintained its
High Standard of Quality
*For Over 40 years*
THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.

Old Hill Side Smoking Tobacco
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
CLOWN CIGARETTES
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
Louisville, Kentucky
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

THE TRANSCONTINENTAL TOBACCO CO.
1018 W. Main Street, Louisville, Ky.
*Packers and Exporters*
Burley, Kentucky, Tennessee, Virginia
Cable: "ALEDREUX," Louisville, Ky.
Codes: A. B. C. Fifth Edition, Western Union, Bentleys

BINDERS FOR "TOBACCO" Common Sense Kind
Sent by Mail $1.25. Delivered at Office $1.00
Tobacco Trade Journal Co., 10 E. 39th St., New York

TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

FREDERIC LEDERER
TOBACCO
106 FRONT ST., NEW YORK
Cable Address: FRELEDER

SAN FELICE
For Gentlemen of Good Taste

The Nation's Choice
For a Quarter of
a Century

2 for 15c

The Deisel-Wemmer Co.
MAKERS
Lima :-: Ohio

Read Tobacco and Keep Up to Date

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

THE MENDELSOHN COMPANY, INC.
2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT

ABOVE ALL

# Cleveland Dealers 'Holding Their Own,' Thanks!

## Too Cold to Roam the Streets and Spend Money—General Pershing Broke Monotony of Otherwise Uneventful Week—Business Just Fair on the Average—Several Laid Up for "Repairs"—Breezy Bits from the "Banks" of Lake Erie.

CLEVELAND, O., Feb. 18.—The past week in Cleveland tobacco circles was, to all appearances, an extremely dull one. Outside of the somewhat momentary respite in the shape of a visit by General Pershing, nothing appeared to break the monotony. It was just an ordinary, uneventful week, with business just fair on the average. Most dealers were reported as "holding their own" and that's all. The weather undoubtedly was an important factor in causing the above condition. During the week, Cleveland enjoyed, or rather endured, the coldest weather it has had this Winter. Cold, no, freezing winds kept all those that were so fortunate in the house. Others showed no overinclination to roam the streets. Heavy sweaters and even overcoats were much in evidence around the stores and it was an Eskimo-blooded man, indeed, who did not shiver at least a few times. Friday, the weather suddenly shifted and Cleveland awoke to a day as warm as one in June. The result? About five or six of the "boys" downtown laid up in bed with bad colds and worse. Oh for the good old Summer time!

### Smokes Denied Women in Jail

"A woman is only a woman," says Kipling. "And she can't smoke cigarettes in the county jail," adds Sheriff Charles B. Stannard. "But there's no ban on the men smoking here," the sheriff was reminded. "That dosen't make any difference, women are not permitted to smoke in jail," he declared. "Not even if their mothers don't object?" came the question. "No, positively, no," the sheriff replied.

Just then a woman handed a package through the iron door. "Will you see that my daughter gets this?" she said to the deputy. "Yes, ma'am," was the answer. He took the package and looked through its contents. Four packages of regular man size cigarettes were found. Did the daughter get the cigarettes? She did not.

P. S.: The Sheriff is a pretty fair cigarette smoker.

### Back Home Again

O. R. Thompson, after a most profitable stay in Chicago and Detroit, is back home in the Fifth City. Cleveland is O. R.'s home town and it "sure" pleases him to see the "beaucoup," Juan de Fucas that Fifth City dealers are selling. Thompson's brand is a repeater and is well placed here.

### A Real Hustler

Jimmy Rowen is his name. The Wallace & Schwarz Co., is his "hangout." Bobby Burns, Owls, and Garcia Grande are his tools. And how he can use them! In other words, Jimmy gets there and does something and does it well. Last week Jimmy specialized on Wallace & Schwarz's After Dinner brand with his always good results. Many dealers featured this brand in their windows with most attractive results. The display was engineered by Jimmy himself, with the result that it was constantly an object of admiration by some large sized crowds who more than seldom were convinced of the worth of the cigar.

### R. G. Dun Doings

R. I. Ellis, general salesmanager for the R. G. Dun cigar, was in town this week. Mr. Ellis was mightily pleased with the way Cleveland smokers are taking to the popular R. G. Dun. Ben Walders is Cleveland representative for this cigar, and working in conjunction with the Amster Co. who are local distributors, it is seen how well worked this brand is. The R. G. Dun is truly one of Cleveland's favorites.

### Frank Patton in Town

Frank Patton, that ever-welcome cigarist from the Gonzalez Sanchez factory at Jacksonville, hit town the other day. Frank and his cigars are always in demand here.

### A Trade Visitor

José Cuyar representing Andres Diaz & Co., was in town last week. Mr. Cuyar has placed the Diaz products with Cleveland's best dealers and was altogether delighted with the reception given to him and his goods.

### Back from the Queen City

Joe Klein, genial Lakewoodite, and representative of Larus & Bro. Co., of Richmond, got back home from Cincinnati the other day. Joe says that Queen City smokers know good tobacco, hence the immense sales of his Edgeworth brand. The Larus & Bro. Co. intends to introduce here shortly, their Sensible tobacco, a double cut, one and a quarter ounce package to sell for ten cents. Sensible always has been a big seller down east but has, heretofore, been a name only, to mid-west smokers. Joe expects some

(*Continued on page* 24)

MATHYS, ZADES & CO.
*Exporters of Oriental Leaf Tobaccos from*
Macedonia, Smyrna, Greece & The Black Sea
Tobaccos from these districts always in stock at our Antwerp warehouse. Please write for Price List and Samples and compare our prices with the competition.
Head Office, ANTWERP, Belgium

HEYWOOD, STRASSER & VOIGT LITHO. CO.
Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
Selling Representatives
ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada
Western Representatives
PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

# 75%

The U. S. A. is trying to get back to pre-war price levels.

This means that SEVENTY-FIVE PER CENT of American Smokers are looking for a good five cent cigar, insisting, in fact, that the trade bring back the old time Nickel Smoke.

Between us! Isn't that the reason why those Class A, HAND-MADE, LONG FILLED MANILA cigars are so much in demand to-day?

## THEY DO FILL THE BILL

More Manila cigars are being smoked in the U. S. A. than at any other time in the history of the trade.

In many sections certain Manila brands are stabilized, and wholesalers and dealers who have been active in building this trade are winning business and taking profits in spite of adverse general business conditions, which proves that it can be done, and that

## THERE'S MONEY IN MANILAS

Manila factories are offering many attractive shapes and sizes to satisfy absolutely the SEVENTY-FIVE PER CENT.

## YOU NEED THIS BUSINESS

Bigger and better cigars in Class B and C to satisfy the natural demands of SMOKERS WHO KNOW MANILAS are being offered the American trade in a wide range of sizes and prices.

**List of jobbers, importers and manufacturers on application.**

**MANILA AD. AGENCY, (C. A. Bond, Mgr.)**
**15 William Street New York**

Established 1870
Incorporated 1902

Phones Worth { 9547 9548 9549

B. Wasserman Co., Inc.

Importers and Jobbers of

Cigars & Cigarettes

77 Chambers St., New York

ROBERT E. LANE

Representing CIFUENTES, PEGO & CO., of Havana, Cuba

"PARTAGAS"

107-109 WILLIAM STREET, NEW YORK

Corner John Street Telephone John 4015

HAVANA CIGARS

*The Leader in All the World's Marke's*

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

HOYO de MONTERREY

*The Aristocrat of*

Imported Cigars

VALERIANO GUTIERREZ, *Representative*

351 West 121st Street New York

FERNANDEZ GARCIA

LA FLOR DE A. FERNANDEZ GARCIA HABANA

FERNANDEZ Y PALICIO

Marques Gonzalez 10

HAVANA, CUBA

UNITED STATES AND CANADIAN REPRESENTATIVE

S. M. JACKSON JACOBS

303-305 FIFTH AVENUE

NEW YORK CITY

METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Main Depot.....22 Fourth Avenue, New York City
Harlem Branch.....179-185 East 116th St., N. Y. C.
Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch.....Hudson & Clinton Sts., Yonkers, N. Y.
Staten Island Branch.....1180 Castleton Avenue, West New Brighton, N. Y.
Jamaica Branch.....22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch.....114-116 Ocean Avenue, Patchogue, N. Y.
Bronx Branch.....4581 Park Avenue, New York City
Newburgh Branch.....Cor. First & Chambers Sts., Newburgh, N. Y.

## Cleveland

(*Continued from page 22*)

mighty fine results with this new brand. By the way, Joe will soon be a member of the Fifth City "gang," as Lakewood has announced its willingness to be annexed to Cleveland and come under its protecting fold.

### Paramounts Smoked at Pershing Dinner

General Pershing honored the city of Cleveland this week with a visit. The Chamber of Commerce tendered the general a dinner on the eve of his departure. The general, like Marshal Foch, President Harding, Premier Briand and many other notables of the day, is an ardent smoker. Above all else, General Pershing enjoys a good cigar, and after a big meal can be always seen with one. At the Chamber of Commerce dinner, Paramounts of the Napoleon size were the morsels offered for General Pershing's enjoyment. And enjoy them he did. Not only that, but America's hero took a box along with him to be sure of a few more good smokes on his way home.

### Cortez Cigars Reduced

Both Louis Klein on Euclid Ave., and 14th Street, and Sam Klein on Superior Avenue and 4th Street, have large posters in the windows announcing the fact that the former 15c straight size of the Cortez brand will now retail at two for a quarter. Both of the Klein stores do a remarkable business on this clear Havanna cigar.

### Frederick Recovering

C. Frederick of the J. B. Moos Co., is rapidly getting over his recent serious illness. A couple of more weeks at the most, will see Mr. Frederick back at his old post again, with as much pep as ever.

### Grover Mendelsohn Back from West

Grover Mendelsohn is back from a short western business trip. Mr. Mendelsohn was more than satisfied with the way Paramounts and Decisions are being received on every hand. The big factory at 27th and Woodland is kept busy from morning till night making these quality cigars in quantities sufficient to fill the orders that are waiting.

### In Pittsburgh

Val Keough of the Preferred Havana Tobacco Co. brigade, is at the present time doing his bit in the Smoky City. Val's "bit" is always more than a bunchful of orders for Henry the Fourths.

### "Blondy" in Town

"Blondy" Goff stuck his head in the door and said hello, this week. Goff is just as full of pep as ever and Havana Sticks and Louisville Hand Mades owe much of their popularity here to this always present trait of "Blondy's."

### An Anti-Cigar Lighter Fiend

Sid Moss, pipe artist, and a necessary part of Western Reserve, was firmly convinced that the place of the cigar lighter is in the cigar store. In the drug store it is permissible, but in a restaurant, never. "Pompy" became so interested in the appearance of a pretty miss passing a restaurant that when he reached for a toothpick he burnt his thumb on the cigar lighter. A bandage on his finger is a constant reminder to "Pompy" to keep his eyes to the front with but fleeting glimpses for the high-stepped street cars.

### His First Cleveland Visit

M. Schwede made his first Cleveland trip for the E. Regensburg Co. this week. Mr. Schwede was all smiles after finding out how fast his Admiration cigar is being sold here. The Baer-Wolf Co. attends to the distribution of this popular brand in this section.

### In Gotham

George B. Scrambling head of the G. B. Scrambling Co. here, is now in New York. Mr. Scrambling will pay New York manufacturers a visit while in the Big City and will probably stop off at Philadelphia on his return, there to confer with the Congress Cigar Co., which makes La Palina, Mr. Scrambling's big "ace" here in Cleveland.

### Pipes! Pipes Everywhere

One could hardly turn around this week without glimpsing pipes and more pipes. Also, one cannot help but be impressed with the number of men one constantly sees puffing away at a pipe. Pipe displays were more than frequent, in fact, they were almost the rule. Kaufmann Bros. & Bondy, Wm. Demuth & Co., S. M. Frank & Co., and Alfred Dunhill all had exhibitions of their art on display. A prominent feature was the new Prince of Wales shape which has already proven mighty popular, especially with the younger fellows.

### On Eastern Trip

Charles Dunckley of the Summit Wholesale Grocery Co., of Akron, one of the biggest dealers in tobacco in this part of Ohio, is on an extensive eastern business trip. Up until a few days ago, Mr. Dunkley was staying in New York with some friends, but is now moving to other eastern parts prior to returning home.

### Featuring Dutch Masters

The Pyle & Allen Co. featured in all their windows last week, the Dutch Master brand of cigars, for which they are distributors here. The displays were extremely attractive and inviting, being the undoubted cause of the great number of these cigars that were sold this week.

### On Business Bent

Fred Bailey hailing from the M. Perez Co., dropped in to see us the other day. Fred has some wonderful stories to tell about his Pinzons and best of all, he can prove them.

### On Second Honeymoon

R. J. Barlow and his wife are now on, what the "second better half" calls, his

(*Continued on page 32*)

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCOS

DEALERS IN DOMESTIC TOBACCO

207 Pearl Street, New York

Warehouses: HAVANA, CUBA UTUADO, P. R.

TADEMA HAVANA CIGARS

ARGUELLES, LOPEZ & BRO.

MAKERS

GENERAL OFFICE AND FACTORY: TAMPA, FLA.

EASTERN OFFICE: 222 PEARL ST., NEW YORK

WAREHOUSE HAVANA, CUBA

# Chicago Is in Midst of a Serious Cut-Price War

**Several Popular Brands of Cigarettes Are Being "Slashed" to the Bone—Conservative Merchants Who Have Sought to Secure a Fair Profit Are About Ready to Start a Back Fire and Meet the Ruinous Prices.**

CHICAGO, Feb. 18.—"Price Cutting" is on the increase and the way several dealers are slaughtering cigarettes is a crime. Camels, Chesterfields and Lucky Strikes are being cut to 14 cents a package. The better class of merchant who realizes that in order to remain in business and who is trying to obtain a fair percentage of profit is about ready to kick over the traces and meet these cuts. It looks like a merry Spring price cutting war with all the dealers taking part.

### Going Well

Wm. MacDonald, of F. Garcia & Bro., Tampa, called on his friends. "Bill" says it has been good with him so far this year, better in fact than he had looked for.

### About to Close Chicago Factory

Julius Fernbach & Co., who a few months ago opened a factory in Tampa to manufacture their Cyrilla, clear Havana cigar, are about to close their General Forbes Factory here and make this mild Havana seller also in Tampa. Very soon we will have no factories left in Chicago except the small Buckeyes.

### An Ackerburg Window

Henry E. Ackerburg, 187 W. Madison street, shows a large window of Websters and his big selling La Garita 5 cent cigar.

### Showing Five-Cent Lines

Fred Charles, of the Charles Cigar Co., York, Pa., was a caller showing the trade a fine 5 cent line.

### Looping the Loop with Odin

Tony Kleimer, of Grand Rapids, was around the loop. Tony gets a fine business out of Chicago on his 10 cent Odin cigar distributed here by Franklin, Mac Veagh & Co. They are made in Grand Rapids, Mich., by Lubensky Bros. & Kleiner.

### Featuring Old Friends

Ben Newman, who has for years been on the Chicago sales force of P. Lorillard Co., and who is widely known to the larger dealers, is now connected with the jobbing house of Kalish & Samuels. Ben is featuring New Currency, Muriel and Robert Emmett cigars. He has already opened many new accounts for his firm.

The Fair Department Store ran a sale of 200 Camels for $1.35. A limit of 2 cartons to a customer was placed on each sale.

A full window display of Comoy's English made pipes is displayed by the Dolan Segar Shop at Washington and Dearborn streets.

### Showing Perry Pipes

Ackerburg's, at 187 W. Madison street, shows to much advantage a fine window of the celebrated Perry line of pipes, manufactured by the Perry Pipe Co., Chicago.

### Weak Supply; Strong Demand

Nathan Fox Co. is very short of Lozano in the 15 cent La Fayette size. This size since it has been reduced to 15 cents is showing a big increase in sale.

### Large Shipment Received

Louis Deutsch & Co., 23 N. Dearborn street, have a large window display of Romeo-Garcia 5 cent Resagos. A large factory shipment has just been received.

### Price Reductions Shortly

José Garcia has just returned to Perfecto Garcia & Bros.' Chicago office, after a trip to Cleveland and New York. Ludwig Lasher has returned to the factory in Tampa after a visit to Cuba and is expected to start on his northern trip in a few days. Manuel Garcia, Jr., is at the Chicago office and reports many orders coming in for Perfecto Garcia cigars. At present their large humidors here are empty. A price reduction in the Perfecto Garcia brand will be announced in a few days.

### His Maiden Efforts Highly Successful

Met Charlie McDaniel looping the loop for E. Hoffman Co., Mac says his business is great. On his first day out for E. Hoffman Co., he placed La Palina in 7 new stores in the loop and that's "going some."

### Making Rapid Progress

Otto Schaeffer, the new president of E. Hoffman Co., is a very busy boy at present. His time is taken up by his many friends who are offering congratulations on his rapid climb up the ladder. Great strides are being made by their reorganized and increased sales force, and La Palina and New Bachelor are going to be exploited stronger than ever.

Harry L. Harris, of Harris & Son Cigar Co., Newark, N. J., has left to spend a week in the Twin Cities.

Another "hot shot" at the Fair was 100 "Planco" Corona Chica size at $5.

### On the Rampage

Not to be outdone by the other department store sales, the Boston Store advertised the well known Lozano in the 10 cent size at 6 cents, 50 for $2.75; 8 cent Charles Denby at 10 for 63 cents, and Camels at $1.39 a carton.

### Activity Personified

Emil Weeger, of the Falk Tobacco Co., is calling on the Chicago trade at present. Emil is a real live wire.

Gus Harris, the Deities sales star of P. Lorillard Co., after a sick spell is again out on the job.

### Held Three-Day Cigar Sale

Keffer & La Duc, Inc., 30 W. Washington street, offered a 3-day cigar sale that was a "knocker-out." Extra salesmen had to be put on to take care of the


SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

# PARK & TILFORD

**are the**

# LARGEST IMPORTERS

**of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.**

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**

*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

**J. G. Dill Co.**
**Richmond, Va.**



# MENENDEZ & CO.

**Leaf Dealers, Packers and Exporters**
**OF**
# TOBACCO

**Cable Parra** **87 Amistad St., HABANA, CUBA**



# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
**All Kinds of Havana Leaf Tobacco**
**129 Lealtad St., cor. Dragones St.** **HAVANA, CUBA**


rush. Their south side store at 313 E. 55th street is showing a big increase in business. This firm features such well known brands as Lozano, Cuesta Rey, Charles the Great, Estos Si, Perfecto Garcia, Tom Palmer, Francisco G. Bances and the Dulce.

### In Ben's Old Bailiwick

"Murad". Garrard has taken over the loop territory that had been covered by Ben Newman, who is no longer with the P. Lorillard Co.

### A Serene Offer That Excites to Action

With each one dozen packages of Serene smoking tobacco, the Falk Tobacco Co. is giving free to the dealers one 17 cent package.

### Something to Chew Over

Rothschilds offered Piper Heidsieck chewing tobacco in the 10 cent foil wrapped plug at 4 cents a plug. The wholesale list price is 96 cents a dozen.

### Has New Connection

P. J. Cassiray has been appointed sales agent by Fritz Bros. Co., of Cincinnati, and will represent them in Chicago, Milwaukee and northern Illinois territory. "Pat" has been with the Haynie system but resigned recently.

### Radiates Optimism

Had a pleasant interview with John Ryan, Jr., of the Ryan & Raphael Cigar Co., just back from his visit to Tampa, Key West, Havana and New York. Ryan appears very enthusiastic over the outlook for clear Havana cigars. He also related his experience in taking an air trip from Key West to Havana with Fred Oakes and how cheap "Haig and Haig" is in Cuba. Special efforts will be put behind their large selling Lucius and their latest addition Cressida this year by their sales force.

"There seems to have been much less profit in profiteering last year."

### Wm. Penn Cigars

The General Cigar Co.'s retail stores are now showing full window displays of the new 5 cent Wm. Penn cigar.

### A Correction

In our letter of February 9, we had Tebbits & Garland selling Lozano La Fayette at $4.95 a can of 50. This was an error and should have read Lozano Fox size.

Clarence Hirschhorn, head of the jobbing house of Clarence Hirschhorn Co., left this week for southern California. He will return April 1. It will be a well earned vacation for Clarence as he has devoted a great deal of time to the sales of El Producto, Detroit Hand made, Harvester, Optimo and Humo brands.—H. L. H.

## St. Louis Trade Conditions Continue Favorable

**Jobbers Having Usual Run of Seasonal Sales—Retailers Enjoy Thriving Business—Travelling Salesmen Securing Average Volume of Orders for Advertised Brands—Less Known Brands Also "Going," But With Greater Effort.**

St. Louis, Feb. 18.—Cigar and tobacco trade conditions continue to be satisfactory to all concerned. The jobbers are having their usual run of orders for this season of the year, while the retailers are doing a thriving business with consumers.

### Advertised Brands Going Well

Representatives from the various manufacturers continue to flock to St. Lous, remain a few days, book orders and then depart for other points. Those who represent the leading lines are getting their average volume of business with little or no effort. The manufacturers of brands not so well known have to work harder, of course, but they too, are doing quite well.

### "Among Those Present"

A few representatives among the many recently here are: E. Popper and J. Schuchart of E. Popper & Co.; Al Korn, of M. F. Linden Co.; Wm. Anderson, of Celestina Vega & Co.; Brice R. Lequillon, of Duquesne Cigar Co; E. R. Lincoln, of Lincoln Bros.; John G. Spatz, of John C. Herman & Co; Jack Planco, of Ruy Suarez & Co.; J. T. Gascoigne of W. K. Gresh & Sons; Ben J. Strauss, of A. Santaella & Co.; J. B. Annis, of Garcia, Annis & Co., manufacturers of the popular Don Julian cigar; A. V. Jockel, of J. H. Swisher & Son, and H. Nelson of Jose Garcia Cigar Co.

F. H. Elsner, manager of the General Cigar Co.'s St. Louis branch, who has been ill for some time, is not yet back at his desk but hopes to be shortly.

### Growing in Favor

The El Dallo cigar, made by Wertheimer Bros., continues to grow in favor and the distributors, the Peter Hauptmann Tobacco Co., say the sales are increasing. J. C. Thomson, their traveling representative, was here a few days ago, helping the distributors to boost the demand.

P. M. Wallace, head of the Joplin, (Mo.) Tobacco Co., dropped in recently and spent several days here.

### Demuth Representatives

A. Dullman of Wm. Demuth & Co., pipe manufacturers, was here a few days ago. He had with him, Mr. McDougal, who will look after the interests of the concern on the Pacific Coast and who is on his way there.

Fred H. Mueller, of the Stickney-Hoelscher Cigar Co., is still at his home, with La Grippe.

Harry Kirkhoff, of the Fleck Cigar Co., was here recently visiting the trade.

### Notable Displays

The leading stores continue to have attractive displays in their windows. Among the most noticeable were the La Palina at Stickney-Hoelscher Cigar Co.; Charles the Great at the Chas. P. Stanley Cigar Co.; La Venga at Rauh-Milius Cigar Co., in the Arcade Building; La Preferencia, at the Wm. A. Stickney Cigar Co.; Garcia & Vega, at Dengler & Hatz; the First Consul and Scruggs, Vandervoorts & Barney; and the Don Julian, at the H. L. Hake Cigar Co.

### Breaking Records

Fred Baldwin, that Paramount Cigar of Mendelsohn Co. and the Don Julian Cigar of Gradia, Annis & Co., continues to attract attention with his window displays at the leading cigar retailers. The distributors of both these brands, Brinkman, Meisel & Recker Cigar Co., says their sales on these two cigars continue to break records.


**OSCAR PASBACH, Pres.** **J. A. VOICE, Sec'y and Gen. Mgr.**

**PASBACH-VOICE**
LITHOGRAPHING CO. INC.
ART LITHOGRAPHERS
GRAND STREET AND MORGAN AVENU
BROOKLYN, N. Y.

**CIGAR-LABELS—CIGAR BANDS**

# Tampa Manufacturers Take A Hopeful View

**Interviews Disclose Brighter Prospects—Generally Agreed That the "Worst Is Over"—Trade Is Better Established—Orders Frequent and Regular—Money Is Easier—Revival Sure to Follow Depression—News and Notes.**

TAMPA, Fla., Feb. 18.—When one takes into consideration the many sided issues that have to be considered by the tobacco interests of Tampa—in fact the whole country—it's not surprising that "many men have many minds," as to future prospects. The paralysis caused by the marketing of "war babies"; the stocks of leaf "brought at peak prices"; the labor difficulties; the very natural demand for old time five cent cigars; lower prices for clear Havana goods; the blessed Fordney bills, etc., etc., and again, etc., all very naturally cause those who are constitutionally pessimistic to see the bluest kind of blue. On the other hand, the mere fact that we are alive at all should be as a "star in the east" to those who have so valiantly held out thus far.

Now, in fact, the conditions are not near as deadly as some would have them. During the past week your correspondent has personally visited and interviewed not less than 95 per cent of the local manufacturers of Tampa. And summing all opinions up, the result is this: That the worst is over; trade is better established; orders, while smaller, are coming frequent and regular, indicating only conservative buying for immediate needs. Money is easier. And in short, while we do not expect to do any big things this year, we do have good reason to hope, at least, to break even, and be in condition to meet the revival sure to follow this depression.

Florida sunshine sure looks good to H. S. Foley, the middle west representative of F. Lozano, Sons & Co. He is pleased with conditions as he has found them during his trip.

Frank Diaz, of V. Guerra, Diaz & Co., has returned from St. Louis, and reports conditions improving.

Don Farmer, the new president of the re-organized A. Fuente Cigar Co., now with the trade in the Carolinas, has run into such a streak of orders that he broke all engagements to "meet me in Tampa."

The Monroe Cigar Co. of Chicago is represented in Florida by Clark Monroe. He is wintering at Leesburg and motors to Tampa.

George R. Curtis of Baltimore, a cigar dealer, is visiting friends here.

William R. Taylor, vice president of M. J. Dalton & Co., dealers of Philadelphia, is calling on his customers.

L. Crombach, of Moss & Lowenhaupt, St. Louis, is making his annual winter visit to the trade in Tampa.

Joe Cuyar has dissipated the blue sky for Andres Diaz, when he hit Chicago, nothing but the "Wire" was speedy enough for him, and orders for La Flor de Andres Diaz began to pour in; benches began to fill, and Sr. Diaz to wonder when he would get to rest again. Same thing continued when Joe raided St. Louis.

Mr. and Mrs. Mortimer Regensburg of New York are here for the season, domiciled at the Tampa Bay Hotel. Mr. Regensburg leaves tomorrow for a few weeks in Cuba.

Bustillo Bros.' factory of the Preferred Havana Tobacco Co., are putting out a new size, the Queen Finos of their popular brand "Flor Del Mundo," which will go to the trade for $115.00.

Alvarez, Valdez & Co.' LaValiza and King Adolf shade grown wrapper goods are going strong. M. Gonzalo, Manager, is loaded with orders and is working full capacity.

C. A. Stroud has returned from New York where he was called by the fatal illness of his sister. He is one of those who actually prefer Tampa to little ol' New York, and the offices of Berriman Bros., take on new impulse in his presence.

### Havatampa

Heads of the Havatampa Cigar Co. believe that, "when you have a good thing, push it right along"; so they have Max Berger opening up Arkansas and Oklahoma. With O. M. Knight telling them to Havatampa in Kentucky, Mississippi and Illinois they feel that their prospects are good for this year.

### A Real Business Boom

A. C. Westlake of the Tampa Cigar Co., Inc., divides his time between filing and filling orders, and crediting remittances. Sometimes it is difficult to decide

(*Continued on page 33*)


**Established 1867** **Original Factory No. 1**

The Standard
Clear Havana
Cigar Factory

**Manufacturers of**

**La Flor de Sanchez & Haya**

**and**

**Ignacio Haya**

**Office & Factory:**
**SANCHEZ & HAYA CO.**
**14th Ave. & 17th St., Tampa, Fla.**

**Distributors for Greater New York**
**B. WASSERMAN CO.**
**77 Chambers St., New York City**

**CAUTION**

**THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.**

**STARLIGHT BROS., INC.**
**Established 1873 Manufacturers New York**

**Miss Tampa Cigars**

*"Deliciously Irresistible"*

From 10c. up

Mannfactuted by

**A. YANEZ y CA., Tampa, Fla.**

**F. LOZANO, SON & CO.**
U. S. BONDED MANUFACTURERS
**HAVANA CIGARS**
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
**OFFICE & FACTORY TAMPA, FLA.**
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

*BRANDS THAT BUILD UP BUSINESS*

**VEGA DEL REY**
**BOUQUET DE LA ADA**
**ARRIUS**
**AFFECIONADA**
**CAPITOL CLUB SPECIAL**
**S. H. FURGATCH Y CA., 75th Street & Avenue A., New York**

**PERFECTO GARCIA**
**& BROS.**
**Manufacturers of**
*World's Finest Havana Cigars*
**Office**
**208 N. Wells St.**
**Chicago, Ill.**
**Factory**
**TAMPA, FLA.**

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES
125 Maiden Lane
WAREHOUSE
12-24 Mechanic St.
PLANTATIONS
West Suffield
Poquonock
South Windsor
E. Windsor Hill

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

L. B. HAAS & CO. Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
165 Water St., New York

I. GARDNER, President S. SPITZ, Vice-President JOS. WEDELES, Sec.-Treas.
MAX WEDELES TOBACCO COMPANY
DEALERS IN
FINE FLORIDA AND GEORGIA SHADE TOBACCO
QUINCY, FLA.

# Connecticut Sales Not Causing Any Excitement

## Buyers Show No Disposition to "Cut Loose"—Only Occasional Sales Reported—Each One Watching the Movements of Others—"Listening in" is a Favorite Sport—Warehousemen "Shy" at Making Full Report.

HARTFORD, Feb. 18.—No great excitement during the past week in buying the new crop, and while the buyers are about they are not inclined to "cut loose," and only occasionally a sale is reported. The growers do not undersand why the buyers are holding back and it is known that each of the buyers is watching the movements of the other fellow, and all are very anxious to find out just what is being said and done.

Many growers are now done assorting and would like to sell and deliver so as to figure up their profits (?) forsooth, and make plans for the crop to come.

### Hitch in Farnham Sale

The greatest excitement during the week was when the directors of the Farnham Tobacco Co. held a meeting and three out of the five present voted to sell their holdings to Fred. B. Griffin, the other two, E. A. Farnham and H. F. Farnham, opposed the action, claiming that the price of $150,000 was altogether too small and that a fair market price is $475,000. They applied for an injunction to block the transfer.

The plantation consists of about 500 acres, 300 of which is under cultivation, equipped with twenty sheds, tools and up-to-date equipment. An excellent grade of shade has been grown on this plantation. This plantation was originally bought by Keiser & Boasberg, of Buffalo, N. Y., and developed to the growing of shade, and later transferred to the Farnham Tobacco Co., who last season grew prime Havana and considerable "Round Tip." The hearing on the injunction is assigned for Thursday, the 23rd inst.

### Object to Making Full Report

Last week the State Board of Agriculture sent out forms to all the warehouses, nearly 90, in the state, requiring the packers and dealers to show all kinds of tobacco that they have on hand, to be returned, sworn to, on or before Feb. 20. The dealers held a meeting early in the week and were willing to show the number of cases on hand but did not think it advisable to show the prices for the past three months as it would necessitate considerable clerical work, but the tobacco committee of the Hartford County Farm Bureau wants to know the prices and has passed the following resolution:

*"Resolved,* that it is the sentiment of the Hartford County Farm Bureau tobacco committee, that no material departure be made by the state board of agriculture from the request for tobacco marketing information which said board has already approved and adopted. The sentiment of the tobacco committee is that they desire to stand pat on the request previously presented to the executive committee of the state board of agriculture, which was duly approved and notification sent us in writing under date of January 14."

The tobacco committee men of the Hartford County Farm Bureau are basing their position on the act passed by the last session of the Connecticut Legislature, known as, "An act establishing a marketing committee," and have asked the state board of agriculture to exercise its powers, particularly to the part requiring all persons, firms or corporations to make a return of all tobacco on hand in their warehouses or buildings, either owned absolutely by them or held for sale on commission.

The state board of agriculture sent out blanks to the dealers and packers throughout the state and to those farmers who might have tobacco stored in warehouses and subject to their orders.

Early in the week the matter was brought up at the annual meeting of the Connecticut Valley Tobacco Improvement association, which is composed largely of packers and dealers, and Secretary L. H. Healy of the State Board of Agriculture was invited to be present and the members of the association expressed a disapproval of the proposed census, particularly to the part which would require the giving of prices even though they be of an average character. Mr. Healy agreed to request that the board give a hearing on February 20 at the Capitol. Learning of the attitude of the packers and dealers, the tobacco committee and the Executive Committee of the Farm Bureau at a special session passed the resolution quoted above. The attitude of the tobacco committee is that it is not asking for any kind of information which is in any way different from that which the state through the marketing bureau of the state board of agriculture requires of the fruit, vegetable, livestock and meat dealers and which is published widely. They see no reason, they say, why tobacco dealers and warehouse men should be excused from a full accounting of their supplies and prices.

### Tobacco Shed Burned

Early this morning a fire was discovered in the shed of Rubin Harris of Suffield, and three and one-half acres of broadleaf tobacco was destroyed, causing a loss of $1,000 covered by insurance. The origin of the fire is undetermined.

At the recent meeting of the Hartford County Farm Bureau held at East Hartford, V. A. Saunders, New England crop statistician located at Wakefield, Mass., gave a few figures on the cased 1920 tobacco. He said that in South Windsor there were 2,500 cases and that he had not prepared the total for any other towns. A resolution was offered at the meeting recommending the reduction of acreage for 1922 but no definite action was taken.

It is reported that J. Stuart Halpin will sell his New Milford warehouse and locate in East Hartford on the property he acquired a few years ago, and on which he built a large tobacco warehouse with railroad frontage.

A. N. Miner, a tobacco grower of South Windsor, who has been in poor health for some time committed suicide early this week.

(*Continued on page* 33)

W. S. PINNEY & CO.
INCORPORATED
GROWERS :-: PACKERS
Shadegrown Broadleaf
SUFFIELD CONNECTICUT

EMBRY TOBACCO COMPANY, Inc.
Growers and Packers Fancy Combination
IRRIGATED FLORIDA TOBACCO
QUINCY, FLORIDA

TRADE MARK

REGISTERED

TRADE MARK

REGISTERED

# OUR 1921 CROP OF FLORIDA AND GEORGIA WRAPPERS ARE NOW READY

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

## AMERICAN SUMATRA TOBACCO CO.

131 Water Street New York City

TRADE MARK REGISTERED

LIVE BRANDS
FOR LIVE JOBBERS

CLASS A, B AND C

*Write for Territory*

J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.

*If It's* TOBACCO *We Have It*

RED LION, PA. U. S. A.

*Write Us* if you need

PENNSYLVANIA

*Correspondence Solicited*

Seedleaf Tobacco Growers Company, Inc.

LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly

ESTABLISHED 1885

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory: 42 EAST FULTON ST.

Correspondence Solicited. LANCASTER, PA.

I. H. WEAVER CO.

LEAF TOBACCO

237-39-41-43 N. Prince St., LANCASTER, PA.

W. K. Gresh & Sons

NORRISTOWN, PA.

Manufacturers of

The MEDITATION Cigar

L. F. METZGER & SON

GROWERS OF

Pure White Burley Tobacco Seed

Higginsport, Brown Co., Ohio

Price per lb., $10.00 1-2 lb., $5.00 1 oz., $1.00

# Pennsylvania Tobacco Buying Hindered by Snow

## Selling Momentum Was Not Great—Easy for Bad Weather to Interfere—Large Interests Conspicuous by Absence from Fields—Some Have Started But Dropped Out—One Man Trying to Find Quality Crops for the General Cigar Co.

LANCASTER, Pa., Feb. 18.—Snow storms, bad weather and almost impossible roads the past week have been a deterrent to the buying of the 1921 crop of tobacco in the farmers' hands. While considerable tobacco has been sold the fact remains that buying is still in its infancy and is being done in a very leisurely and conservative manner.

The large interests are conspicuous by their absence from the field and only one big concern is buying and that is the General Cigar Co.

Morris Levy, buyer for this company, said in an interview with the writer: "The tobacco is so poor in quality, tight grained, and poor burning, that a man has to drive nearly all day to buy a crop or two that is fit for use in high grade cigars, and that it hardly pays a buyer to do all kinds of inspecting to find a crop to his liking."

Long & Taylor, of Landisville, large packers, have quit the field, as have Joe Fivelich, of Mountville, representing the H. Fendrich Cigar Co., of Evansville, Ind., Otto Eisenlohr & Bros., and Bayuk Bros., of Philadelphia. The crop as a whole does not appeal to the large cigar manufacturers as the leaf is too heavy and burn of the tobacco is very indifferent. Besides the tobacco will be slow to cure and does not heat up in the bulks as readily as it should. One packer told the writer he has had tobacco in warm room on bulk for 12 days and it hasn't even shown any heat above normal.

This shows lack of combustion and also proves to the well posted tobacco man that the tobacco will cure slowly and will not respond readily to the usual process of bulk-sweating.

Smaller packers have been rather active in the vicinity of Ephrata this week, and are said to be buying only the pick and choicest crops. While farmers who haven't sold contend their tobacco is as good as what has been bought, and the reason they didn't sell was they wouldn't accept the prices offered by the buyers. Some of the north-end buyers are E. B. Hanenstein; Lincoln Henry; Becker Schoeneck; Elroy Zudrell, Ed. Sheaffer, Ben Schwartz, Alein Bitzer and Eshleman & Weidman of Ephrata.

Hanenstein has purchased crops recently from 3 to 8 acres at prices ranging from 10 and 2 to 15 and 2. He has paid 15c. for several crops but took no tobacco under 22 inches long.

Elray Zudrell has bought a few crops at 13 and 3. Henry Becker has bought a number of crops at 12 and 2.

Eshleman & Weidman bought more crops than any of the aforementioned, buying in the Ephrata section, and when they started to buy last month, they paid 14 and 15 and 3, but are now buying at 12 and 3.

The long looked for entrance in the field of the large buyers has not materialized and it looks to the writer as if the 1921 crop will be left severely alone by them.

If they start to buy at all it *must* be within the next three weeks, for tobacco must be sorted, bulk-sweated and packed in the cases by May 1, in order to get the benefit of the Summer cure. The large packers *must* have at least three months to buy and pack their tobacco properly, so as to insure a good cure.

All buyers are "playing safe" this year, and for that reason only about one twelfth of the crop has been sold so far, despite the fact the local papers report it to be one fourth or one fifth sold.

The writer has been out in the field and can give you the first hand information that farmers are beginning to worry and a number of them are afraid they will have their tobacco on hand for some time to come.

Of course, local farm products companies have been formed for the packing of unsold tobacco, but the companies cannot commence to pack all the tobacco they are asked to, and have been compelled to refuse to take in crops for want of proper packing facilities.

It is a known fact, despite all rumors to the contrary, that farmers prefer to sell their tobacco to packers and get their cash, than to have it packed, wait 6 months or a year to sell it and even then on account of quality it may not be sold.

The farmer is out of his money too long and must take the chance of blackrot and damage, in addition to this, he has to advance the money for actual expense of packing.

The Mount Jay Co-operative Packing Company, ably presided over by Elmer Strickler, of Rheems, Pa., is one of the few successful concerns that made money for the farmers last year by packing their tobacco.

Conditions this year, however are vastly different. Business is quiet; we have an enormous crop, and of indifferent and poor quality, and lots of the present crop will be bought as late as June next, and at a vastly lower price than at the present day.

Tobacco will be bought in two months from now at 7 to 10c—less than the cost of production. But the farmer mustn't lose sight of the fact he cannot get the price of a "peach" when he has a "lemon" on his hands.

Business men in the past year have been compelled to lose millions of dollars on account of the depreciation in the value of their merchandise but the farmers don't look at the matter in the philosophical way an up-to-date merchant does —he is a good "winner" but a poor "loser."

Five cent cigars are in the market, and if they have any merit they are meeting with ready sale and for that reason, if for none other, the farmer must be content with a nominal price for his tobacco.

It is certainly refreshing in these dull and listless times to hear a merchant say business is good, and this can be truthfully said of the Gans Bros. factory at Ephrata, this county. Chas. Gans when interviewed by the writer last evening said business is keeping up very good with his concern and they have all the orders they can conveniently attend to for March shipment.

Edwin S. Brill of W. S. Brill & Son, of New York City, is here looking over the 1921 crop and informs the writer it is "hand picking" to find the kind of tobacco that appeals to his very fastidious and discriminating trade. Ed. says he looks for a big improvement in business within the next month or two and that the present depression is only temporary.—DICKIE.

## H. C. Wall with Demmi Cigar Company

TAMPA, Fla., Feb. 11.—H. C. Wall of Lake Charles, La., has been added to the sales staff of the Demmi Cigar Co. An increase in the selling force has become necessary to help take care of the rapidly growing demands for Demmi products. Mr. Wall will travel the states of Louisiana, Mississippi, Texas and Arkansas. The Demmi Cigar Co. makes these brands: Valia, Gonzalo De Guzman, El De Garmo, El Assisto and Sanchez Al-fin.

## Havana Spear

WILMINGTON, Del., Feb. 18.—In an interview with Mr. Strauss, of Selak & Hoffman, he expressed great satisfaction over the continued improvement in business conditions. Mr. Strauss was especially optimistic when speaking about the way orders have been coming in for Havana Spear cigars, which, he says, is one of the best 10c. cigars being put out at the present time. They have no surplus stock on hand and are working full force, by which means they are able to fill current orders. The firm is putting out a four-inch size, Havana Spear, a long filler cigar that sells for five cents, which appears to be taking well with the trade. They are to put out a new cigar shortly to sell at 3 for 25c.

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Orizaba* —Feb. 14

| | Cases |
|---|---|
| Charles & Co. | 4 |
| Grosvenor Nicholas & Co., Inc. | 19 |
| Heymer & Bros., Inc., (Pittsburgh, Pa.) | 3 |
| T. H. Hart & Co. (Philadelphia, Pa.) | 3 |
| B. Wasserman & Co. | 3 |
| G. W. Faber, Inc. | 25 |
| Acker, Merrall & Condit Co. | 5 |
| British American Tobacco Co. (Melbourne) | 10 |
| British American Tobacco Co. (Sydney) | 3 |
| Park & Tilford | 20 |
| G. S. Nicholas & Son, Ltd. | 4 |
| M. J. Dalton Co. (Philadelphia, Pa.) | 3 |
| United Cigar Stores Co. | 8 |
| N. Y. & Cuba Mail S. S. Co. | 79 |

### Tobacco from Cuba

*S. S. Orizaba* —Feb. 14

| | Bales |
|---|---|
| J. Rodriguez & Bros. | 1 |
| J. M. Falk & Co.(Chicago, Ill.) | 10 |
| American Foreign Corp. (Antwerp) | 402 |
| Stern-Mendelsohn Co., Inc. | 134 |
| J. B. Lichtenstein & Co. | 13 |
| S. Rossin & Sons | 10 |
| C. J. Joel & Co. (Boston) | 165 |
| S. L. Goldberg's Son | 50 |
| N. Y. & Cuba Mail S. S. Co. | 142 |
| Amara Llerandi | 7 |
| American Cigar Co. | 533 |
| Keiser & Boasberg | 15 |
| Jacob Sutter & Son (Chicago, Ill.) | 20 |
| Fred D. Grave & Son | 70 |
| Alfredo Alvarez (Chicago, Ill.) | 1 |
| J. F. Devenport (Boston) | 26 |
| Schroeder, Reiss & Co. (Chicago, Ill.) | 21 |
| I. Kaffenburgh & Son | 21 |
| August Biedermann | 26 |
| H. Duys & Co., Inc. | 803 |
| Ernest Ellinger & Co. | 117 |
| S. Ruppin, Inc. | 59 |

| | Barrels |
|---|---|
| August Biedermann | 4 |
| Suarez & Crespo | 3 |
| New York & Cuba Mail S. S. Co. | 25 |
| Florida Leaf Tobacco Co. | 5 |
| Jacob Sutter & Son (Chicago, Ill.) | 13 |
| Friend & Co., Inc. | 18 |
| Maurice Winter & Co. | 56 |
| Max Schwarz | 68 |
| Stern-Mendelsohn Co., Inc. | 100 |
| E. Rosenwald & Bro. | 59 |
| J. B. Lichenstein & Co. | 37 |
| S. Rossin & Sons | 49 |
| F. Delano & Co. (Chicago, Ill.) | 16 |
| H. Duys & Co., Inc. | 19 |
| W. K. Gresh & Co. | 10 |
| E. Spingarn & Co. | 5 |
| Ernest Ellinger & Co. | 28 |
| S. Ruppin, Inc. | 209 |
| Henry Oppenheimer & Co. | 56 |

| | Cases |
|---|---|
| Stern-Mendelsohn Co., Inc. | 1 |

| | Packs |
|---|---|
| Max Schwarz | 3 |
| J. Rodriguez & Bros. | 3 |
| G. & M. Cigar Co. (South Bend, Ind.) | 15 |
| Geo. M. Beyea | 6 |
| S. L. Goldberg's Son | 5 |
| Consolidated Cigar Corp. | 58 |
| J. Bernheim & Son | 108 |
| Waitt & Bond (Newark) | 137 |
| Schloss Bros. (Philadelphia) | 21 |
| Jacob Sutter & Sons (Chicago) | 11 |
| E. Miranda & Co. | 25 |
| Alfredo Alvarez (Chicago, Ill.) | 10 |
| Maurice Winter & Co. | 15 |
| Bayuk Bros., Inc. (Philadelphia) | 38 |
| A. Dankowitz | 7 |
| Nussbaum & Bower | 16 |

| | Boxes |
|---|---|
| Suarez & Crespo | 2 |

### Cigars from Porto Rico

*S. S. Porto Rico* —Feb. 20

| | Cases |
|---|---|
| Pedro Costa | 3 |
| United Cigar Stores Co. | 56 |
| Porto Rican American Tobacco Co. | 39 |
| Porto Rican Express Co. | 1 |
| N. Ortiz Lebron | 1 |

### Tobacco from Porto Rico

*S. S. Porto Rico* —Feb. 20

| | Bales |
|---|---|
| J. B. Lichtenstein & Co. | 10 |
| Durlach Bros., Inc. | 239 |
| Jas. Holzman | 10 |
| Rosenstadt & Waller | 40 |
| Nicolas Ortiz | 22 |
| Wm. Quanjer | 15 |
| Wm. Schall & Co. | 60 |
| Robert Gans | 55 |
| Leo Hirsch | 42 |
| Pedro Costa | 3 |
| W. O. Smith & Co. | 2 |
| Porto Rican American Tobacco Co. | 15 |

| | Barrels |
|---|---|
| Leo Hirsch | 94 |
| J. Cohn | 47 |
| Max Gans & Sons, Inc. | 66 |
| Portocuba Corp. | 109 |
| American Sumatra Tobacco Co. | 590 |
| Porto Rican Express Co. | 10 |
| Roy Suarez Co. | 5 |
| Rosenstadt & Waller | 65 |
| J. B. Lichtenstein & Co. | 38 |

*S. S. Philadelphia* —Feb. 20

| | Bales |
|---|---|
| Rosenstadt & Waller | 35 |
| Portocuba Corp. | 53 |
| Stern-Mendelsohn Co., Inc. | 50 |
| Hamburger Bros. & Co. | 6 |
| P. Lorillard Co. | 200 |

| | Barrels |
|---|---|
| Rosenstadt & Waller | 121 |
| Portocuba Corp. | 47 |
| Stern-Mendelsohn Co., Inc. | 97 |
| Hamburger Bros. & Co. | 71 |

*S. S. Sagua* —Feb. 20

| | Bales |
|---|---|
| Combata Tobacco Corp. | 25 |
| A. M. Leon | 10 |
| I. Lewis Cigar Mfg. Co. | 100 |
| Wm. Schall & Co. | 69 |
| Julius Marqusee & Son, Inc. | 18 |
| P. Lorillard Co. | 400 |

| | Barrels |
|---|---|
| Pedro Costa | 100 |
| Nitrate Agencies Co. | 75 |
| Julius Marqusee & Son, Inc. | 201 |
| Selgas & Co. | 84 |
| Rosenstadt & Waller | 50 |
| R. A. Eschevarria | 103 |
| A. M. Leon | 16 |
| Combata Tobacco Corp. | 100 |

### Cigars from Kingston

*S. S. Turrialba* —Feb. 17

| | Cases |
|---|---|
| J. P. Hand | 3 |
| J. A. Pitt | 11 |

### Tobacco from Puerto Plata

*S. S. Huron* —Feb. 20

Latham & Co. (Transit Havre, France) .....154 bales
W. Biedermann (In transit Bremen, Germany) .....480 seroons

### Tobacco from Rotterdam

*S. S. Noordam* —Feb. 20

| | Bales |
|---|---|
| American Sumatra Tobacco Co. | 366 |
| E. Rosenwald & Bro. | 91 |
| Max Maier | 7 |
| J. De Vries | 19 |
| H. Duys & Co., Inc. | 52 |
| H. Duys & Co., Inc. (Philadelphia, In Bond) | 40 |

Herzog & Sarluy .....1 box

### Tobacco from London

*S. S. Centennial State* —Feb. 14
Irving National Bank .....1 case

### Tobacco from Liverpool

*S. S. Cedric* *Feb.* 21
A. Oppenheimer & Co.....4 Cases

### Tobacco from Belfast

*S. S. Eastern King* —Feb. 13
G. A. Henshaw & Sons .....630 bags

### Tobacco from Queenstown

*S. S. Eastern King* —Feb. 13
M. Rapaport & Co.....1 box

### Tobacco from Southampton

*S. S. Olympic* —Feb. 15
Irving National Bank .....1 case

### Tobacco from Glasgow

*S. S. Tarantia* —Feb. 15
Irving National Bank .....5 cases


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**Tobacco from Antwerp**

*S. S. Gothland* —Feb. 17
Bernard Van Leer .....1 case

**Tobacco from Hamburg**

*S. S. Mongolia* —Feb. 17
Equitable Trust Co. .....780 bales

*S. S. Schoharie* —Feb. 18
National Shawmut Bank .....2,972 bales

**Tobacco from Piræus**

*S. S. Themistocles* —Feb. 19
C. Petridis Sons .....250 bales

**Tobacco from Marseilles**

*S. S. Providence* —Feb. 17
V. Souren Co. .....53 packs

**Snuff Tobacco from Palermo**

*S. S. Providence* —Feb. 17
Cusimano & Co.....24 cases
Cusimano & Co. .....5 half boxes

**Tobacco Pouches from London**

*S. S. Centennial State* —Feb. 14
Irving National Bank .....1 case

**Wooden Pipes from London**

*S. S. Centennial State* —Feb. 14
Irving National Bank .....4 cases

**Wood Pipes from Southampton**

*S. S. Olympic* —Feb. 15
Irving National Bank .....6 packs

**Clay Pipes from Rotterdam**

*S. S. Noordam* —Feb. 20
American Clay Pipe Works ...153 packs

**Cigarette Machine Parts from Cuba**

*S. S. Orizaba* —Feb. 14
American Machine & Foundry Co.
1 case

**Cigarette Paper from Liverpool**

*S. S. Cedric* *Feb.* 21

| | Cases |
|---|---|
| British-American Tobacco Co..... | 18 |
| British-American Tob. Co. (Bond, Richmond, Va.) ..... | 7 |
| British-American Tob. Co. (Bond, Petersburg) ..... | 5 |

## Cleveland

(*Continued from page* 24)

"second honeymoon." It is an extensive eastern tour and R. J. is "sure" having a "swell" time according to reports. Mr. Barlow is manager of the cigar department of Roth and Hug Co., who run a string of drug stores in Canton.

### On Business Trip

J. C. Newman of the J. C. Newman Cigar Co. here, makers of the Judge Wright cigar, took a flyer to Chicago and Indianapolis last week. "Business is just great," reports Mr. Newman. By the way, have you noticed that "high-up" illuminated Judge Wright sign on the Public Square? It's a thing of beauty, indeed. The Weideman Co. distributes the Newman products here in Cleveland.

### Bill Karg Arrives

Bill Karg of H. Fendrich & Co., manufacturers of La Fendrich and Charles Denby, was much in evidence about town last week. Both of Bill's sellers are also very much in evidence when it comes to real value and satisfaction.

### Harry Bassett Sick

We've just learned that Harry Bassett, who visits us so often in the interests of the Mi Lola cigar, is pretty sick. Harry is laid up at Providence Hospital, Detroit, having undergone a severe operation. Harry's many friends are all pulling for a speedy recovery for they miss Harry and long to see him back on the job again as healthy as ever.

### "Doc" Rosebro in Town

W. W. (Doc.) Rosebro is back in town this week in the interests of F. Vega & Co. and their Las Vegas cigars. "Doc." only had to stay in town a short while to realize that Las Vegas are still as popular as ever with Cleveland cigar smokers. New York is "Doc.'s" next stopover.

### Another Buckeye Man in New York

J. Arthur Rigby of the J. Rigby Co., of Mansfield, near here, joined the ranks of the Ohioans in Gotham last week. One cannot but notice the rapid strides, being made here by the Rigby products, mainly Rigby's Five Cent Value, and Rigby's Hand Made, both extraordinary sellers everywhere.—HERB.


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Tobacco Hoeing Machines

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## Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

**Officers and Executive Committee.**

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Connecticut Sales

(*Continued from page* 28)

### Some Shipments Made

During the past week some shipments of tobacco in cases were made to various points, which show that there is some business being done, although, without a doubt, there were cash losses made. But there seems to be a determination by some to unload at a "price" and forget it.

Some of the buyers who are traveling about are looking for tobacco in the bundle and will not look at assorted crops as they say that they much prefer to assort it themselves so that their grading will run uniform through their packing.

Considerable tobacco has been bought in Massachusetts and been shipped to local warehouses for assorting. Very little buying has been done thus far in the South Windsor district, although considerable "looking" has been done by buyers there.

Keiser & Boasberg of Buffalo, N. Y., has been in the field and have made several purchases in the Hockanum district, at prices said to range from 35 to 50 cents per pound on assorted crops.

The E. A. Fuller Tobacco Co. has quite a large packing of Broadleaf already up, and are still in the field buying bundle tobacco.

Nussbaum, Newfield & Co. are still in the field and have several weeks' work assorting ahead now.

Prices for bundle tobacco have a wide range, varying from 10 to 25 cents per pound, and in some instances higher prices have been paid. The crops are not assorting out as was expected, and are running heavy percentages to dark goods, with very little light leaf in them.

With the slowness of the buying, fertilizer men are finding that their business is very slow as growers are not placing orders for supplies.

When the reports of the different warehouses in the state showing the amount of tobacco stored and the prices of crops sold, are ready for publication, it is expected that there will be some valuable information that the growers think that they need and these reports will largely influence the acreage that will be grown in 1922. Sam Grabosky of the G. H. P. Cigar Co., of Philadelphia, was in this section this week looking at tobacco.—X. Y. Z.

## Tampa

(*Continued from page* 27)

which reaches him first. For a fact, business is so good for their Tampa Monarch that José Muniz, Secretary and Manager, is now in Chicago opening an office there and organizing the territory.

Mr. and Mrs. Jerome Regensburg arrived yesterday from New York. They will spend the remainder of the winter here.

### Radiates Sunshine

Leo Gottsegen, President of Gradiaz, Annis & Co., returned yesterday from an extended trip through Connecticut and New York States. While he enjoyed a very pleasurable and successful trip, he is glad to be again in the land of sunshine.

### Shows Versatility

Captain Joe Lozano of the pirate Gasparilla crew, having captured Tampa and salted it down, has turned his attention to the affairs of F. Lozano, Son & Co., again.

### Going Ahead Despite Handicaps

Marcelino Perez & Co. are not affected by pessimistic calamity howlers, nor unduly elated by the often unreasoning, optimist. A temporary indisposition kept Joe to his rooms for a day or so, but factory affairs moved along just the same. Such is his admirable organization.

S. C. Rainey, Vice President and Sales Manager of the Salvador Rico & Co., Inc., is so busy copping orders that he can't find time to come in. Salvador Rico, manager, is so much engrossed taking care of the orders that he does not worry about next year or the year after.

A. H. Cross, Manager of the San Luis Cigar Co., was working late when your correspondent called on him. Capitano Fives is the reason. "Looks like a Five epidemic has struck the country."

## Burley Growers Resume Deliveries

(*Continued from page* 21)

and getting it. The recent sales of considerable amounts of tobacco to manufacturers at the prices fixed by the growers' representatives has encouraged the members of the association in the belief that the problem of marketing tobacco in the Burley district has really been solved.

More than seven and half million pounds of tobacco, redried and in hogsheads, is in storage in the New Fayette Warehouse and in Fayette No. 2, Dr. S. H. Halley, storage manager for the district, reported today.

Director of warehouses Ralph M. Barker, who has been on an inspection trip in the Northern district, returned tonight.

Chief of the field service division Joseph Passonneau spent today in Ohio on association business.

Warehouse manager Beatty announced that engagements would be made for the delivery of members' tobacco on Fridays from now on until the crop is all in, as it is apparent that sales sufficent to take it off the floors will be made regularly, and this, along with the re-dryers working for the association will enable the organization to handle another day's deliveries each week at the eleven Lexington houses.

Members of the asociation generally commended the statement of President Stone in regard to sales and other business transactions and especially the declaration of the president that any member would be given any information he might ask for in regard to the Association's business.

## Virginia

(*Continued from page* 18)

una; W. S. Garrett, of Beulah; W. R. West, of Axton; Oliver J. Sands, Richmond.

W. S. Garrett, of Beulah, represents the eighth district, which comprises a number of dark shipping and sun-cured counties strung down James river from Lynchburg nearly to Richmond. He will have charge largely, it is thought, in establishing or recommending sites for the establishment of markets in all the dark tobacco centers of the counties which he represents.

Fluvanna county, which for a number of years grew tobacco only on a small scale, and which during the past few years has grown it largely, was the last Virginia county to organize its growers, but many signatures have recently been obtained, and it is said here by the Association men that the county will roll up a large number of signatures by spring. It is now certain that about 95% of the tobacco is pledged to the Association in the dark district.

Importing firms in large Atlantic seaboard cities are regularly circularizing growers and dealers in this territory and making attractive offers of mixed fertilizers and raw materials. It is quite certain that nitrate of soda and sulphate of ammonia will be used more largely than usual and more home mixing will be done. It is generally thought, however, that a large amount of commercial fertilizers will be used throughout this section this year.

A political matter which only indirectly affects the tobacco interests was the nomination last week of Hon. Harry St. George Tucker as Democratic candidate for the Tenth Virginia District to succeed the late Hal D. Flood who represented the district for many years. Mr. Flood, himself a tobacco grower upon a large scale, never lost an opportunity while in Congress to fight for the interests of the tobacco growers, and his death was greatly deplored among the people. Mr. Tucker, while a citizen of Lexington, in the Shenandoah Valley, is closely identified with farming interests and the people east of the mountains, and received the wellnigh unanimous support of all the tobacco counties east of the Blue Ridge. Hon. Aubrey E. Strode, of Amherst county, a great tobacco growing belt, was likewise a candidate for the nomination. As he is a young man, it is fairly certain that he will succeed Mr. Tucker when the latter retires from the political field.

Business in general, including the retailing of manufactured goods, has been dull during February. Merchants are complaining of small trade. But this has been due largely to the weather which has been Arctic and prohibitive of travel. Fruit growers and gardeners are predicting large crops for next summer; and the lumber people are more or less active with orders from Pennsylvania and New Jersey.—Plummer F. Jones.

## St. Paul

(*Continued from page* 14)

is very busy these days buying to turn out enough Justrite 5 cent cigars to take care of the demand. Steele-Wedeles Co., of Chicago, who distributes Justrite in the windy city, wires in every day for extra shipments. Seal of Minnesota and Aquilas are also two big sellers manufactured by Kuhles & Stock Co.

Maurice Rothschild, of the Congress Cigar Co., with headquarters in Milwaukee, spent several days here booking orders for La Palina through his distributors The Minneapolis Drug Co., of Minneapolis.—H. L. H.


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**"Ask who is ALONSO RIERA in Porto Rico"**

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WANTED—Jobber or big Retailer to handle our line of High Grade Havana Cigars or to have us make their own brands. We guarantee quality and a satisfactory price. Our capacity is 50,000 or more a day. Would consider proposition from first class house only. Address Box 491, Tampa, Fla. (Ybor City Sta.).

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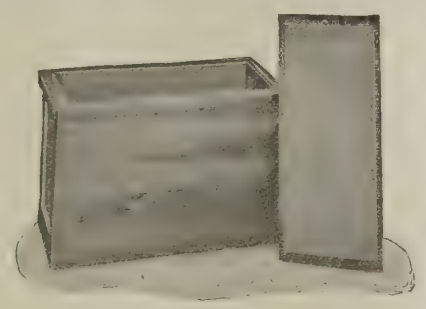

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# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 18 NEW YORK, MARCH 2, 1922 Per Annum $3.00 Per Copy 10c.


## Tampa Cigar Industry Rapidly Gaining Recruits

### Gene-Vall Cigar of New York Is the Latest Acquisition of the Southern Cigar City—"High Life" to Rub Elbows with Numerous Others of Exalted Degree—Ernest Berger Resigns Presidency of Tampa-Cuba Cigar Co.

TAMPA, Fla., Feb. 25.—The cigar industry of Tampa is going along on the even tenor of its way. Despite this fact, the Cigar City is also providing some news of unusual interest, for instance:

**Gene-Vall Moving to Tampa**

Once more the long-time vacant Ehrlich factory building will open its doors to swarming cigarmakers. The Gene-Vall Cigar Co., Inc., of New York, is moving to Tampa. Tony Guterrez, the manager, who has been in Cuba buying tobacco for their favorite brand, High Life, arrived in Tampa today.

**Resigns from Tampa-Cuba Presidency**

Ernest Berger, organizer and president for the last four years of the Tampa-Cuba Cigar Co., one of the largest of Tampa factories and a company composed of several thousand stockholders, at the annual meeting this week retired from the presidency and active management but retains his position as one of its directors and is the largest stockholder of the company.

Mr. Berger, when asked, "What are your future plans?" replied: "I intend developing the General Importing Co., which I recently organized, and playing golf."

Mr. Berger is one of the pioneer business men. He organized several of the large, flourishing enterprises in this city, and another one may be expected in the development of the General Importing Co.

**New Officers of Tampa-Cuba**

The new officers of the Tampa-Cuba Cigar Co. for the ensuing year are: E. H. Peter, president and general manager; R. I. Scoville, secretary; John T. Treasure, treasurer. The new board of directors are: Ernest Berger, Tampa; C. H. Huhn, Minneapolis, Minn.; Ira B. Clark, Nashville, Tenn.; D. G. Wise, Atlanta, Ga.; H. A. Taylor, Louisville, Ky.; H. W. Merritt, Plains, Pa.; W. D. Mathis, Los Angeles, Cal.; J. T. Treasure, Gardner, Ill.; E. H. Peter, Tampa.

**Had Busy January**

The factory of Fernandez, Sabinos & Co. is just now enjoying a little resting-up spell after an exceptionally busy January. Mr. Fernandez is confident that business will resume its normal condition within a few weeks.

**An Anchor to Windward**

The Pacific Coast has proved an anchor to windward for many manufacturers during the recent unsettled conditions in the middle and eastern states. Geo. R. Webb, representing J. M. Martinez & Co. in San Francisco, has kept the factory well supplied with orders for the popular J. M. Martinez brand, and predicts increasing business.

**Back to Normalcy**

It seems to be many years since one of J. M. Martinez & Co.'s famous La Normas could be bought for a nickel. Since those good old days W. M. Webb would awaken in the middle watches of the night and juggle figures in a vain endeavor to match the cost against the nickel. But alas! he had to pay for both tobacco and labor; not to speak of boxes and Uncle Sam's little rake-off and such like incidentals. Notwithstanding all these barriers, he has arrived; and La Norma goes again for a nickel. One more victim to popular demand which says, "put up or shut up."

**Cause for Cheerfulness**

"Was just going to send for it myself—need it in my business," but your correspondent caught him on the fly; so TOBACCO goes to another happy home, the Henriquez Cigar Co. Oh ye pessimists! Look in on this little factory—everybody busy—sleeves rolled up, even the office force with hammer and nails crating the goods for rush shipments. Mason, Ehrman & Co. can't supply the demand for the Carnelo in Portland, Spokane and Seattle. And St. Louis consumes so many S & H that H. O. Bishop makes every sale a repeater.

**Self-evident**

At the factory of L. Sanchez & Co., S. Fernandez, manager, has only now found time to breathe and look about him since before the holidays. "It's been a good season; better than was anticipated. Of course it's a little slack now—always is at this time of the year, but we have no fears but we'll be busy again by the middle of March." The office at 222 Pearl street, New York, can congratulate itself on the personnel of the Tampa factory. They are up to date; in evidence thereof an open copy of TOBACCO is to be seen occupying a prominent position in the office.

**Delightful Music**

Optimo Kings goes marching on to the tune of 30,000 a day at the factory of A. Santaella & Co., and Mariano Alvarez says it's a sure enough jazz. Here again, we find repeated the conservative opinion that steadily improving conditions are ahead for the tobacco business. The "dusky gent" in the woodpile will be uncovered; and once face to face with fixed conditions, however onerous, they can be fairly met.

**"Pancho" Arango Returning to Fold**

The many friends and business associates of "Pancho" Arango are proud to know that he is going back in to the old game on his own account and in reasonably good shape. He leaves for Havana to buy leaf. He will put out new brands under his own name, and all tobaccodom knows what that means. Peter O. Knight states that all this is made possible through the sale of the assets of Francisco Arango & Co. to the New York-Tampa Cigar Co., today, for the sum of about $36,000. Mr. Knight is attorney for the creditors of the Francisco Arango & Company.

**A Narrow Escape from "Blues"**

Leo Gottsegen, president of Gradiaz-Annis & Co., who recently returned from the tobacco markets of Connecticut and New York, finds his jobbers, Brinkman, Meisel & Reckert, of St. Louis, shooting in repeaters for Don Julian. Grommes & Ellson of Chicago also find a steady

(*Continued on page* 25)

## Bayuk Brothers Change Distributors

CHICAGO, Feb. 25.—E. Hoffman & Co., 180 West Madison street, have been appointed distributors of the Havana Ribbon and Philadelphia Hand Made cigars, manufactured by Bayuk Bros., of Philadelphia. The Philadelphia Hand Made was placed on this market last year by Nathan Fox Co., who controlled the distribution until this week. The E. Hoffman Co. sales force are already hard at work placing these two brands with their trade. Havana Ribbon is an 8-cent, 2-for-15-cent, seller, listed at $58, while Philadelphia Hand Made sells for 10 cents, with a list price of $75.—H. L. H.

## Hazing Hays

CHICAGO, Feb. 28.—A plea for the elimination of cigarette smoking by women in moving picture films, except "as the accompaniment of discreditable character," was made in a resolution adopted today by the Board of Managers of the International Anti-Cigarette League, which forwarded the resolution to Postmaster General Will Hays, who will enter the motion picture industry on his resignation, March 4.

Mr. Hays was urged, "in assuming a position affording you an immense influence in the moving picture industry," to use his efforts "to secure early and universal action in accordance with this suggestion."

The appearance of cigarette smoking, says the resolution, "of late as a growing habit among women of recognized respectability and among high school and college girls threatens the element of womanhood that must mother the American of tomorrow."

## A 103-Year-Old Smoker Passes to Reward

BOWLING GREEN, Ky., Feb. 23.—John G. Franklin, 103 years old, passed away this morning at 2 o'clock at his home, two and one-half miles from Smith's Grove, this county, within two miles from Rocky Hill Station, Ky, where he was born.

He was a farmer and only two years ago, when 101 years old, he assisted in covering a barn on his farm. Until that time when his eyesight failed, he read the daily papers. During his illness of six months, he called for his pipe and tobacco and smoked daily while seated on the side of his bed until three days ago, when he lost consciousness.

## New Bachelor Distributors

CHICAGO, Feb. 25.—The news that Sprague-Warner & Co., wholesale grocers, had been appointed distributors in this territory for the New Bachelor cigar, came as a big surprise to the Chicago trade today. The New Bachelor brand has for many years been distributed by E. Hoffman & Co. The recent change in the ownership of the E. Hoffman Co., it is reported, brought about the change in distributers. New Bachelor has a large sale here.

Sprague-Warner & Co. also distribute Dutch Master and La Azora, made by the Consolidated Cigar Corporation.—H. L. H.

## Albany Jobber Seriously Ill

ALBANY, N. Y., Feb. 25.—After a somewhat serious operation, Bruce Macdonald, the State street cigar jobber and retailer, is now quite ill at the Albany Hospital.

Before engaging in the local business, Mr. Macdonald represented the Storm-Fisher Co. as general sales manager. He has been well and popularly known in New York State cigar circles for more than thirty years of active traveling.—THE SMOKER.

## Chart No. 2, Showing Trend of the Cigar Business

### Brought Down to End of 1921—Monthly Aggregate of Withdrawals for Consumption Indicated—According to Ratios of Total Business—Prominent Features of Different Classes Pointed Out by Managing Director of T. M. A.

Chas. Dushkind, managing director of the Tobacco Merchants' Association of the United States, has just issued new cigar charts, regarding which Mr. Dushkind says:

There is respectfully submitted herewith our second issue of cigar charts brought down to the end of the last calendar year, and showing:

(a) The monthly aggregate of withdrawals for consumption, as well as the relative movements of the three principal classes of cigars, from March, 1919, to and including December, 1921, measured according to their respective ratios of the total business. In other words, it shows the approximate percentage that each class constitutes of the total consumption.

NOTE—It will be noted that as the present classification of cigars became effective February 24, 1919, this chart begins with the month of March, 1919.

(b) The total withdrawals for consumption for the last three calendar years and the ratio of the various classes for the last two calendar years.

NOTE—As the present classification of cigars only became effective on February 24, 1919, the ratio chart is necessarily limited to a two calendar year period.

Without intending to express my own judgment as to the conclusions that may be drawn from the accompanying chart, I cannot refrain from pointing out the following outstanding features, which I believe will be of material aid in reaching a fairly accurate appraisement of the situation, to wit:

(1) That when the present classification of cigars was first adopted, Class C

(retailing at over 8 cents, and not above 15 cents) was the smallest seller, amounting to but 28½ per cent of the total business. The same class is now the largest seller. Its withdrawals last December totaling about 41 per cent of the whole.

(2) That, whereas Class B (retailing at above 5 cents and not over 8 cents) was the largest seller in March, 1919, it is now at the bottom of the three principal classes. From a volume of business in March, 1919, of over 39 per cent it dwindled down to about 22 per cent in December last.

(3) That Class A (retailing at 5 cents or less) on the other hand rose from 31½ per cent of the aggregate cigar business in March, 1919, to 34 per cent in December, 1921, a gain of about 2½ per cent.

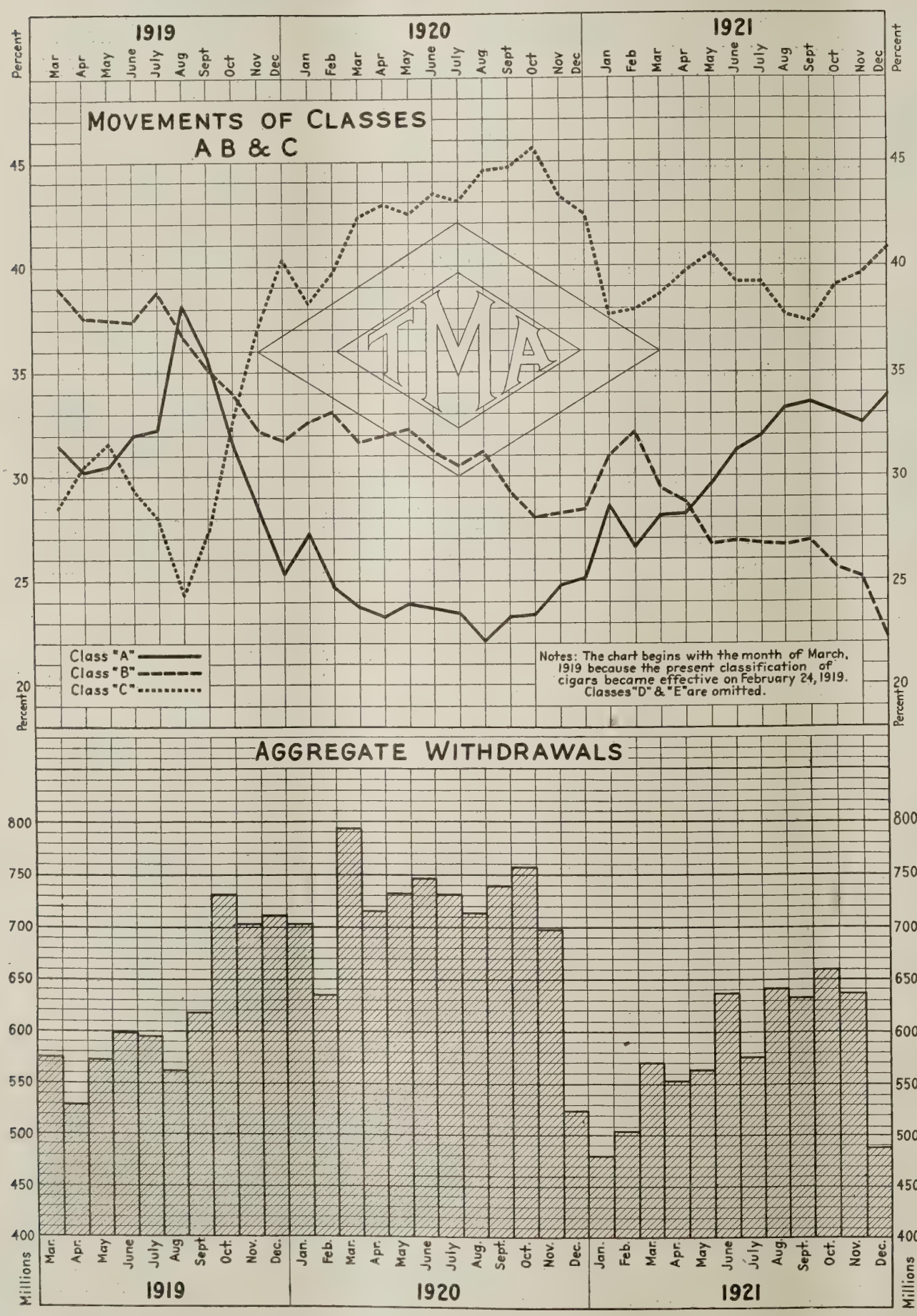
The following summary will more clearly present the situation:

| Class | March, 1919, Per Cent | December, 1921, Per Cent | Gain, Per Cent | Loss, Per Cent |
|---|---|---|---|---|
| A..... | 31.69 | 33.91 | 2.22 | .... |
| B..... | 39.19 | 22.25 | .... | 16.94 |
| C..... | 28.45 | 40.85 | 12.40 | .... |
| D..... | 0.33 | 2.24 | 1.91 | .... |
| E..... | 0.34 | 0.75 | 0.41 | .... |
| Total. | 100.00 | 100.00 | 16.94 | 16.94 |

It will thus be seen that while Class B lost 16.94 per cent, only 2.22 per cent of it was made up by Class A, the cheaper grade of cigars, while the remainder of the loss is accounted for by an increase of 12.40 per cent in Class C, and 2.32 per cent in Classes D and E.

## Klorfein's Expansion

Now that Julius Klorfein ha- settled down in his handsome new office at 141-147 Fifth avenue, he has decided to enlarge his factory at Perth Amboy, N. J. The architects are at work on the plans of a new three-story brick building to be built on the lot adjoining the present factory. The new plant is expected to be in operation in July, with a capacity of 150,000 cigars a day.




## May Plant a Considerable Tobacco Acreage

LOUDON, Tenn., Feb. 25.—Specialists from the East Tennessee Division of Extension have recently addressed farmers of this community on the advantages of growing tobacco, from a commercial standpoint.

Seeds are now being distributed to prospective growers and the movement is attracting much attention.

The soil here is well adapted to tobacco culture, it is said, and large crops could be produced without decreasing the production of other crops, it is asserted.

The Bank of Loudon and the First National Bank are co-operating in the distribution of seeds and while tobacco has never been grown to any extent in the county, it is predicted that many farmers who have suitable land will plant all of the white burley they can care for.

## Opens Cigar Factory

MICHIGAN CITY, Ind., Feb. 25.—Albert Lubs has opened a new cigar factory at 228 West Tenth street. Mr. Lubs has made cigars for 35 years past and knows the quality of tobacco and how to make good cigars. For the present he will specialize on two brands—the James Lenox, selling at 10 cents, and the Home Town, selling at 8 cents. Both these brands will be maintained at the highest quality in their grades.

## Left Estate of $1,215,000

RICHMOND, Va., Feb. 24.—Edward S. Carlton, managing director in the United States of the Imperial Tobacco Co., who died of influenza at his home here February 18, a few days after returning from a business trip to Henderson, Ky., left an estate valued at $1,215,000, it was disclosed today. He was a bachelor.

## Buys Monroe Cigar Co.

GRAND RAPIDS, Mich., Feb. 25.—Tunis Johnson, formerly of the G. J. Johnson Cigar Co., has purchased the controlling interest in the Monroe Cigar Co., manufacturing the Van Dam and other brands and will continue the business.


MEDALIST

GRAND PRIZE — THE GREAT SEAL OF THE STATE OF CALIFORNIA — 1903

GOLD MEDAL — AWARDED BY THE CALIFORNIA STATE AGRICULTURAL SOCIETY TO E. A. Kline & Co. FOR EXHIBIT OF CLEAR HAVANA CIGARS — 1903

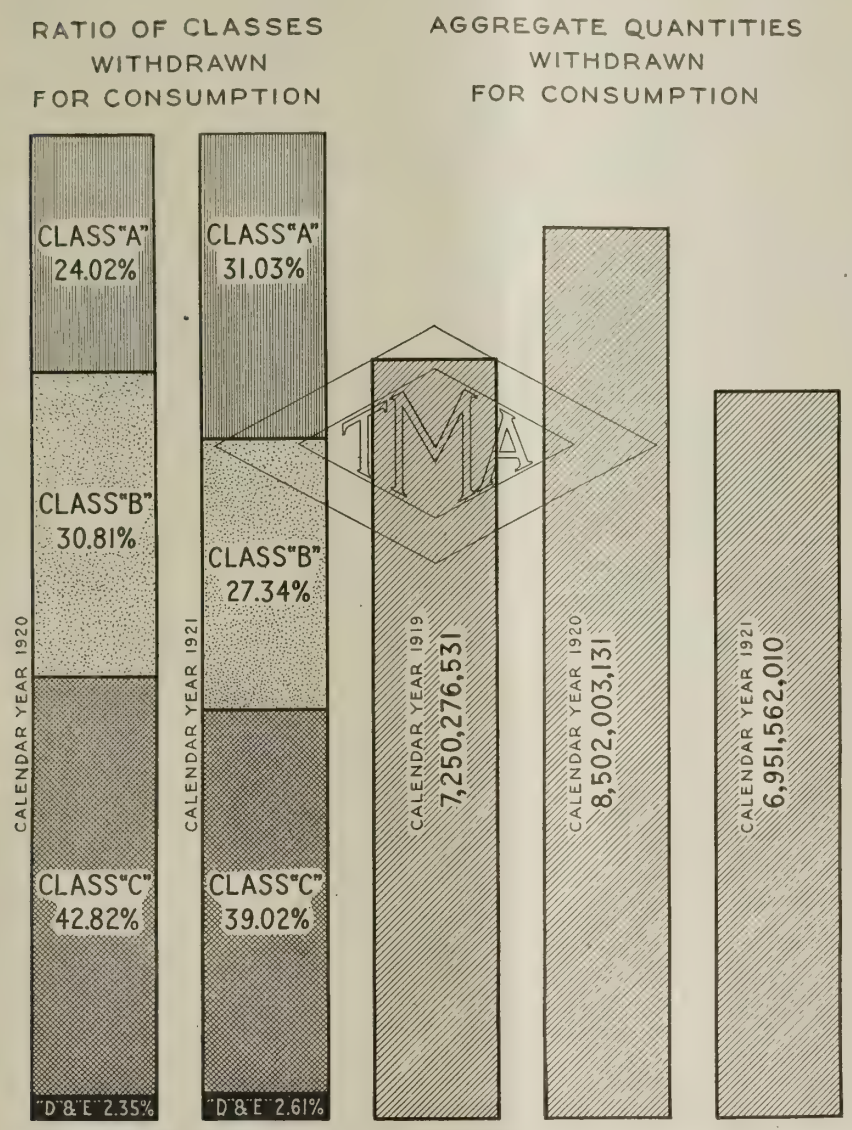
We are pleased to call your attention to the revised "Medalist" prices now effective.

| | | |
|---|---|---|
| **CLASS C** | | |
| Petit Ducs | 1/20 | $115.00 |
| Panetelas | 1/20 | 115.00 |
| Puritanos Finas | 1/20 | 115.00 |
| **CLASS D** | | |
| Coronitas | 1/10 | 135.00 |
| Coronitas | 1/20 | 135.00 |
| Deliciosos | 1/10 | 135.00 |
| Deliciosos | 1/20 | 135.00 |
| Deliciosos | 1/40 | 140.00 |
| Invencibles Chico | 1/20 | 135.00 |
| Invencibles Chico | 1/40 | 140.00 |
| Palmas | 1/20 | 155.00 |
| Invencibles | 1/20 | 155.00 |
| Invencibles | 1/40 | 160.00 |
| Perfectos | 1/20 | 155.00 |
| Perfectos | 1/40 | 160.00 |
| **CLASS E** | | |
| Coronas | 1/40 | 190.00 |
| **"MEDALIST" Little Cigars** | | |
| Juniors | 1/10 | 35.50 |
| Juniors | 1/20 | 37.50 |
| Operas | 1/10 | 56.00 |
| Operas | 1/20 | 58.00 |

We recommend Medalist Cigars for your discriminating customers.

**E. A. KLINE & CO.,**
**Knickerbocker Bldg.,**
**Broadway at 42d St.**
**New York**

**Cigars Withdrawn for Consumption During Years Indicated**




## Consistent and Original Cigarette Advertising

Implicit confidence in the quality of the brand is the keynote of current advertising now appearing country-wide in daily newspapers for Chesterfield cigarettes.

For years a leader in consistent and original cigarette advertising, the Liggett & Myers Tobacco Co., manufacturers of Chesterfield as well as other equally popular brands such as Fatima and Piedmont, are concentrating this effort on the awakening of the public mind to the high quality back of Chesterfield.

"Taste is a matter of tobacco quality," epitomizes this current copy, amplified by the following declaration over the Liggett & Meyers' signature:

"We state it as our honest belief that for the price asked, Chesterfield gives the greatest value in Turkish Blend cigarettes ever offered to smokers."

In order to supply the proper "background" for this quality appeal, each advertisement is enlivened by character sketches of typical Chesterfield smokers caught by the artist in unconventional poses, and humanized by the slogan, "I like 'em."

The illustrations, which were drawn by Donald Gardner, an artist of wide repute, provide an intensely live and "real" setting for a frank, sincere expression of a manufacturer's belief in his product.

Standing out as this campaign does from the ordinary run of extravagantly phrased "manufacturer's claims," the new Chesterfield copy carries with it a refreshing and effective ring of sincerity, which by its quiet air of conviction seems certain to find widespread reflection in the creation of many new and lasting friends for Chesterfield.

Another highly interesting Chesterfield campaign of a quite different character is appearing in the Sunday rotogravure supplements of leading daily newspapers. In this series, which was executed with more than ordinary artistic effect, the manufacture of a cigarette is graphically shown under the general heading of "A Camera Story of the Making of a Great Cigarette."

Here are reproduced photographic scenes from Turkey, where the rich Turkish leaf used in the famous Chesterfield blend is grown; scenes from the tobacco fields of Virginia, Kentucky and the Carolinas, whence comes the burley and other fine domestic tobaccos; details of the aging, curing, "prizing" and blending processes which play so important a part in determining the taste character of the finished "smoke," and finally, pictures of the marvelous machines which roll, paste and cut cigarettes at the rate of 400 a minute and even automatically pack in foil-wrapper packages the Chesterfields which finally go over the retailer's counter.

This campaign has proved one of the most interesting ever conducted by a cigarette manufacturer and, naturally, the demand for Chesterfields is increasing as a result of it.

## Crops and Markets

WASHINGTON, D. C., March 1.—The Department of Agriculture has the following to say in connection with the tobacco crop and markets:

"Indiana: Now being marketed quite freely in the burley district. The association houses have opened and prices are fairly satisfactory.

"Kentucky: Prices generally weak on both dark and unpooled burley. Pooled burley being delivered in considerable quantities to association warehouses.

"New England States: Havana and shade tobacco have sold quite well at fair prices. Apparently more broadleaf than the present demand calls for.

"North Carolina (January 16-31): Crop practically all sold during January at prices above 20 cents per pound. Effect of decreased acreage evident.

"South Carolina (January 16-31): The chief interest seems to be in cooperative marketing.

"Virginia: Total sales to February 1, reported as about 77,155,000 pounds, which is about 84 per cent of the crop."

Hopkinsville, Ky., U. S. A.

is the largest dark fired tobacco market in the United States, handling from

40,000,000 to 50,000,000

pounds annually

TOBACCO
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MARCH 2, 1922.

## WHY IS A BRIER PIPE ALMOST INCOMBUSTIBLE?

The brier root contains more silicic acid than any other wood and the acid makes it impregnable to the fire of burning tobacco. Science has established that the brier root contains 1.81 per cent of salicic acid, compared with 0.4 per cent in the case of ebony, for instance. Briar root, when burned, leaves 0.4 per cent of ashes, while the ashes in the case of ebony amount to 3.9 per cent. The acid component in the brier root prevents the cracking of the brier pipe by the heat. Thus science dispels ancient mysteries. The next thing, of course, will be to impregnate common wood with silicic acid and thereby make it as immune as brier root.

The brier is a relative of our common heather. The French call it bruyere, and its scientific name is Erica Arborea. Our heather also bears the family name of Erica. The opinion that the impregnability of brier wood was due to its saturation with water glass is erroneous, according to Prof. Joseph Grossmann, who has studied this subject exhaustively. Brier wood, when burned, creates an intense heat. The odds and ends of the briers, therefore, are collected in pipe factories and sold to scientists who use them as fuel in forges where exceptionally hard metal is being forged.

## SAYS TOBACCO IS HARMLESS

The smoking habit is one of the most harmless indulgences of the human species, says Dr. H. Freund in *Public Hygiene,* a magazine devoted to the improvement of public health. Dr. Freund, a medical authority of universal renown, denies there is any scientific reason for classifying the smoking habit as pernicious. At the same time Dr. Freund advises against inhaling smoke, or blowing it through the nostrils. He considers cigar smoking more harmless than the pipe or cigarette, especially when holders are being used.

## FOREIGN TOBACCO IN GERMANY

Depreciation of the German mark stabilizes the price of foreign tobacco held in Germany, according to latest market reports from Bremen. Fresh imports, naturally, show a rising tendency in prices. At the same time, German manufacturers are holding back, confining themselves to a from-hand-to-mouth policy. While importers and merchants would gladly dispose of some of their stores, there was no rush to offer and sell, for the owners do not believe there is any possibility of declining prices. As to cigarette tobacco, it is reported, there was a considerable abundance as to prime and medium qualities, while the cheapest grades were very scarce.

## THE TAXING OF TOBACCO

When the House Ways and Means Committee suggested recently the increase of taxes on tobacco products in order to raise revenue for the proposed Soldier's Bonus, says the Johnstown (Pa.) *Ledger,* the committee made a suggestion that has aroused the tobacco interests of the country.

One local jobber is very insistent that the imposition of any additional taxation on tobacco would be wrong and work a great hardship on the industry. This man, prominent not alone in this city but well known in his line throughout the country, supports his contention with indisputable figures.

"A rather peculair phase," the local merchant said, "in the determination to exact the last pound of flesh from an already heavily taxed industry is the fact that the one article that proved the greatest solace to the soldiers in the terrific stress of battle is to be penalized severely in order to provide the funds to pay the bonuses. Many soldiers have admitted that if it hadn't been for the 'makin' just before going over the top, that mere matter of climbing the parapet would have been many times harder.

"However, this consideration is but a sentimental one. Figures in the final analysis are what count. In the first place the price of tobacco was the last to go up during the war, despite the tremendous demand created by the soldiers themselves, for many who never smoked resorted to its moderate use while in the Army or Navy. In the second place the price of tobacco was the first to be reduced and this in the face of high taxes and overhead."

The proposed imposition of a bonus tax of 50c on a thousand cigarettes, and 2c on a pound of tobacco, in addition to the 6c on each package of cigarettes, and 2¼c on each two ounces of tobacco, which are still levied as an inheritance from the war, would be unbearable.

Setting aside the question of a bonus, we know no branch of the tobacco industry can stand any additional taxation. The tax-bearing capacities of all tobacco products are already much overloaded and, according to all indications, increased tax rates will not only seriously depress business, but will fail to yield any additional revenue; in fact, will very likely reduce the amount of revenue the Government is collecting under the existing rates.

The recent attempt in England to raise additional revenue from cigars by increasing the tax rates, which resulted in a loss of over 50 per cent of the revenue derived under former rates, furnishes an enlightening criterion as to what excessive taxation on tobacco products, or on any commodity for that matter, may accomplish.

The tobacco industry is contributing more than its full share of taxation, and that in these times of retrenchment and economy, when the public is insisting upon lower prices, the tobacco industry cannot possibly stand any additional taxation, especially with the War Revenue tax rates on cigars, cigarettes and tobacco still in effect.

## GOING UP IN SMOKE

Every inhabitant of Kentucky could be housed comfortably for the sum represented by property burned in America within twelve months, inasmuch as any well built and well maintained house, even a frame one, will last 100 years, Kentuckians could be sheltered for a century—if the fires could be eliminated—by the expenditure of the amount of money which goes up in smoke annually. Fires are, mainly, preventable.

Defective flues and the careless use of matches, and the careless disposition of cigarette and cigar butts, cause the larger part of the loss, says the Louisville *Courier-Journal.* Old flues well built may be defective without the defects being known.

If tobacco venders should co-operate with fire underwriters in an effort to persuade smokers to trust less to luck and take more interest in conservation of property, and of life, another cause of loss could be modified.

Why might not the fire insurance companies negotiate successfully with the manufacturers of smoking tobacco, cigars and cigarettes for such co-operation?

With their facilities as printers and distributors tobacco manufacturers easily could institute pithy propaganda in behalf of caution to prevent fires. By doing so they might aid in so reducing losses that their own annual outlay for protection from fire would be diminished.

Fire losses, all over America, are far greater than they need be. An Englisman traveling in America 100 years ago wrote a book in which he commented upon the frequency with which fire engines were seen racing through the streets and the enormous losses due mainly to the utter carelessness of the American people, particularly, as he believed, the carelessness of the classes not owning property and not much concerned about its destruction. But property owners are not, demonstrably, more careful than others in handling lighted matches and cigar butts.

## BULGARIAN TOBACCO CROP

The Bulgarian tobacco crop, according to Sofia reports, amounted to 30,000,000 kilograms for 1921. This shows a handsome growth in production, compared with previous years, and an enlarged area of cultivation. Remnants of the crops of 1919 and 1920 are said to amount to about 25,000,000 kilograms. Planters and merchants demand a lowering of export duties, to facilitate the sales of surplus stores to outside manufacturers. Export duties on tobacco, however, are one of the principal sources of income on which the Bulgarian government is bound to depend. Consequently it is doubtful whether those export duties will be remitted.

## ALGIERS LOOMING UP

Algiers is forging to the front as a producer and manufacturer of tobacco. During the last fiscal year the colony exported 115,751,000 kilograms of leaf tobacco. There are now 64 tobacco factories running in Algiers. Last year they exported 4,880,000 cigars and 5,599,000 kilograms of cigarettes. The total value of tobacco exports amounted to 92,000,000 francs, while tobacco imports were valued at 12,000,000 francs. In 1914 tobacco plantations covered 27,241 acres of ground. Four years later this area had increased to 45,000 acres. The total crop amounted to 9,000 tons of tobacco in 1914, to 16,000 tons in 1917 and to 24,000 tons in 1918. The bulk of Algerian tobacco is sold to France, French colonies, Belgium and Italy.

## THE OLDEST CIGAR SOLD

How long will a bunch of tobacco rolled into the shape of a cigar stay rolled? Many a man, contemplating the dismal frailty of things material after finding a perfecto has been in last year's overcoat pocket, has asked that question. The other day, at a hotel overlooking the Rhine, a "genuine Sumatra," said to have been part of the estate of Victor Scheffel, the poet, was sold to the highest bidder for 780 marks. The auction was held by Scheffel's admirers sitting around the round table, discussing poetry, vintages and Palatinate "knaster." Victor Scheffel, by the way, died in 1886. Accordingly, that 780 mark "genuine Sumatra" must have been at least 35 years old. Would you believe it? Well, Scheffel was a great poet whose songs, for centuries to come, will cheer the merry good fellows assembled around circular tables in any country unafflicted with the 18th Amendment. And what is 780 marks (less than $4 in American money) for a cigar that Scheffel the Songster did not smoke to a good old scout who, while overlooking the Rhine, is enjoying a bottle of Ruedesheimer Schlossberg!

# Taxation of Tobacco and Effects of Unwise Legislation

**Irritation Caused By Constant Changes in Levies—Old Laws Laden With References to Tobacco Taxes and Licenses—British Politicians Long Ago Saw the Revenue Possibilities—Interesting History from Early Colonial Days Down to Date.**

By DR. ARTHUR SELWYN BROWN

Tobacco is known to economists as a commodity of mass consumption like wheat, coal and sugar. Politicians have made a further distinction and made it a luxury of mass consumption like beverages, perfumes and jewelry. This results in tobacco and its products being continually singled out for taxation whenever the question of new revenues is brought up.

The history of the taxation of tobacco and tobacco products in the United States is an interesting one. From the early colonial times until the present, imports have been constantly levied and repealed on tobacco.

### Used as Developing Stimulus

Great Britain prohibited the planting of tobacco in England in order to develop the North American colonies. The colonial administration imposed tobacco taxes for local revenues. These taxes and the constant changes made in them were sources of great irritation to the colonists.

The tobacco industry in Virginia, from 1612 onward, was of the greatest importance. Tobacco was the colony's currency and basis of values for many years. It was also the only important southern product that could be freely exchanged for the manufactured goods of the motherland. Its culture engrossed the attention of the leading colonists.

The early laws of the southern states are full of references to taxes and licenses on tobacco and its products and commerce. There were export taxes, manufacturing imposts and vending licenses. The heavy indirect taxes placed by England on colonial tobacco were frequent causes of trouble between the colonists and the Home Government. The British politicians two and a half centuries ago were alive to the revenue possibilities of tobacco and enacted much legislation regarding it. In 1909, Lloyd George, in reforming British taxation so as to secure an improved revenue, secured the repeal of the old laws made in favor of the American colonies, which prohibited the cultivation of tobacco in the United Kingdom, and were designed with the view of providing attractive customs duties. Great Britain will in the future secure its tobacco revenues from internal licenses, excise and customs.

### First Import Duties

Import duties have been imposed on tobacco in America since the adoption of the constitution. The first tobacco customs legislation was approved on July 4, and became effective on August 1, 1789. This act subjected imports to the following duties: Snuff, 10 cents per pound; unmanufactured tobacco, 6 cents per pound; manufactured tobacco, 5 per cent *ad valorem*.

The duty on unstemmed wrapper tobacco was 6 cents per pound. This was changed to 7½ per cent *ad valorem*, in 1792, and gradually advanced at various times until it reached 15 per cent in 1804. The war tax in 1812 increased it to 30 per cent. This tax was reduced to 15 per cent in 1816. It was gradually increased again until it reached 20 per cent in 1841 and 30 per cent in 1846. It was reduced to 24 per cent in 1857 and raised to 25 per cent in 1861. The rate was changed to 25 cents per pound in 1862, to 50 cents per pound for a short time and then reduced to 35 cents per pound in 1864. The next changes were 75 cents in 1883, $2.00 in 1890, $1.50 in 1894, $1.85 in 1897 and $2.35 in 1921.

### Industry Made to Suffer

The foregoing details of the taxation of one class of tobacco will serve to show how the tobacco industry is made to suffer from the constant political meddling with taxation.

The manufacturers of tobacco in Virginia, in 1872, showed their annoyance with the restrictive influences of taxation abuses by public resolutions forwarded to the United States Congress. These resolutions stated:

"*Whereas,* the unsettled state of the question of the tax on tobacco has caused an almost total suspension of the tobacco manufacturing interests; and

"*Whereas,* in consequence thereof a very large, and indigent class of laborers, embracing at least 30,000 operatives, and those dependent on them, have been deprived of employment and the means of subsistence, thereby causing great distress and suffering among them, they being for the most part unsuited for any other employment; and

"*Whereas,* other branches of industry which are dependent upon the business of tobacco manufacture are like it stagnated and paralyzed, . . . be it

"RESOLVED, that the General Assembly of Virginia do most earnestly request the Congress of the United States to take up, and at once act upon, the question of the tax upon tobacco by enacting a uniform rate of tax upon all grades and descriptions of manufactured tobacco and snuff at the lowest possible rate consistent with the interests of the general Government."

### Uniform Tax Law Passed

Congress heeded this petition; many similar ones were received from the other tobacco states, then a uniform tax law was enacted in June, 1872. We will subsequently see that in later times much uneven legislation was passed by Congress and the various states which severely penalized the tobacco industries.

The Virginian petition emphasized some of the iniquities of the old graded taxes which so easily stimulated fraud and defeated the Government's revenue ambitions. It also indicated the long chain of economic troubles all unjust taxation brings in its train. The industrial histories of all the tobacco growing states show that bad, heavy, or uncertain tobacco taxes, not only curtail tobacco growing, but, so long as they remain unremedied, tend to bring about commercial depression and social unrest.

### Taxes Curtail Business

Experience has shown that all taxes curtail business. The Virginian General Assembly had this in mind when it petitioned Congress to make the tobacco tax carry a uniform rate at the lowest possible figure. The members knew from practical experience that the uncertainty arising from the graded taxes and the confusion caused by the rates on a number of classes of manufactured tobaccos, together with the resulting high sums collected by the Government, proved a severe handicap to the healthy development of the tobacco industries.

Notwithstanding the numerous demonstrations which have been made as to the unsoundness of taxation which injuriously and unjustly penalizes the tobacco industries, those industries continue to be singled out as feeders for increased revenues.

### No Longer a Luxury

Originally, tobacco was a luxury. When the early Spanish adventurers took tobacco seeds to Spain from America and raised seedlings and tobacco plants, only the wealthy were able to secure the manufactured leaf. It was rare and expensive. In subsequent times, there was a keen demand for snuff. Scotch snuff, Maccaboy and the French variety known as rappee were sold in expensive packages, and were recognized as luxuries. But those times are long passed. There is such a widespread use of tobacco today that it cannot be classed among luxuries. The important roles played by the use of cigarettes during the recent European War should convince everyone that tobacco has become a necessary article of daily consumption in every civilized community, and, being a necessity, it should not be handicapped by the imposition of special consumption taxes.

American tobacco industries are hurtfully taxed in many ways. The report of the Commissioner of Internal Revenue for the fiscal year ended June 30, 1921, disclosed the collection of revenues from tobacco taxation aggregating $255,219,385. This showed a decrease of 13.72 per cent in comparison with the returns during the previous fiscal year. The receipts represented 5.5 per cent of the total internal revenue receipts from all sources. This percentage figure, however, is misleading. It does not mean that tobacco taxes are not high. It simply indicates that there are many other contributions to the internal revenue funds.

### Burdensome Taxes

This report shows that there were decreases in receipts last year in the manufactured, chewing and smoking tobaccos amounting to $15,333,140, or 20.5 per cent as compared with the previous year. The snuff, cigarette and cigar returns also showed decreases of 16.6 to 10.7 and 7.8 per cent respectively. The commissioner naively attributes these declines to a slowing down in industrial activities. "It is believed," he reported, "that these decreases in receipts were caused by decreased production." It does not appear to have occurred to him that high, intricate and annoying taxes exercised some influences in retarding production. The year reviewed by his report was one in which high commodity prices prevailed. The spending powers of the American people were, consequently, largely curtailed and all high-priced commodities were in smaller demand. Naturally, the high taxes deterred manufacturers, merchants and retailers from overstocking tobacco goods. They simply catered to actual market requirements. That was a real contributing reason for the declines shown in the tobacco revenues. These figures again confirm the unwisdom of restrictive tobacco taxes and indicate the sensitiveness of the tobacco industries to adverse political interferences.

*(To be continued)*

### THE FEEBLE SWEARER

*A cigarette your brain will blot,*
*Too swift it makes your pulses trot;*
*Its solace therefore I foreswore,*
*And Doctor Pease and I can roar*
*Together: "Smoke them we will not!"*

*For liquor yearns the thirsty sot,*
*The snow bird yammers for his shot:*
*I smile, though senses five implore*
*A cigarette.*

*Though dolorous appears my lot,*
*And sadly I survey the rot*
*I write the while I writhe before*
*This daily task oppressing sore,*
*I will not——Hey, kid, have you got*
*A cigarette?*

—F. F. V. in *New York Tribune.*

# North Carolina's Tobacco Sales in January

**Warehouse Reports Compiled by Crop Reporting Service, U. S. and N. C. Departments of Agriculture**

W. A. Graham, Commissioner. C. W. Haig, Compiler.

RALEIGH, N. C., Feb. 18.—With the 1921 tobacco marketing season almost at its close in North Carolina, the market reports are especially important and in most cases, conclusive of the season's results. The price average for the season to Jan. 31, was about 2 cents per pound higher than at this date last year. The producers' sales for the season however are only 75 per cent of last year's sales to this date.

### January, 1922, Tobacco Sales

Producers' sales (reported), 16,718,383 pounds. Average price of sales during month, $21.41. Total resales (including dealers' and warehouses), 3,468,186 pounds. Total sales for month (including resales), 20,185,569 pounds. Amount paid for all sales during month, $4,323,165.

### January, 1921, Sales

Producers' sales reported, 49,314,570 pounds. Average price of sales during month, $20.28. Total amount sold (including resales), 56,470,843 pounds.

104 warehouses operated on 33 markets during Jan. 1922. 140 warehouses operated on 44 markets during Jan. 1921.

### Season's Sales

This year 1922-1921. Total producers' sales to Jan. 31, 228,596,227 pounds. Average of all sales during season, $24.18.

Last year 1921-1920. Total producers' sales to Jan. 31, 304,795,104 pounds. Average price of sales during season to Jan. 31, $22.00.

### Percentage of Crop Sold During Each Month

| | Season 1921-1922 | Season 1920-1921 |
|---|---|---|
| July | .9% | .7% |
| August | 5.0% | 3.0% |
| September | 17.8% | 11.7% |
| October | 21.0% | 20.2% |
| November | 31.0% | 19.2% |
| December | 12.3% | 13.4% |
| January | 7.1% | 11.8% |
| Total perc't'g. sold | 95.0% | 80.0% |

### Comments from Warehousemen

*Eastern Markets:* "Very poor quality," "Practically all sold. Grades holding up well." "Mostly common." "About all gone, a few scattering loads left. Prices good on good grades." "Offerings scrappy." "Finishing up now and the offerings are very poor odds and ends."

*Piedmont Markets:* "Offerings poor to medium." "Average." "All tobacco offered now is of a very poor quality." "Our trade just about through selling. Prices getting weaker on better grades." "10 per cent good, 30 per cent medium, 60 per cent poor or common. Poorest crop in years through this section." "Good tobacco selling better." "No change in common tips." "Crop 95% sold." "Winding up of season, but average has held very well for the past month." "Very few lugs, mostly leaf." "Prices high according to grades received. Farmers urged to curtail crop and make better quality which will bring better prices. More sulphate of potash should be used in fertilizer to produce better tobacco." "Scrap poor."

## North Carolina's Tobacco Sales in January, 1922

The following sales were reported for January from 104 warehouses operating on 33 markets during the month, with estimate on unoperated markets. Comparative prices for January sales in 1922-21 are shown:

### Warehouse Sales Report

| Markets | Number Houses Open | Producers' January Sales | Total Including Resales | January 1922 Price | January 1921 Price | Season's Producers' Sales |
|---|---|---|---|---|---|---|
| Apex | 1 | ..... | 4,006 | $3.00 | $23.73 | 310,263 |
| Burlington | 4 | 567,307 | 618,787 | 16.55 | 26.76 | 2,482,935 |
| Durham | 4 | 834,652 | 1,096,368 | 21.40 | 25.51 | 5,968,050 |
| Elkin | 1 | 105,218 | 108,012 | 14.98 | 17.72 | 852,596 |
| Enfield | 2 | 122,472 | 146,172 | 20.96 | 15.21 | 1,717,684 |
| Farmville | 3 | 233,738 | 293,512 | 24.80 | 21.54 | 8,761,100 |
| Fuquay Springs | 5 | 160,722 | 181,638 | 27.90 | 24.89 | 2,969,392 |
| Goldsboro | 3 | 57,138 | 95,330 | 12.40 | 11.53 | 3,411,865 |
| Greensboro | 2 | 109,806 | 137,710 | 13.84 | 15.02 | 937,248 |
| Greenville | 6 | 725,179 | 964,863 | 24.30 | 17.33 | 19,346,861 |
| Henderson | 6 | 763,832 | 816,330 | 23.63 | 19.65 | 7,370,506 |
| Kingston | 5 | 303,499 | 352,797 | 21.50 | 16.34 | 14,940,141 |
| Louisburg | 3 | 60,882 | 61,532 | 18.00 | .... | 1,135,271 |
| Madison | 3 | 273,101 | 302,909 | 14.23 | 18.11 | 1,533,438 |
| Mebane | 3 | 530,532 | 57,956 | 17.10 | 35.63 | 1,856,904 |
| Mt. Airy | 3 | 515,129 | 594,513 | 20.83 | 18.44 | 2,675,896 |
| Oxford | 5 | 987,616 | 1,207,922 | 20.80 | 23.89 | 6,577,642 |
| Pinetops | 2 | 82,490 | 119,220 | 28.80 | 18.09 | 2,488,738 |
| Raleigh | 2 | 115,702 | 163,961 | 17.38 | .... | 2,014,638 |
| Reidsville | 3 | 616,604 | 672,886 | 17.35 | 19.60 | 2,766,767 |
| Robesonville | 2 | 26,980 | 39,012 | 16.74 | 13.20 | 2,510,542 |
| Rocky Mt. | 5 | 862,846 | 931,702 | 23.10 | 19.98 | 13,318,795 |
| Roxboro | 3 | 803,143 | 885,095 | 18.45 | 32.76 | 3,310,553 |
| Spring Hope | 1 | 37,626 | 39,976 | 20.50 | 14.13 | 913,964 |
| Statesville | 1 | 59,160 | 64,130 | 17.05 | 14.30 | 458,956 |
| Stoneville | 2 | 314,211 | 332,531 | 14.83 | 18.52 | 984,384 |
| Tarboro | 2 | 122,238 | 142,092 | 13.60 | 12.25 | 3,074,393 |
| Warrenton | 3 | 403,341 | 436,906 | 23.71 | 15.32 | 3,169,177 |
| Wendell | 2 | 182,232 | 221,596 | 21.40 | 18.75 | 3,410,461 |
| Wilson | 6 | 1,740,858 | 2,465,291 | 25.99 | 21.53 | 33,034,334 |
| Winston-Salem | 5 | 4,899,375 | 5,976,656 | 19.85 | 21.43 | 23,077,164 |
| Youngsville | 2 | 84,552 | 98,676 | 26.40 | 19.20 | 3,315,976 |
| Zebulon | 4 | 16,202 | 46,482 | 11.65 | 15.39 | 2,556,097 |
| State | 104 | 16,718,383 | 20,186,569 | $21.41 | $20.28 | 228,596,227 |

Note:—The total for season's sales includes all sales for closed markets. Warehouses failing to report Currin's Warehouse, Goldsboro, N. C.

## Giving Cigarettes More Than a Good Name

There have been fads in cigarettes. The popular brand for one season has fallen from favor two seasons later.

But there is one qualification in cigarettes that is above fads and that is top-notch quality.

When Philip Morris & Co. decided to bring out a companion cigarette to their famous Philip Morris Cigarettes "in the little brown box," they decided on the name "English Ovals"—the quality cigarette at a popular price.

An English Ovals Creed was established as follows:

"Select only fine tobaccos and select them carefully and wisely.

"Blend them in accordance with the scientific methods that will bring out the tobaccos' unusual fragrance—blend them in the good English way.

"Make up this tobacco in a quality way, in the correct oval shape, in first class cigarette paper.

"Price the cigarette reasonably so that it will be within the reach of every man who appreciates a fine smoke.

"Pack it in a good sturdy box, so that the flavor and freshness will be retained until the final cigarette in the box has been smoked."

Ever since Sir Walter Raleigh first introduced tobacco in England they have liked their tobacco blended just so. Thus, in adopting the good old English way of blending tobaccos, Philip Morris & Co. have made English Ovals quality-perfect.

English Ovals, manufactured to these exceptional standards, have hit the American taste. They have met not only with favor, but they have been passed on from man to man as the quality cigarette par excellence, at a popular price.

English Ovals have been a tremendous success. Their sale both by the retailer and by the manufacturer has far exceeded expectation. Repeat orders have come in astonishingly wherever English Ovals have been given a chance to demonstrate their salability. Apparently, a carton on the counter sells itself in short order.

Behold, a new proof of that age-old truth—the world is eager for Perfection.

# Baltimore Market

### Only 16 Hogsheads Received

BALTIMORE, Md., Feb. 23.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland.—Offerings for the past week were even smaller than before, totaling 16 hogsheads new Receipts and 49 hogsheads Reinspections. Sales totaled 79 hogsheads.

There is a good demand for all tobaccos suitable for cigarette purposes, but very small offerings.

Ohio.—For the past week we have to report Receipts of 24 hogsheads, and sales of 80 hogsheads various grades for export.

### Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending Feb. 22:

#### Receipts

| | This Week | Previously | Total | Net to Date | Same 1921 |
|---|---|---|---|---|---|
| Maryland | 65 | 1,141 | 1,206 | 446 | 754 |
| Ohio | 24 | 58 | 82 | 82 | 138 |
| Total | 89 | 1,199 | 1,288 | 528 | 892 |

Reinspection this week: Maryland, 49; to date, Maryland, 760.

#### Deliveries

| | Maryland: Coastwise and Dom'tic | Maryland: For'gn | Maryland: Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 7 | 84 | 91 | 35 | 126 |
| Previously | 490 | 1,037 | 1,527 | 92 | 1,619 |
| Total | 497 | 1,121 | 1,618 | 127 | 1,745 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock, Jan. 1 | 16,690 | 3,947 | 20,637 |
| Receipts since | 446 | 82 | 528 |
| | 17,136 | 4,029 | 21,165 |
| Delivered since | 1,618 | 127 | 1,745 |
| Stocks today | 15,528 | 3,092 | 19,420 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 79 | 80 | 159 |
| Previously | 1,900 | 76 | 1,976 |
| | 1,979 | 156 | 2,135 |

Groundleaves to date, 633 hogsheads.

### Bretzfelder Cigar Co., Inc.

DAYTON, Ohio.—The Bretzfelder Cigar Co. has been incorporated; capital stock, $105,000. Incorporators, S. Bretzfelder, Morris Stern, S. I. Rosenthal, Chas. H. Rosenthal and B. G. Stein.


CIGAR CANS

Standard Square Round Corners For 25 Cigars

Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies

Large Round For 50 Cigars

Round Humo-Tray For 25 Cigars

Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES

NATIONAL CAN COMPANY

50 NATIONAL CAN BUILDING DETROIT, MICHIGAN

SAMPLES ON REQUEST

TRADE MARK

REGISTERED

# OUR 1921 CROP OF FLORIDA AND GEORGIA WRAPPERS ARE NOW READY

TRADE MARK

REGISTERED

★AMERICAN SUMATRA TOBACCO CO.★ ★Trade Mark-ASTCO-Registered

★AMERICAN SUMATRA TOBACCO CO.★ ★Trade Mark-ASTCO-Registered

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

## AMERICAN SUMATRA TOBACCO CO.

**131 Water Street** **New York City**

TRADE MARK REGISTERED

# TAYLOR, BATES & CO.

*Members New York Stock Exchange*
*Members New York Cotton Exchange*

**100 Broadway, New York**

**Tel. Rector 1140**

Branch Office—Liggett Building

**41 East 42nd Street**

*Telephone Murray Hill 5631*

**Inquiries Solicited Regarding**

**Chicago, Milwaukee & St. Paul Ry. Gold 4s, 1925**

**Price About 72**


## Tobacco Securities

By Marketwise

TUESDAY MORNING, Feb. 28.—The bonus problem at this writing seems as far off as ever from solution but does not loom so big on the horizon as a couple of weeks ago. The list developed real strength during the week and trading was carried on in bigger volume. The press has been giving attention to the fact that the tobacco retailers have not fared as well as the manufacturers during the deflation of last year; United Retail Stores was under heavy pressure when it became known that the annual report showed that present dividend rate of $6 was not earned in 1921.

The figures reached and net changes for the more active of the listed stocks are as follows:

| | | |
|---|---|---|
| American Snuff | 134 | +2 |
| American Sumatra | 26½ | +1 |
| American Tobacco | 138¼ | +2¼ |
| American Tobacco B | 135 | — ¾ |
| Consolidated Cigar | 21 | +1⅜ |
| General Cigar | 68½ | +1¼ |
| Liggett & Myers | 160 | +2 |
| P. Lorillard | 151 | — ¼ |
| Tobacco Products | 58⅝ | —4¾ |
| United Retail Stores | 44¼ | —9¾ |

On Saturday there was a sale of one hundred shares of United Cigar Stores on the Exchange at 130, the first sale there in about two months, and which marked a decline of twenty points from the last sale. This was of course in sympathy with the weakness in United Retail Stores, but the decline was not as severe as was indicated, inasmuch as recent sales over the counter had been around the 130 level. One point that should not be overlooked is that the bulk of United Cigar Stores common stock is held by United Retail Stores and that the former in a bad year earned $11.51 net on the common.

The certificates for the 50 per cent stock dividend on the Geo. W. Helme were issued on Thursday and trading commenced in the new stock; it was pointed out in this column that this stock was selling out of line with the other snuff stocks. The stock has already shown an advance of some eight points but at present levels still looks cheap.

MacAndrews & Forbes common stock continues to be offered in quantity with a consequent lowering of price. One explanation given is that considerable stock was held as collateral by a house which recently found itself in difficulty and that this stock is being liquidated for what it will bring.

Porto Rican-American Tobacco also is in great abundance and at present levels is near the low in its history reached last year during the company's labor difficulties.

The J. S. Young statement shows net earned on the common of a little over seven dollars per share; the company is now paying at the rate of eight dollars. The recent heaviness of the stock now needs no explanation.

Reynolds B and preferred both continue strong. The various rumors regarding the former—listing, extra dividends, etc., have temporarily been eclipsed by the belief that the results for 1921 will show up surprisingly well, even for the Reynolds Company.

### British-American Tob. Pfd. Dividend

British-American Tobacco Co., Ltd., declared a semi-annual dividend of 2½ per cent on its preference shares for period Oct. 1, 1921, to March 31, 1922, payable March 31.


# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

**INVESTMENT SECURITIES**

**60 Broadway**
**New York**
**100 Grosvenor Bldg.**
**Providence, R. I.**

**53 State Street**
**Boston, Mass.**
**557 Pleasant Street**
**New Bedford, Mass.**


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 132 | 135 |
| American Snuff Pfd. | 93 | 100 |
| American Sumatra | 27 | 27½ |
| American Sumatra Pfd. | 57 | 60 |
| American Tobacco | 138½ | 138⅞ |
| American Tobacco "B" | 134 | 135 |
| American Tobacco Pfd. | 101½ | 102⅜ |
| Consolidated Cigar | 21½ | 24 |
| Consolidated Cigar Pfd. | 46 | 49 |
| General Cigar | 67¼ | 67½ |
| General Cigar Deb. Pfd. | 99 | 99⅞ |
| General Cigar Preferred | 100 | 102¼ |
| Liggett & Meyers | 162 | 179 |
| Liggett & Meyers "B" | 162 | 164 |
| Liggett & Meyers Pfd. | 113½ | 114 |
| Lorillard, P. | 151 | 152 |
| Lorillard, P. Pfd. | 111 | 115 |
| Tobacco Products | 59¼ | 59⅞ |
| Tobacco Products Pfd. | 89 | 92½ |
| *United Cigar Pfd. | 106 | 108 |
| United Retail Stores | 44⅛ | 44½ |

*X-Dividend

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 66 | 70 |
| American Cigar Pfd. | 85 | 90 |
| American Mach. & Fdy. | 220 | .. |
| American Tobacco Scrip. | 127 | 130 |
| Bayuk Bros. Pfd. | 85 | .. |
| British-Amer. Tob. Co. | 14 | 15 |
| Conley Foil | 10 | 13 |
| Eisenlohr & Bros. Com. | 60 | .. |
| Eisenlohr & Bros. Pfd. | 90 | 94 |
| Geo. W. Helme Com. | 136 | 144* |
| Geo. W. Helme Pfd. | 104 | 108 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 11 | 12 |
| International Cigar Mach. | 15 | 25 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 75 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 102 | 105 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com. | 28 | 32 |
| Philip Morris | 10½ | 12½ |
| Porto Rican A. T. Co. | 55 | 63 |
| Porto Rican A. T. Scrip. | 70 | 85 |
| R. J. Reynolds "A" | 60 | 70 |
| R. J. Reynolds "B" | 39 | 41 |
| R. J. Reynolds Pfd. | 108½ | 110½ |
| Schulte Retail Stores | 32 | 36 |
| Tobacco Prod. Export | 5 | 6½ |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 110 | 140 |
| Universal Leaf Com. | 120 | 126 |
| Universal Leaf Pfd. | 100 | 104 |
| United Profit-Sharing | 1¾ | 2¼ |
| U. S. Tobacco W. I. | 43 | 48 |
| Weyman-Bruton Com. | 180 | 187 |
| Weyman-Bruton Pfd. | 104 | 108 |

*Ex 50% in stock.

## Liggett & Myers Coming Strong

Annual report of the Liggett & Myers Tobacco Co., showing $25.83 a share on the class "B" and "A" common stock, compared with $18.68 in the preceding year, was refreshing. The report showed $12,000,000 cash, an increase of $4,000,000 in the face of the fact that it paid off $20.000,000 notes at the close of last year. The surplus of the company, $27,074,000, is now within $2,000,000 of its entire bonded debt.

## L. B. Haas & Co., Inc.

HARTFORD, Conn., March 1.—A certificate of incorporation has been filed by L. B. Haas & Co., packers of and dealers in Connecticut leaf tobacco, 152 State street, this city. The first meeting of stockholders was called for today, for the election of officers. The certificate of incorporation authorizes a capitalization of $1,000,000, all in common stock.


# Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

**We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.**

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
**Tel. Hanover 7733**


## United Retail Stores Defers Dividend

Following a meeting of the directors of the United Retail Stores Corporation, announcement was made that action on the quarterly dividend, due to have been paid April 1, has been deferred.

This action was taken with a view to conserving cash resources in connection with the expansion program of the United Cigar Stores Co. of America, its principal subsidiary.

Director of the company states that earnings of United Cigar Stores Co. in January were substantially better. He says the program of development recently worked out is being carried on and on account of this the Cigar Stores directors deem it wise to conserve cash holdings.

Decision of the United Cigar Stores management to pay no dividends at this time made it necessary for Retail Stores to defer action on its dividend.

United Retail Stores was organized in the summer of 1919. In 1920, it paid two stock dividends of 5 per cent each. Cash dividends at the rate of $1.50 were started in April, 1921, and three dividends at this rate were paid.

United Cigar Stores Co., in 1921, paid a total of $12 in cash. Before its absorption by United Retail Stores Corporation, United Cigar Stores had paid at the rate of $9 per annum. United Cigar Stores has paid no dividends since November.

## American Sumatra's Report

The American Sumatra Tobacco Co. for the first six months of the current fiscal year reported a deficit of $2,921,132 after inventory adjustment, interest, depreciation and other charges. In the first six months of the previous fiscal year a surplus of $1,536,246 was reported. The statement compares as follows:

| | Six Months Ended Jan. 31, '22 | Six Months Ended Jan. 31, '21 |
|---|---|---|
| Loss on sales | $675,737 | †$2,145,166 |
| Other income | 47,899 | 209,045 |
| Loss | $627,838 | –$2,354,211 |
| Operating expenses | 420,868 | 386,731 |
| Operating profit | $1,048,706 | $1,967,480 |
| Interest, etc. | 420,468 | 432,234 |
| Inventory depreciation | 1,403,430 | ..... |
| Deficit | $2,921,132 | ‡$1,535,246 |

*Before providing for depreciation and income and profit taxes. †Profit. ‡Net income.

Current assets on Jan. 31, 1922, amounted to $12,429,686 and current liabilities $3,624,544, leaving a net working capital of $8.805,142. Inventory amounted to $4,612,060 against $3,127,077. Cash practically remained unchanged at $1,026,501.

## Imperial's Surplus

The Imperial Tobacco Company of Great Britain reports a surplus after all charges and preferred dividends of £729,657 as compared with £337,012 for the previous year. Net income of £5,827,641 compared with net income of £5,459,791 in 1920.

# P. Lorillard Co. Earned $18.15 on Common in 1921

P. Lorillard Co. has issued its annual report for the year ended December 31, 1921, showing surplus after charges and federal taxes of $6,278,324, equivalent after deduction of preferred dividends to 18.15 a share earned on the $30,304,800 common stock, as compared with surplus of $6,545,276, or $18.98 a share in the previous year.

Income account for the year 1921, compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| *Net after taxes | $7,616,545 | $7,796,258 | $6,242,459 | $6,896,595 |
| Bond premium | 5,863 | 6,122 | 11,467 | 12,280 |
| Bond interest, etc. | †1,332,358 | 1,244,860 | 1,250,615 | 1,256,450 |
| Balance | $6,278,324 | $6,545,276 | $4,980,377 | $5,627,865 |
| Preferred dividends | 791,532 | 791,532 | 791,532 | 791,532 |
| Common dividends | 3,636,570 | 3,454,683 | 2,909,586 | 2,454,021 |
| Surplus | $1,850,222 | $2,299,061 | $1,279,259 | $2,382,312 |
| Previous surplus | 10,743,197 | 8,444,136 | 7,164,877 | 8,050,942 |
| Total | $12,593,419 | $10,743,197 | $8,444,136 | $10,433,254 |
| Amount 1917 tax over prov. | ..... | ..... | ..... | 237,257 |
| Stock dividends common stock | ..... | ..... | ..... | 3,031,120 |
| Profit and loss surplus | $12,593,419 | $10,743,197 | $8,444,136 | $7,164,877 |

*After federal taxes.
†Includes $93,497 loss on sale of Liberty bonds.

Balance sheet of P. Lorillard Co., as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Plant, etc. | $8,607,347 | $8,075,197 | $7,304,337 | $8,066,200 |
| Inventory | 39,391,354 | 43,453,371 | 35,590,949 | 36,027,563 |
| Securities | 2,135,000 | 6,575,650 | 6,050,750 | 5,275,000 |
| Trade-marks, etc. | 21,137,927 | 21,137,927 | 21,137,777 | 21,132,777 |
| Cash | 4,653,776 | 3,735,683 | 6,656,550 | 2,866,250 |
| Accounts and bills receivable | 8,221,099 | 9,995,590 | 11,575,130 | 10,272,451 |
| Total | $84,146,503 | $92,933,418 | $88,315,493 | $83,640,241 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Preferred stock | $11,307,600 | $11,307,600 | $11,307,600 | $11,307,600 |
| Common stock | 30,304,800 | 30,304,700 | 24,246,600 | 24,246,100 |
| Bonds | 20,701,800 | 20,795,900 | 20,888,850 | 20,977,350 |
| Common stock scrip | 1,620 | 1,720 | 2,320 | 2,820 |
| Accrued interest | 397,674 | 399,320 | 400,946 | 402,495 |
| Preferred dividends payable | 197,883 | 197,883 | 197,883 | 197,883 |
| Common dividends payable | 909,144 | 909,141 | 727,383 | 727,383 |
| Tax reserve, etc. | 3,510,380 | 4,431,923 | 4,683,070 | 8,866,290 |
| Accounts and bills payable | 4,222,183 | 13,842,034 | 17,416,690 | 9,747,443 |
| Surplus | 12,593,419 | 10,743,197 | 8,444,136 | 7,164,877 |
| Total | $84,146,503 | $92,933,418 | $88,315,493 | $83,640,241 |

## Abood Cigar Co., Inc.

JACKSONVILLE, Fla., Feb. 25.—The Abood Cigar Co., whose principal place of business is in Jacksonville, has been incorporated. Capital stock, $5,000; highest amount of indebtedness, $50,000; corporate existence, ninety-nine years. General nature of business: to manufacture and sell cigars and cigarettes; to carry on a tobacco business in all its varied forms, etc. The officers of the corporation also constitute the board of directors, and are: Namy Abood, president and treasurer; Sheffield D. Thomas, vice-president, and Samuel A. Simon, secretary.

## German Cigarette Activity

In one single week last month three new German stock companies were formed for the purpose of manufacturing cigarettes, and a fourth one increased its capital stock from originally 100,000 to 50 million marks. The latter is the Mal-Kah Cigarette Manufacturing Co., of Berlin. The Wenesti Cigarette Manufacturing Co., having a capital of 18 million marks, was formed at Berlin, the Pandelli Tobacco and Cigarette Co., capital 4 millions, was organized at Cologne and the new Bonitas Cigarette Co., capital 3 million marks, is located at Magdeburg.

## D. Emil Klein Co. Getting Under Way

Joseph H. Dublon has joined the selling force of the D. Emil Klein Co., 438-440 East 91st street, and will have charge of sales in New England, New York, New Jersey and Pennsylvania. Mr. Dublon was for 22 years with E. M. Schwartz & Co. previous to that concern's merger with the Consolidated Cigar Corporation, so that he has been associated with Mr. Klein for some 25 years.

The new company began operations on February 14 and already has 125 hands at work. It is manufacturing the Lawrence Barrett brand in three sizes, to retail for 10 cents, two for a quarter and 15 cents straight. As previously noted, it is a Sumatra wrapper, Havana filled cigar. The Overland cigar is also being manufactured for S. S. Pierce of Boston. The company hopes to announce next week the name of the shadegrown wrapped cigar it will manufacture.

The factory, at 438-40 East 91st street, was formerly occupied by T. J. Dunn. It is a six-story building, well lighted, and particularly fitted for cigar manufacturing. The first floor is occupied by the offices and the casing department. The second floor is used for stripping and drying, and the third floor for the suction machines. Handworkers occupy the fourth and fifth floors, while the sixth is devoted to packing and shipping. The company is taking on additional men and will be manufacturing at full capacity before a great while.

### Damaged by Fire

MERRILL, Wis.—Hayden Blair's cigar and pool business has been damaged by fire.

# Liggett & Myers Tobacco Earns $25.33 on Common

The annual report of Liggett & Myers Tobacco Co. for the year ended December 31, 1921, shows surplus after taxes and charges of $9 854,157, equivalent after preferred dividends to $25.33 a share earned on the $32,674,300 combined Class "B" and common stocks, as compared with surplus of $7,597,803, or $18.68 a share on the $32,229,600 stock outstanding in the previous year.

Income account for the year 1921, compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Net profits | $12,650,739 | $10,572,966 | $8,917,232 | $10,050,221 |
| *Deductions | 9,929 | 16,416 | 20,034 | 22,219 |
| Interest | 2,786,653 | 2,958,747 | 2,968,162 | 1,873,995 |
| Balance | $9,854,157 | $7,597,803 | $5,929,036 | $8,154,007 |
| Preferred dividends | 1,575,980 | 1,575,980 | 1,575,980 | 1,575,980 |
| Common dividends | 3,894,309 | 3,384,513 | 3,439,424 | 3,439,424 |
| Surplus | $4,383,868 | $2,637,310 | $913,632 | $3,138,603 |
| Previous surplus | 22,390,335 | 19,753,025 | 18,839,393 | 15,700,789 |
| Profit and loss surplus | $27,074,203 | $22,390,335 | $19,753,025 | $18,839,392 |

*Difference between purchase price and par of company's bonds purchased and cancelled during the year as required by trust indenture.

Balance sheet of Liggett & Myers Tobacco Co. as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| *Plant, equipment, etc. | $57,169,169 | $56,927,892 | $53,805,727 | $52,620,667 |
| Inventory | 64,185,977 | 62,079,587 | 70,976,932 | 53,613,552 |
| Subsidiary company stock | 1,869,584 | 1,794,584 | 1,752,584 | 1,677,707 |
| Accounts and bills receivable | 6,425,812 | 8,391,953 | 15,219,601 | 12,079,425 |
| Cash | 12,031,457 | 8,077,290 | 13,359,416 | 10,093,758 |
| Total | $141,681,999 | $137,271,306 | $155,114,260 | $130,085,109 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Preferred stock | $22,514,000 | $22,514,000 | $22,514,000 | $22,514,000 |
| Common stock | 21,496,400 | 21,496,400 | 21,496,400 | 21,496,400 |
| Common stock, B | 11,177,900 | 10,733,200 | ..... | ..... |
| Bonds | 29,320,600 | 29,461,100 | 29,594,700 | 29,724,700 |
| Notes | ..... | 20,000,000 | 20,000,000 | 20,000,000 |
| Interest accrued | 563,309 | 665,768 | 668,107 | 670,381 |
| Dividends payable | 393,995 | 393,995 | 393,995 | 393,995 |
| Tax reserve, etc. | 5,121,937 | 4,501,550 | 4,649,391 | 7,283,236 |
| Deprec. reserves | 4,438,322 | 4,229,988 | 3,771,125 | 3,346,542 |
| Other reserve | ..... | ..... | ..... | 1,123,318 |
| Accounts and bills payable | 19,881,332 | 884,970 | 32,273,517 | 4 693,144 |
| Surplus | 26,774,204 | 22,390,335 | 19,753,025 | 18,839,393 |
| Total | $141,681,999 | $137,271,306 | $155,114,260 | $130,085,109 |

*Includes machinery, trade marks, good will, etc.

THE STANDARDS OF AMERICA
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
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ALL OF THE OLD ORIGINAL
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EL RISDAL
A Mild, Aromatic Cigar
MADE IN PORTO RICO
Thirteen Sizes
SPANISH HAND-MADE
*Correspondence Invited*
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SANTURCE, P. R.

Herminio Madera
ALONSO RIERA & CO.
PACKERS OF
Porto Rico Leaf Tobacco
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NEW YORK

# San Francisco Agitated by Cigarette Situation

## Recent Changes in Prices and Cutting Down of Profits Causing Adverse Criticism Among Jobbers and Retailers—Say Efforts Are Being Made to Please Public Only—Some Wholesale Price Reductions—Other Trade News.

SAN FRANCISCO, Feb. 21.—One of the most important matters before the retail trade in San Francisco at the present time is the cigarette question, the recent changes in prices and the cutting down of the profits of both jobbers and retailers causing much adverse comment and almost universal opinion that the cigarette situation at the present time is deplorable. One of the leading dealers in San Francisco stated today that he believes the manufacturers are working in error in their present practice and that eventually the industry will be injured severely. He pointed out that under the present price arrangements the jobber and merchant are entirely overlooked and that seemingly all effort is directed toward pleasing the consumer alone. He said that while the public is the one to be pleased, that the distributors cannot be overlooked in the general scheme of things, as they are the buffers between the manufacturers and the consumers and should any particular stress be needed either in pushing sales or opposing attacks against the smoking of cigarettes that it is well to have the merchant in the proper frame of mind. It is contended that with profits at their present low stages that the dealers will be discouraged from handling cigarettes or promoting their sale and they would not care if they were taken off the market. The retailers further contend that the small merchant will be forced to forego the sale of cigarettes and they will be eventually handled in a small way only as an accommodation by drug stores and groceries.

### Prices Recede

Announcement was made this week of a drop in Tareyton cigarettes from $12.25 to $10.50, making them a two-bit seller instead of a thirty cent. III cigarettes declined from $6 to $5.50 and Wizards from $8 to $7.50.

### To Distribute La Palina

S. Bachman & Co. announced today that they will be northern California distributors for the La Palina cigar, manufactured by the Congress Cigar Co. of Philadelphia. There are six sizes that will be distributed by the House of Bachman, including the Perfecto Grandes, three for a half; the Queens and Magnolias, 15 cents straight; Senators and Blunts, two for a quarter; and the Excellentes, 10 cents straight. The Bachman Co. will start operations on the brand in San Francisco on the first of May, and in Los Angeles, March 15.

### New Say-So Size

Joseph Rinaldo Cigar Co. has received word from Kraus & Co. that a new size of Say-So is in transit. It is called the Invincible, will retail three for a quarter and will be listed at $62.50.

### Golden Gate Has Golden Glow

Sam Caro, who now represents the porto Rico American Tobacco Co., is again in San Francisco after a trip east Mr. Caro will sell the El Toro, Portina and Rey de Rey brands. He declares that he believes San Francisco is the big bright spot on the business map of the country at the present time.

J. J. Gans, with his coast representative, Morris Burke, recently visited in San Francisco, en route to Los Angeles.

### Start Advertising Campaign

According to Joseph Rinaldo Cigar Co., distributors, an extensive newspaper advertising campaign for Van Camp cigars, made in San Francisco, has been started. The firm reports that the brand is meeting with phenomenal success in the central part of California.

### Out of Dry Dock

I. I. Hess, of Ehrman Bros., Horn & Co., has returned to San Francisco from Portland, where he was in the hospital for several weeks as the result of a sudden and serious illness. He is now convalescing and expects to be on the road shortly.

### Successful Clean Up

The H. Bercovich Cigar Co. is continuing its process of housecleaning and is gradually concentrating its efforts on standard brands alone. Mr. Bercovich declares that the cleaning up has been very successful.

### Delighted with Shade Shipment

The Golden State Leaf House has just received a shipment of Connecticut shade grown tobacco, and according to Dave Horn, it is the finest crop that he has ever handled. He received fifty bales of the tobacco and declares that it runs excellent throughout.

Riese Bros. are considering taking the agency for the Vassar five-cent cigar, made by the San Telmo Cigar Mfg. Co. of Detroit. It is a long filler with Sumatra wrapper.

The M. & M. cigar store at 211 Kearney street has been taken over by Mr. Dobbins.

### A Welcome to Shriners

Dave Horn of the Golden State Leaf House has extended an invitation to all tobacco and cigar men who are Shriners

(*Continued on page* 33)

Madera, Vigil & Co.
*Importers and Exporters of*
Leaf Tobacco
San Juan, Porto Rico

RAMON MORAN & CO.
*Growers, Packers & Exporters*
MANATI, PORTO RICO
*Correspondence invited.*
PORTO RICAN LEAF TOBACCO

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Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
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Representing Salvador Gallart, Cayey, P. R.

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# Quincy Tobacco Growers Preparing for New Crop

**Young Seedlings Showing Healthy Growth—Farmers Determined to Produce Best Weed Ever Grown in That Section—"Round Tip" Commanding Considerable Attention—Shade Acreage to Be Increased.**

QUINCY, Fla., Feb. 25.—Much interest is being manifested in the new crop for 1922. One may drive over this section and notice the seed beds which are just beginning to spring up, and which show a very healthy growth at this time. Much care and attention has been given to these beds, and all of the farmers are going forward with the determination of producing the best crop which has been grown in this section.

### "Round Tip" Creating Interest

The Connecticut "Round Tip" type, which was grown here last year only in an experimental way by D. D. Edwards for Embry Tobacco Co., is now holding the interest of a great many of the farmers. It is estimated that about 300 to 400 acres of this type will be grown in order that the farmers and packers may look further into its value, when produced on our Florida soil.

### Much New Shade Being Built

With the growing demand for the Florida wrappers a great deal of new shade is being built, and the farmers are all very busy at this time with their plant beds, shade construction, and the receiving of large shipments of cheesecloth, slats and fertilizer.

The packers are receiving a great many orders, especially for the lighter types, the majority of which has been sold. Three large orders have also been received for the sun grow tobacco this week. This tobacco is just being put on the market, as it requires further sweating and aging than the shade.

### On the Road

Among the Quincyites who are calling on the trade at this time in the markets of the North and West are Arthur Corry, representing his own concern; E. B. Embry of the Embry Tobacco Co., and George Munroe of the J. & O. Altschul Tobacco Co.

R. B. Lloyd of the R. B. Lloyd Tobacco Co., of York, Pa., is a visitor in Quincy looking after the interest of his concern. Mr. Lloyd reports that he is finding business very good, and that he has a market for every bale of light Florida which he can get.

### Plan New Country Club

At a meeting called yesterday afternoon considerable interest was taken in the matter of establishing a Country Club for Quincy, several sites were taken into consideration and committees appointed to inspect them and make reports at the next meeting. It is planned to erect a club house, lay off golf links, build a swimming pool and furnish other forms of amusement. It is temporarily planned to take in only one hundred members, who will put up from fifteen to twenty-five thousand dollars collectively, as a starter.

# St. Louis Jobbing and Retail Trade Keeping Up

**Both Branches of the Cigar and Tobacco Business Getting Usual Volume of Seasonal Traffic—Only Price-Cutting Blurs the Horizon—Liquidations More Satisfactory—Tobacco Company Sued by Philadelphia Bank—Trade Notes.**

ST. LOUIS, Feb. 25.—Business with the cigar and tobacco concerns, both jobbing as well as retailers, continues satisfactory. Both are having their usual volume of trade for this season of the year. Owing to some price cutting by several jobbers on cigarettes, the balance made a ten per cent cut. Quite a few drug stores sold 25 cent packages of cigarettes for 19 cents and 20 cent packages at 14 cents. Most of the reductions were at downtown stores.

More satisfactory liquidation is noted in the tobacco territory, according to the report of general business conditions in the Federal Reserve District No. 8, just issued.

### Sue on Trade Acceptances

The Philadelphia National Bank of Philadelphia filed suit in the United States District Court last week against the Dienst Leaf Tobacco Co., for $10,418.83, together with interest at 6 per cent since September 23 last, and $72 in protest fees, for the company's alleged failure to take up 24 trade acceptances for tobacco ordered by the St. Louis firm. Attorneys for the bank said they understood the tobacco company contended the goods purchased had never been delivered.

A. J. Coleman, connected with the selling staff of the Wm. A. Stickney Cigar Co., died a few days ago from pneumonia.

A. F. Wrisberg is now connected with the Mid-West Cigar Co. as city salesman. He was formerly city salesman with the Stickney-Hoelscher Cigar Co. R. Ludwig succeeded him at the Stickney-Hoelscher Cigar Co.

L. L. Davidson is now salesman at the James Stanley Cigar Co., having resigned from the American Tobacco Co.

### Recent Visitors

Among the traveling representatives who have been here recently are noted H. P. Rodgers, of the General Cigar Co.; C. E. Terry of Bayuk Bros., and Frank Diaz of V. Guerra Diaz & Co.

J. H. Parker, Jr., president of the Parker-Gordon Cigar Co., Kansas City, and J. O. Fries, office manager of the Parker-Gordon Cigar Co., Indianapolis, were here recently.

Ing. Chamberlain, of Lincoln Bros., New York, is over in Indiana covering his territory.

W. W. Haynie, of the Haynie System, is now down in New Orleans for a short stay. He has just covered several points in Oklahoma, Texas and Arkansas.

### Window Displays

Displays noted in windows recently are the Flor-de-Melba, at the Stickney-Hoelscher Cigar Co.; Cortez, at Louis Friedman's, Olive street; Consolation, at the Chas. P. Stanley Cigar Co. store; Flor de Cuba, at Moss & Lowenhaupts; the El Belmont at William A. Stickney Cigar Co.; La Garnita at Scruggs, Vandervoort and Barney's; and Armas del Casa, at Dengler and Hatz.

## Buys Building

WASHINGTON, D. C., March 1.—The Capital Cigar & Tobacco Co. has purchased a three-story building at 602 Pennsylvania avenue, adjoining the present offices of the concern, and will shortly remove the business into its new home. It is understood that the selling price was $40,000.

The structure is of concrete, fireproof construction, with a frontage on the avenue of twenty-two feet and a depth of ninety-six feet. The rear of the building is designed for wholesale business purposes, with garage facilities and loading platforms.

The new building is readily adapted to the needs of the tobacco company, without remodeling. The entire plant of the company will be removed to the newly acquired quarters, and the former home, 602 Pennsylvania avenue, will be sold, it is understood. The new location will provide added facilities sufficient to accommodate the enlarged business of the firm, it is stated.

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## CIGARS:—

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd in P. R. with Tobacco not a product of P. R.*

GOVERNMENT OF PORTO RICO

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## Mild Havana Cigars

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Perfecto Extra
*15c Straight*

Queens
*15c Straight*

Club House
*2 for 25c*

Blunts
*10c Straight*

Blunts (can)
*10c Straight*

**Benito Rovira Company**
INCORPORATED
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New York

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*Head Office. 81st Street and East River New York*

*Deservedly Popular Brands.*

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E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

# Carte De Jour of Up-State Business Served Au Gratin

**Meanwhile, Manufacturers and Merchants Chew Glass—Millions or Billions, No Matter to Dixon—In Hartford, Art Lauer Saw a Man—They Come from Troy—Tom Slattery, Too—A Pocket-Humidor—Also, in Egypt It Is Quiet!**

New York State Capitol District.
Cafeteria Week, 1922.

"Where you eating now, Sam?" innocently inquired Jim Stubb, drawing up his private Chippendale chair with the throng of observers in the rear o' Stubb & Ash, Inc., jobbers and retailers to former customers. "Got any special place a-tall where you can find a dollar dinner for a dime?"

"So you should be lookin' for such a place also, hey?" growled Sam Ash, still picking the lint from his last two front teeth, as he returned from luncheon au gratin. "Formerly, y'unnerstan, even a banquet for $2.50 the plate never should faze yuh anney. An' now yuh find business so good, unnerstan me, that such a place, even, as a corner cafeteria is too expensive!"

"Oh, just temporarily, Sam, just temporarily!" insisted Jim Stubb, finding more heppelwhite furniture for the members o' the Hot Chair Club now present. "While the famine lasts, Sam, we'll all chew glass!"

**What's 159 Million to Art?**

"And yet our business shows an increase!" claimed Sir Arthur Dixon, Bart, all the way from Connecticut with a bagful o' tricks for the Falk Tobacco Co., as he mingled with the sheraton chair lobbyists. "Notwithstanding general poor trade, our Herbert Tareyton cigaret went ahead one hundred and fifty-nine million last year!

"That's pretty good for a thirty-cent package. But, next week, Tareytons will resume their former retail price of a quarter the bundle of twenty smokes. Consumers demand reasonable prices right now, to be sure, and we will try to give them their way with our products.

"Fact is, y'know, jobbers and retailers everywhere are slashing prices horribly. Why, in Connecticut, all thru the New Haven-Bridgeport-Waterbury area, popular 20 cent cigarettes may be purchased for 15 cents the package, two for 29 cents.

"Neither the jobber nor the retailer has any real profit. It is all a scrimmage for distribution, quantity lots. Jobbers offer retailers the full 10 per cent trade discount. Retailers offer all their usual margin, with a portion of the additional 10 per cent, too!"

**Another Art Goes East, Too!**

"Yeh, they do that to make a turn-over, I s'pose," nodded Sam Ash, turning over two packs of 15 cent cigarettes for a quarter himself to a friendly customer who had the money. "But this here cigar business ain't quite so rotten yet, anneyhow!

"Ask Art Lauer. He's now over your way, Dixon, I unnerstan, sellin' Chancellors. Somebody see him in Hartford last week, talkin' to a man who looked as though he might be the proprietor of a store, which sometimes sold cigars an' things!"

**All Troy Comes to Town!**

"I'm looking for such places myself!" announced Bob Le May, putting down on the counter a specimen of his wares—the Beechnut cigarette, per P. Lorillard Co., N'Yawk and N'Jersey. "Trying to find shots this week for the Beechnut displays I have in yonder pretty fordcar.

"You know we tobacco boys now have cigarettes to sell, also. Since the first of the year, all our tobacco and cigarette departments have been consolidated. Four-way managerships are now in vogue. Dan Kelly, my ole boss, is now in Syracuse. He has nineteen counties out there.

"All the State is split this way. Of course George Allen still retains this Capitol District, with the Brothers Slattery, myself, and a few other high-class salesmen, all from Troy. And business in Troy is picking up—really it is! Collar shops are working three-quarter time, which is much better than it was a few weeks ago."

**Even Tom Slattery Reports!**

"Yes, Troy is mending," assented Tom Slattery, offering each squatter in the Hot Chair Club a Helmar from his big double-pack, now almost empty. "So is the country generally. Give us a few weeks of decent weather, and you'll see the worms come out of winter quarters to spend real rubles once more!

"Trouble has been to get 'em started! But my deal this week is a 5 per cent gratis of Helmars with each order of Helmar twenties. This will start 'em! For Helmars are coming back strong in sections where bundle cigarettes have formerly held sway for years."

**Here's a Home-Made Humidor!**

"Well, for years I've been looking for moist tobacco in the winter time!" remarked Joe Watson, standing in with the Listening Committee o' the Hot Chair Club. "Something I could carry in my pocket for a day or two without grinding to dust.

"And I think I've found it. See here: This fifteen cent tin o' Prince Albert is just like any other package on the outside. But there, under the inside cover, note the cute lil perforated metal and sponge device.

"It's merely a soldered piece of tin, cut with seven holes. and a small strip o' sponge inside. This I wet just the least little bit every day, and my tobacco, so far, remains in nice, jimmy-pipe order! If I apply for patent, will you birds go out and cap for my can?"

**Dull Days in Egypt!**

"Put a bit o' shellac on it, Joe, and it won't rust so much!" advised Jim Stub, arising, at last, from his seat with the antique-chair warmers to find that Cafe de Greasy Spoon, where Sam Ash gets so much for so little. "But these are rusty days, anyway.

"Only yesterday, a goof who blew in here was tellin' me why he wasn't smokin' so many imported cigars—you know the kind! 'Why,' sez he, 'by busines, the valentine business, will now be for almost a year so quiet as the Sphinx!"—The Smoker.

## Oklahoma Cigar Factories

Miami, Okla., Feb. 25.—Eight different brands of cigars are now being manufactured by one company in Miami as the result of the reorganization of two Miami factories and the consolidation of the two plants. The officers of the newly organized Miami Cigar Co. are: John A. Robinson, president; W. K. Austin, vice-president; S. K. Enoch, sales manager and Byron White, secretary-treasurer.

The various brands of cigars which will go out from the new company are the El Como, Henry Alden, Anita, Black and Tan, N. E. O. Bryson, Pre-War and W. & K.

**HEYWOOD, STRASSER & VOIGT LITHO. CO.**
Manufacturers of High Grade
**CIGAR BOX LABELS, BANDS and TRIMMINGS**
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Windsor Hotel, Denver, Colo.

# Chicago Business Moving Towards Betterment

**But Progress is Still Slow and Spotty—Readjustment of Production Costs Proving to Be a Difficult Matter—Influence of Economy and Discrimination Shown by Retail Sales—No Hope for Hope College Cigarette Smokers.**

CHICAGO, Feb. 25.—The movement towards better business continues, but it is still slow and uneven. Efforts to reduce production costs through readjustments of wages and working hours meet with resistance in many quarters. Results of retail distribution disclose the influence of economy and discrimination in purchasing, and the effect of variable weather, while demands in different primary channels reveal an unmistakable undercurrent of hesitation and caution. Collections are far below normal and jobbers are pulling the credit strings very tight right now.

### College Snubs Cigarette User

Declaring that cigarette smoking lowers the mentality of youths from 10 to 15 per cent, according to actual experiments, Dr. John B. Nykerk, dean of Hope College, Holland, Mich., in an order made public this week, announces that no student who smokes cigarettes will be recommended by the faculty as a teacher in high schools or academies. "No Hope man shall be guilty of communicating the filthy habit by example to his pupils," Dr. Nykerk declared.

### Eddie the Medalist

E. A. Kline of E. A. Kline & Co., New York, was a visitor. Eddie booked some good orders for Medalist, which is quite popular here.

### Smoke Up

The *El Dallo Smoke-up* for February has arrived. Milton, Ike and Lennie are surely surrounded with bags of money on the front page. Clever boys, these Wertheimer Bros.

### Has Large Line

Jack Foley, who has been selling the Armas del Rey to the Chicago trade, is now with Steele Wedeles Co. Jack has part of the North Side territory and is featuring Webster, San Felice, El Verso and Justrite cigars.

### To Give Cigars More Prominence

Merens & Cook, who have operated the Boulevard Grill and Smoke Shop, 223 North Michigan boulevard, will move in a few days to 227 North Michigan avenue. They have been forced to seek larger quarters. Cigars will be given more space in the new location. They also operate cigar stores in the Federal Life and Wrigley buildings.

### A Change of Managers

E. E. Wood is no longer in charge of Chicago sales force of M. Melachrino & Co. A Mr. Taylor who visited here recently and who has been located in California will be the new division manager here, it is reported.

Ed Berriman of Berriman Bros., Tampa, is here calling on his Chicago customers.

### Hitting the Trail

Fred Oakes has finally hit the rails and is now on his way to St. Paul and Minneapolis with his new Gato samples.

### Beating Own Records

José Garcia has returned from his visit to the Tampa factory of Perfecto Garcia & Bro. He states that they are producing more Perfecto Garcia clear Havana cigars than they have made heretofore.

The Central Cigar Co., operating a chain of retail stores on the South Side, is coming into the loop. The managers will open store No. 6 next week at the northwest corner of Madison and Wells street. They are a live wire firm and are doing quite a cigar business.

### Dealers Get Full Benefit

Natural Rounds have been reduced from 25 cents to 20 cents the package. The new list price is $2.05 a dozen instead of $2.40. Dealers' stocks on hand are being covered by the factory salesmen so as to put the new price into effect without delay.

### Featuring Medalist

Albert Breitung is now featuring in his chain of stores the Medalist brand from E. A. Kline & Co., New York. Twenty cent, 3 for 50 cents, 20 cents straight and 25 cent sizes are shown.

### Showing Vega Del Rey

Ed. Wodiska, after covering the Chicago trade, left for St. Paul and Minneapolis to show the merchants his fine line of Vega Del Rey cigars that are made by S. H. Furgatch & Co., New York.

### On Business

Louis Nathanson, the Minneapolis chain store owner and jobber, spent several days here this week. Louis was down on business.

### Making Successful Maiden Trip

Ed. Stief of Julius Fernbach & Co., will return in a few days from his first road tour for this Tampa firm. From all reports Ed. has opened some promising accounts for Cyrilla and General Forbes cigars. As a salesman of good cigars Ed. has no equal.

### Ruesch Case Finally Ended

Charged with smoking a cigar in public in violation of the Zion anti-tobacco ordinance, Martin Ruesch was fined $10 and costs, a total of $16.40. When his case came up in court he was fined $25 and costs for resisting an officer, so the one smoke cost him $47.80. It's tough on the tobacco users up in Zion, Ill.

### Pall Malls Favored

All the General Cigar Co. stores are showing full window displays of Pall Mall cigarettes. This is the first time in many months that the General has shown anything in their windows except their own brands.

### To Change 111 Packing

A change in packing of One-Eleven cigarettes will take place shortly. The package of 20 for 15 cents is to be discontinued and a package of 15 to sell for 10 cents, packed two dozen to the carton, at 96 cents a dozen, will be placed on the market instead.

### Wm. Penn in Good Hands

Hickey Bros., Davenport, Iowa, have become the distributors of the William Penn five-cent cigar for their territory. It will be heavily featured in all their retail stores.

### Featuring Fatima at 23c.

Liggett & Myers Tobacco Co. is advertising Fatima cigarettes in the daily papers at the new 23-cent selling price.

The General Cigar Co. is reporting a heavy demand for the five-cent William Penn cigar that goes to the trade at $38.50.

### Full Speed Ahead

Charles Zeller is hitting on all "fours" with his Ruyera Lopez brand. Charlie has them now in all the better stores.

### Clown Demonstrating Clown

The Fair Department Store had C. W. Sells, the famous Ringling Bros. clown, as an added attraction in their cigar department. Sells demonstrated Clown cigarettes, which are made by the Axton-Fisher Tobacco Co., of Louisville, Ky. They bear the union label and retail 20 for 15 cents.

The Schermerhorn chain stores are featuring Rameses cigarettes in the new Format Rounds packing of 20 that retail for 35 cents. Rameses signs are up on all their show windows.

### A Deep Incision

The Fair offered a sale of 106,000 Castellanos and Hoffman House cigars at prices less than the cost to manufacture. The store was packed all day and by evening the entire lot had been sold over the counter.

### To Feature Della Casa

Joseph Sahlinik, a well known cigar salesman, has connected with the El Predomino Cigar Co. of Philadelphia. He will cover the city and part of Illinois and will feature Della Casa.

Tareyton cigarettes have been reduced to $10.50 to retail at 25 cents.—H. L. H.


CIGAR LABELS

CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

CIGAR BANDS and LABELS

WM. STEINER SONS & CO.

257 West 17th Street New York

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

*Write for open Territory*

E. H. GATO CIGAR COMPANY

FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

E. P. Oakes — *Western Representative*

153 North Clark St. Chicago, Ill.

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

WAITT & BOND, Inc.

NEWARK, NEW JERSEY



5th INTERNATIONAL TOBACCO TRADE

EXHIBITION

To be held in

LONDON, ENGLAND

MAY 8, 9, 10, 11, 12 & 13, 1922

ORGANIZED BY

The Leading Organ of The British and Colonial Tobacco Trade

TOBACCO

(ESTABLISHED 1881)

Your opportunity to show and sell

MACHINERY (working exhibits)

NOVELTIES (Pipes, cigarette holders, leather goods, etc.)

TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS

Write now for full particulars to

TOBACCO

Monument Station Bldgs. LONDON, E. C. 4. ENGLAND


# Baltimore Expects Better Business in Spring

## Manufacturers Planning to Develop New Territory—Jobbers Formulating Selling Campaigns—Retailers Clearing Decks for Real Action Over Counter—Druggists Dine and Smoke —Increased Demand for 10 Cent Cigars—Trade Notes.

BALTIMORE, Md., Feb. 27.—Everyone associated with the tobacco industry in Baltimore seems glad that the curtain is about to be rung down on February, Not so much that the trade is disappointed at the small amount of business transacted this month, because it is usually dull, but it is looking forward to Spring, with its promise of new life and new business. Manufacturers are planning to develop new territory. Jobbers are formulating selling campaigns for their salesmen, and retailers are clearing the decks for real action over the counter.

### A Luck Lot

The Retail Druggists banquet given Thursday at the Rennert was a tremendous success. Each guest was presented with a huge bag containing gifts from the various manufacturers and jobbers who sell the druggists. El Roi-Tans, Muriels, Naciremas, and Fatimas were passed around the festive board, having been donated for the occasion.

### Still Paying the Price

Smokers are still buying 15 cent, 20 cent and 25 cent cigars, but have curtailed the quantity due to lack of money. In many instances instead of smoking the larger sizes they are making the smaller size satisfy, thus increasing the demand for 10 cent cigars. This is the opinion of Howard Philips, Preston and Charles streets. The cigar window on Charles street is showing an attractive display of El Roi-Tan cigars this week.

### Schulte Offerings

Bellefair 2 for 25 cents, New Currency 5 cents each, and Schulte's Special 2 for 15 cents, are being featured in all windows of the Schulte store at Howard and Fayette streets. Italian briar pipes and imported cigarette holders find ready buyers these days.

Berkow Bros., Liberty and Baltimore streets, realize the value of attractive, well trimmed show windows, and are making every inch count. This week Mi Hogar and Master Key cigars are being featured in the Baltimore street windows.

One of the busiest of Kruger's busy restaurants is that at 21 N. Howard street, where, in addition to serving excellent meals, good cigars are stocked to please the consumer. Among those having the call are Solace, Muriel, Admiration, El Producto, and El Roi-Tan.

### Back at It Again

After leading a retired life for a year, having disposed of his store at Charles and 25th streets, J. N. Codd has engaged in business again at 4000 Roland avenue. This new location is a "corker" and with Mr. Codd's previous experience the new venture is bound to succeed.

### After the Show Is Over

Di Paula Bros., 3 E. North avenue, are in the heart of one of the amusement districts and enjoy a splendid after-the-show trade. The cigar stand comes in for its share by featuring standard brands as Kenilworth, El Reposa, Muriel, City Club, Robt. Burns, and Iraba.

### Displayed in Tins

Cigars packed in tins enjoy a good sale at the Hippodrome Cigar stand, 4 N. Eutaw street, and are prominently displayed. Lord Baltimore, El Reposa, Muriel, Engagement, Ad Club, and El Roi-Tan are some of the brands duplicating satisfactorily here.

### Little Loe Makes Big Show

"Little" Loe, Howard and Baltimore streets, in his list of February findings, located a quantity of Sobo cigars and made a special play on them at $2.25 per box of fifty. All brands of cigarettes are sold in carton lots at reduced prices. Chesterfield, Camels, and Piedmonts selling $1.49 per carton.

### Now Distributing Holders

Gordon L. Adler, formerly salesman for Kraus & Co., is now distributor of Ejector cigar and cigarette holders for Maryland, Delaware, and part of Pennsylvania. He carries a complete stock at 1601 Eutaw place.

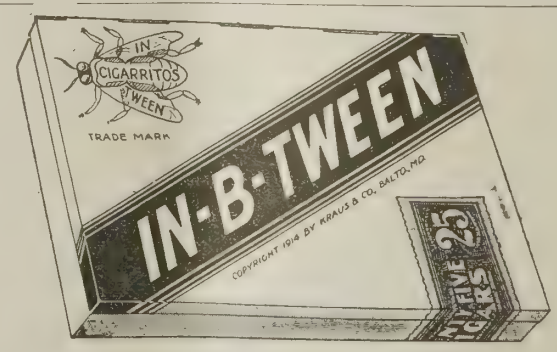
## Jesse R. Taylor Joins A. T. Co.

Jesse R. Taylor, who recently resigned from the vice-presidency of the United Cigar Stores Co., has joined the executive staff of the American Tobacco Co. as associate of A. C. Mower in the direction of the advertising and purchasing departments, which were recently amalgamated following the resignation of G. William Lang. Mr. Taylor's long experience as a director of large interests in the tobacco trade equips him ideally to fulfil the important duties of his new position.

Mr. Taylor's association with the United covered a long period of years in practically every department of the concern. At the time ex-President Edward Wise, who resigned from the corporation a month or so ago, took over the direction of the candy store chain of United Retail Stores Corp., Mr. Taylor became acting president of the United Cigar Stores, a position which he occupied for more than two years.

In commenting upon his resignation from the United, Mr. Taylor stated to a representative of TOBACCO that he wishes to emphasize the fact that his severance of connections with that concern was accomplished in the most amicable spirit on both sides, and that the friendliest possible feeling exists between himself and his former associates. Mr. Taylor stated that his only reason for referring to this phase of the matter was due to a feeling that there might possibly be some misunderstanding in trade circles regarding his action which he wishes to set right.


Five in Foil 25c.




Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF

FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.

BALTIMORE, MD.

The Largest Selling Five-Cent Cigar in the United States is Wrapped with

# Florida—Georgia Tobacco

It is being made at the rate of 600,000 per day and the manufacturers cannot make enough to supply the demand.

The Florida—Georgia Wrapper is the hope of the five-cent cigar manufacturer.

**Why don't you get on the band wagon?**

## Florida and Georgia Tobacco Growers' Association

QUINCY, FLORIDA

1000 to 1200 Pounds Net Strips Per Day of 8 Hours!

ON OUR

Tobacco Stemming Machine

Cigarette Tobacco — Smoking Tobacco — Plug — Cigar Filler

100 MACHINES IN ONE FACTORY

*Write for Full Particulars*

TOBACCO STEMMING MACHINE COMPANY, Inc.
LYNCHBURG, VA.

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
Correspondence invited. Cable address: "Lea," Danville, Va.

E. V. WEBB & CO.

Cable "IRVINE," Kinston, N. C.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT — COMPLETE FACILITIES
CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.

WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

H. G. Whitehead W. P. Anderson S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*
Cable Address: "Dorothy" Codes: A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"

*Largest Loose Leaf Tobacco Market in the World*

W. T. CLARK & COMPANY

Established 1887

*Dealers in All Grades Bright Leaf, Strips, Stems and Scraps*

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

## New Cigarette Machine to Revolutionize Industry

Advices have been received from our correspondents advising that a new machine for making cigarettes of entirely new design and construction has been placed on the market.

This machine, which is called the "Triumph—Model UG," is capable of making 800 plain or tipped cigarettes per minute, or approximately one-half million cigarettes per day. Devices can be furnished for making either round or oval cigarettes to be pasted or crimped, either plain or with tips of gold, cork or paraffin.

Aside from the phenomenal production, which is practically double that of any machine formerly known, the machine is a marvel of simplicity and can be operated by inexperienced girls. Simplicity and durability have been combined, and cigarette producers at last can secure a machine with a minimum of parts subject to wear and which have to be replaced.

Will the casual smoker preoccupied with his daily cares, who enjoys the soothing balm of the cigarette, stop to consider that his smokes are made at the rate of one-half million per day on a single machine operated by two girls? Perhaps he will also be interested to learn that Virginia, the home of tobacco, has also fostered and given to the world the mechanical means for making cigarettes.

Nearly half a century ago the original cigarette machine named "Bonsack" was introduced by the United Cigarette Machine Co., of Lynchburg, Virginia, whose "Universal" and "U-K" models are also known in every corner of the world. The latest achievement of the pioneers of the machinery for the great industry is their new model "Triumph" machine which the manufacturers state will revolutionize the industry.

## Sidney Cahen with American Exchange Cigar Co.

The American Exchange Cigar Co. announces the engagement of Sidney Cahen as sales manager. Mr. Cahen has been identified with the cigar industry for many years and numbers most of the large jobbers and prominent retailers throughout the United States as customers and friends. His career in the cigar business dates back to 1900, when he first sold Hoffman House Bouquet cigars in New York City for the Hilson Co. In 1902 he became connected with the house of E. Regensburg & Sons as city salesman and in 1906 Middle West representative for that concern and his connection there lasted until recently.

Sidney Cahen is a man who combines energy and ability with a pleasing personality and a thorough knowledge of the cigar business, and in his new connection should make good in a large way. The American Exchange Cigar Co. has the organization, the equipment and the disposition to produce high grade cigars, and with Mr. Cahen at the head of the sales department there should be a steady gain in the distribution of Rosa del Rancho, Strathmore, La Contributor and other famous brands produced by the house.

## Tobacco Salesmen to Meet

The regular monthly meeting of the Tobacco Salesmen's Association will be held on Friday, March 10, and President Albert Freeman requests all members to be present as many important matters will be discussed.

## Lower Average at Lynchburg

LYNCHBURG, Va., Feb. 24.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week..... | 284,700 |
| Sold to Feb. 24th, 1922.... | 8,049,600 |
| Sold to Feb. 25th, 1921.... | 7,143,200 |
| Increase for 1922..... | 906,400 |

The farmers are rapidly winding up their tobacco crop and receipts this week came fully up to expectations. Much the larger part of the offerings was barn scrapings and very common stock which greatly pulled down the general average price, which was $15.60, but when the quality of the offering is taken into consideration it is a very good price indeed.

The demand for good types of tobaccos was splendid and all good crops sold at high figures, showing that all desirable grades are wanted.

Inferior grades held up well also and very little if any change was noted in price for the past ten days.

The reason the average price seems so low is that there is so much common and so little good common to market and in every instance when a farmer had good tobaccos he was well pleased with prices.

The buyers are anxious that the season not be drawn out longer than necessary, and are urging that the remainder of the crop be bought in as soon as possible.

## Maysville Market Closed

MAYSVILLE, Ky., Feb. 25.—Due to the crop shortage the farmers and central warehouses of this city have closed for the season. Never before in the history of the burley loose leaf system has the local aggregate been handled so quickly. Ralph M. Barker, general manager of warehouse for the Burley Co-operative Association, will inspect this market next week, and is expected to extend his tour to include the Ohio markets.

## Oxford Average, $11.11

OXFORD, N. C., Feb. 25.—Total sales for the week, 380,948 pounds; average price per 100 pounds, $11.11. Sold to date of 1921 crop, 8,273,755 pounds; average price per 100 pounds, $23.49. Sold to same time last year, 14,890,198 pounds; average price per 100 pounds, $23.18.

## Winston Average, $12.50

WINSTON-SALEM, N. C., Feb. 25.—Total sales for the week, 753,940 pounds; average price per 100 pounds, $12.50. Sold to date of 1921 crop, 32,054,829 pounds; average price per 100 pounds, $24.16.—WINSTON LEAF TOBACCO & STORAGE CO.

FRED P. GASKELL CO.

Members N. Y. Produce Exchange and Steamship Freight Brokers' Association

SHIPPING and FORWARDING AGENTS

to all parts of the world

Lowest Rates and Best Service
Experience, Efficiency, Economy

NORFOLK, VA., Law Building
NEW YORK, N. Y., Produce Exchange

EDGEWORTH

Ready Rubbed EDGEWORTH and EDGEWORTH Plug-Slice

TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

## Charles Mortimer Fleming, Jr.

This afternoon in Wilson's sacred City of the Dead was laid the remains of one of her best beloved young men, Charles Mortimer Fleming, Jr. On the fresh sod of his grave, concealed by flowers, a mute testimony to his young life, mingled with the tears of many sorrowing friends and loved ones, for though young in years Charlie Fleming has endeared himself to not only the people of his home town, but to almost every seller of tobacco coming to Wilson. Since coming to manhood's estate, he had been one of the buyers for the great Imperial Tobacco Co., of which his honored father, for whom he was named, is branch manager, and from whom, it seems, by heritage he caught his wonderful knowledge of tobacco. He seemed to be in perfect health up to about seven months ago, but about that time while in Georgia representing his company, he was seized with an illness from which he never fully recovered. Although on the Wilson Tobacco market the past season, his friends knew that the will power which he possessed often carried him through the day's work. A week or so ago his condition became serious and last Saturday night accompanied by his physician and some of his closest relatives, he went to Johns-Hopkins Hospital in Baltimore for treatment. An operation was decided upon, but from it he never rallied and on yesterday morning, in the solemn stillness of the early dawn, on the rosy radiance of the waking morn, his spirit winged its flight across the bar, and, as silently and softly passed away as the tired twilight falls asleep in night and the dreaming dawn wakes to day.

Life was very dear to him for about two years ago he was happily married to Miss Catherine MacNair, one of the sweetest and gentlest little maidens ever bred in the Old North State—a great-daughter of North Carolina's most eminent and humane jurist, Hon Henry Groves Connor, Sr.

By virtue of Charlie's position he was able to surround her, whom he had chosen for his wife, with all the comforts and pleasures of life and to make every moment jeweled with a joy. He loved his friends and the friends of his friends and being sincere, generous, noble, honest and brave—of the highest type of young manhood—he passed out without leaving in the memory of any person the record of a single unkind act.

"The lights are all out in his mansion of clay,
The shutters are drawn, the dweller's away,
He went quietly over the river of life,
To take his abode in the City of Light."

—R. W. McF. in *Wilson (N. C.) Daily Times.*

## Steady Market at Richmond

RICHMOND, Va., Feb. 25.—The Market continues steady, with a good demand for all grades. There was more common tobacco on the breaks this week than since last year. Nevertheless prices held up on all grades, with very keen competition for anything desirable. Total sales for week were 129,295 pounds sold at $17.69 average.—R. C. MORTON & Co.

## Batavia Averages $26.80

BATAVIA, Ohio, Feb. 25.—Batavia burley market held three good sales the past week and all grades were in strong demand and sold well. Nondescripts went from $3 to $9.25 per 100. Common smokers at 10 to 21 cents; tips, at 20 to 36 cents; trashes, at 15 to 36 cents; short reds, at 18 to 36½ cents; lugs, at 35 to 49 cents; red leaf, at 38 to 56 cents; bright leaf, at 46 to 62 cents.

The market sold for the week 132,075 pounds, at an average of $26.80. Old tobacco is selling well over the market at this time, and the receipts are growing on the old crops at each sale. The farmers are pleased with the prices they are receiving at this time.—CHAS. A. DAVIS.

## Another Drive for Sign-up in Burley Association

LEXINGTON, Ky., Feb. 25.—A drive to sign up all the burley tobacco in the states of Kentucky, Ohio and Indiana to a five-year marketing agreement will be started March 13, with a view to completing it in a week, Chief of the Field Service Division Joseph Passonneau, of the Burley Tobacco Growers' Co-operative Association, said today. The drive is to be conducted by the county chairmen who so successfully put over the signing up of seventy-five per cent of the burley crop of 1920, one of the requirements for the success of the co-operative marketing agreement under which members of the association have been delivering their 1921 crop of tobacco to warehouses controlled by the Association and receiving cash advances on this crop for the past four weeks.

"Within the past two weeks," Col. Passonneau said today, "we have received 216 contracts, representing about 500,000 pounds of tobacco, many of them voluntarily signed by tobacco growers as soon as they learned that the opportunity would be given for those who had sold their 1921 crop outside the Association to join it. We have felt that this comparatively large number of contracts indicated that there are a considerable number of growers, who, for one reason or another, remained outside the organization last fall, but now want to come in and that they should have the opportunity. Therefore, it has been decided that the old county chairmen, who so successfully led the campaign last fall, shall conduct a drive the week of March 13, calling upon every grower outside the organization to sign the contract and thus present a solid front on the part of the growers in the heart of the burley district of the United States, consisting of the burley-producing counties of Kentucky, Ohio and Indiana."

## To Buy White Burley Seed

LEXINGTON, Ky., Feb. 25.—John Coghill, president of the Canadian Tobacco Growers' Co-operative Company, and H. G. Holmes, manager of the sales department of the organization, have arrived here to purchase white burley seed which will be planted in the Canadian tobacco districts.

The Canadian company was organized in 1919 and, according to Mr. Coghill, in many ways "is similar to the Kentucky Burley Growers' Association."

White burley is grown almost exclusively by the members of the association.

The main offices of the company are at Kingsville, Ont., with branch offices in Montreal; Derby, England, and Antwerp, Belgium.

## Mt. Sterling Receipts Heavy

MT. STERLING, Ky., Feb. 25.—Receipts of tobacco continue heavy. Roy Byrd, this county, delivered 10,000 lbs. today, considered extra crop and graded $19.89 average on the crop. There were thousands of pounds of cigarette wrapper and leaf. This crop tops the record of the state as to grade value.

## Chicago to Evansville

Val Roma Cigar Co. announces the removal of its office and factory from 609-13 N. La Salle street, Chicago, to 1000-1006 Franklin street, Evansville, Ind.


PINETOPS TOBACCO COMPANY
PINETOPS, NORTH CAROLINA, U. S. A.
We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.
Cable Address: PITCO, Pinetops, N. C.

Established 1898 Cable Address: Randolph
RANDOLPH MEADE & COMPANY
INCORPORATED
Leaf Tobacco Dealers
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
DANVILLE VIRGINIA

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.
Cobb-Gwynn Tobacco Company, Inc.
RICHMOND, VA., U. S. A.
Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.
CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

ANDREW JAMISON, President Established 1885; Incorporated 1910
W. A. ADAMS COMPANY
—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.
E. B. FICKLEN TOBACCO CO., Inc.
Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample Facilities for Redrying by Steam or Natural Season
Samples Furnished Correspondence Solicited

TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.
WILSON TOBACCO COMPANY
Dealers in LEAF TOBACCO
Strips, Scraps and Stems Samples submitted on request
WILSON, N. C., U. S. A.

C. O. DIXON, President — A. H. BUCHAN, Treasurer
Cable DIBUCO, Mullins, S. C.
DIXON-BUCHAN TOBACCO COMPANY
Dealers and Exporters
VIRGINIA-CAROLINA TOBACCOS
Mullins, South Carolina

Cable Address: "HODGE, HENDERSON"

**Hodge Tobacco Co.**

**of KENTUCKY, Inc.**

**Packers of**

**Leaf, Strips, Scraps and Stems**

**Natural or Artificial Seasons**

**Head Office: HENDERSON, KENTUCKY**

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

**Rudolph, Hach & Co., Inc.**

REHANDLERS, DEALERS AND BROKERS IN

**LEAF TOBACCO AND STEMS**

*Main Office and Sample Rooms*

**CLARKSVILLE, TENNESSEE**

OPERATING IN

**Clarksville, Tennessee, and Springfield, Tennessee, Districts**
**Western Kentucky Districts,**
**Upper Cumberland and Air-Cured Districts**

**Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.**

*Correspondence Solicited.*

**G. F. VAUGHAN TOBACCO CO.**

BUYERS, REHANDLERS AND REDRYERS OF

**Leaf, Strips, Stems and Scraps**

**For Home and Export Trade. Samples Submitted.**

***Contracts Solicited***

Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.

**LEXINGTON, KY.**

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

**R. M. Barker Tobacco Co.**

INC.

CARROLLTON, KENTUCKY, U. S. A.

**Buyers and Dealers in Burley Leaf Tobacco**

We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

# Louisville Tobacco Market Reports

## Rejections Increase

LOUISVILLE, Ky., Feb. 25.—Decided increase in the per cent of rejections marked tobacco trade on the Louisville breaks this week. These were 27 per cent of auction sales, according to the weekly report of Helm Glover, secretary of the Louisville Tobacco Board of Trade, issued yesterday. Rejections in recent weeks had been holding around 20 to 22 per cent or slightly higher at times. The same week last year there were 21 per cent and during that of 1920 there were 34 per cent.

Sales this week totaled 2,573 hogsheads as against 2,585; 1,946 and 2,789 in the like weeks of 1921, 1920, 1919, respectively. The week's sales included 1,830 old burley, 626 new burley, 110 old dark and 7 new dark. Receipts during the week were 1,251 hogsheads, whereas during the same week last year, 1,664 were received and during that of 1920 1,693 arrived.

Tabulations by the Board of Trade are as follows:

### Tobacco Sales for the Week and Year to February 24

| Warehouses | Week—Auction Sales | Week—Private Sales | Week—Total for Week | Year, Jan. 1st to Date |
|---|---|---|---|---|
| Turner | 110 | 4 | 114 | 1,651 |
| Kentucky | 616 | 4 | 620 | 4,646 |
| Main Street | 124 | .. | 124 | 2,775 |
| Planters-Farmers | 453 | 276 | 729 | 6,093 |
| New Tenth Street | 360 | 83 | 443 | 3,665 |
| Louisville | 500 | 43 | 543 | 3,651 |
| | 2,163 | 410 | 2,573 | 22,481 |
| Year 1921 | | | 2,585 | 19,118 |
| Year 1920 | | | 1,946 | 20,629 |
| Year 1919 | | | 2,789 | 23,319 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,830 | 626 | 2,456 |
| Dark | 110 | 7 | 117 |
| | 1,940 | 633 | 2,573 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 13,015 | 8,883 | 21,898 |
| Dark | 440 | 143 | 583 |
| | 13,455 | 9,026 | 22,481 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 18,094 | 20,101 | 21,855 |
| Dark | 1,024 | 528 | 1,464 |
| | 19,118 | 20,629 | 23,319 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| SALES— | | | |
| Total sales of new crop to date | 12,432 | 17,497 | 20,005 |
| Sales of new crop to date. Original inspection | 10,374 | 14,857 | 17,016 |
| REJECTIONS— | | | |
| Rejections this week: | | | |
| Burley | 572 | ..... | ..... |
| Dark | 19 | ..... | ..... |
| Total | 591 | 515 | 654 |
| Percentage of rejections to auction sales: | | | |
| Burley | 28 | ..... | ..... |
| Dark | 17 | ..... | ..... |
| Total | 27 | 21 | 34 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 4,760 | ..... | ..... |
| Dark | 150 | ..... | ..... |
| Total | 4,910 | 3,953 | 5,144 |
| RECEIPTS— | | | |
| Receipts this week | 1,251 | 1,664 | 1,693 |
| Receipts, Jan. 1 to date | 14,232 | 15,169 | 14,627 |

### Official Quotations at Louisville, February 24

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Common leaf (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Prices Firm at Paducah

PADUCAH, Ky., Feb. 24.—The movement of loose tobacco has been rather large during all of the past week. Warm rains with warm weather following gave a good handling season, hence the heavier movement.

Sales on the loose floors and wagons have been rather free, but offerings not as large as they were a few weeks ago. This is due to the fact that a large part of the crop has been sold and offerings have naturally become smaller, but we look for free offerings until the crop is disposed of. Farmers seem inclined to turn their tobacco loose as they get it ready for market, and no doubt the entire crop will move very much earlier this season than usual.

Prices have continued firm and higher on the common and low grades. Medium grades are also a little stiffer than they have been for several weeks. Demands for the better grades seem to increase as the supply diminishes, and the crop has been picked over very closely for the better grades.

The greater part of the offerings have been of the common and medium grades. Leaf of medium to good medium quality ranging from 22 to 30 cents, while good common and common have sold at 14 to 21 cents, but the greater part of the sales have been of the common and medium grades selling at 12 to 20 cents. The percentage of good selling above 20 cents is small, while the percentage of low leaf selling below 10 cents is very small. Lugs are holding firm but no higher.

There has been very little activity in old tobacco. What sales have been made were private, and the number of hogsheads

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Barnesville, O.

We operate in all principal markets of
**Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio**

and prices not made public. There is very little decent leaf left unsold in the old stocks. In fact the supply of old leaf is getting very low, but the supplies of old lugs are large comparatively speaking. Some sales of old lugs have been made at prices ranging from 4½ to 6 cents.

Farmers have about completed burning and sowing their plant land and indications point to a rather large crop being planted this year. Farmers have sown more plant beds than we think they will need and with anything like favorable conditions a large crop will be gotten out early.—W. B. KENNEDY.

## Large Sales at Owensboro

OWENSBORO, Ky., Feb. 25.—The Hodge Tobacco Co. makes report as follows:

**Sales of Pryor Tobacco**

| | Pounds | Average |
|---|---|---|
| Previously reported.. | 24,928,225 | $15.69 |
| Total for this week.. | 1,605,775 | 13.18 |
| Total sales to date... | 26,533,400 | 15.54 |

**Quotations**

GREEN RIVER

| Dark | Leaf, Cents | Lugs, Cents | Trash, Cents |
|---|---|---|---|
| Common ..... | 8 to 12 | 4 to 7 | 2 to 5 |
| Medium ..... | 12 to 14 | 6 to 12 | 3 to 6 |
| Good ..... | 14 to 25 | 12 to 16 | 4 to 7 |
| Brown | | | |
| Common .... | 18 to 20 | 10 to 15 | 3 to 4 |
| Medium ..... | 20 to 25 | 12 to 18 | 4 to 6 |
| Good ..... | 25 to 40 | 16 to 20 | 6 to 10 |
| Red | | | |
| Common ..... | 18 to 25 | 10 to 12 | 3 to 6 |
| Medium ..... | 25 to 28 | 14 to 18 | 5 to 7 |
| Good ..... | 28 to 42 | 15 to 22 | 6 to 12 |
| Colory Selections | | | |
| Common .... | 18 to 25 | 10 to 15 | 3 to 6 |
| Medium ..... | 23 to 30 | 15 to 22 | 6 to 8 |
| Good ..... | 30 to 40 | 20 to 23 | 8 to 15 |

The good season which prevailed the first days of the week is reflected in large deliveries, resulting in the sale of 1,000,000 pounds Thursday and Friday. With the exception of medium grades being a few bids higher, there is no change in price.

For the corresponding week last year the sales of Pryor tobacco had made a total of 17,000,000 pounds at an $8.57 average.

## Lexington Average, $19.35

LEXINGTON, Ky., Feb. 26.—Sales of tobacco on the Lexington loose leaf market, over independent floors not controlled by the Burley Tobacco Growers Co-operative Association, totaled 445,545 pounds, which brought $86,247.79, an average of $19.35 a hundred pounds, $1.56 a hundred lower than the average of the preceding week.

Sales on the local market to date, since the opening of the independent houses December 15, have reached a total of 10,219,775 pounds, for which the growers were paid $2,195,085.08, an average of $21.47 a hundred pounds.

Sales for the week and season by warehouses were as follows:

People's House—For the week, 213,820 pounds for $39 578.50, average, $18.51; for season, 3,983.260 pounds; for $884,825.60, average $22.21. Jewell House—For week, 131,615 pounds for $23.722.50, average, $18.50; for season, 4,329,000 pounds for $903,084.50, average, $20.86.

Geary House—For week, 100,110 pounds for $22,946.79, average, $22.92; for season, 1,907.515 pounds for $407,210.98, average $21.24.

**Co-operative Sales**

No report is available as to the amount of tobacco delivered to the receiving plants of the Burley Tobacco Growers Co-operative Association, of advances made thereon, or of sales to manufacturers, but it is generally known throughout the tobacco district that sales to manufacturers have been large and at prices above those paid for the tobacco bought over the independent floors.

## Greeneville Average, $20.82

GREENEVILLE, Tenn., Feb. 25.—Total sales for the past week, 66,204 pounds; average price per 100 pounds, $20.82. Sold to date of 1921 crop, 4,161,150 pounds; average price per 100 pounds, $31.28.—THE AUSTIN CO., INC.

## Says Men Used His Name

CYNTHIANA, Ky., Feb. 24.—J. R. Jones, district manager of the Burley Co-operative Marketing Association, has filed suit in Harrison County Circuit Court for $10.000 damages against Haze Harris, Joe W. Arnold and George Wallingford, charging that the defendants sold tobacco at the independent warehouse of C. Lebus & Sons Company in his name.

The petition states that the plaintiff signed a contract of the association and that through his efforts many persons joined the association.

He claims that in January, Harris, Arnold and Wallingford in the Lebus warehouse "falsely published of this plaintiff that he had violated contract" by causing his name to be placed on cards on many baskets, representing that the plaintiff was offering his tobacco for sale out of the association.

## Hopkinsville Average, $15.40

HOPKINSVILLE, Ky., Feb. 24.—Total sales for the week, 1,124 700 pounds; average price per 100 pounds, $15.40. Sold to date of 1921 crop, 10,814,755 pounds; average price per 100 pounds, $15.28. Sold to same time last year, 5,991,130 pounds; average price per 100 pounds, $10.09.—J. W. HANCOCK, Chairman, Sales Committee.

## Better Prices at Henderson

HENDERSON, Ky., Feb. 24.—Tobacco prices showed a good increase today when 159,515 pounds sold at $15.05 average, an increase of 42 cents more than the average over Thursday's sale. Best leaf sold up to 35 cents a pound, an advance of 3 cents. Some growers received averages from 25 to 30 cents a pound.

## Average at Springfield, $20.16

SPRINGFIELD, Tenn., Feb. 25.—Total sales for the week, 506,470 pounds; average price per 100 pounds, $20.16. Sold to date of 1921 crop, 4,108,145 pounds; average price per 100 pounds, $20.78.

These figures are for loose floor sales only and do not include the barn buying. Quotations: Common lugs, 2 to 3 cents; medium lugs, 3 to 5; good lugs, 5 to 9; fine lugs, 9 to 12. Common leaf, 8 to 16; medium leaf, 16 to 26; good leaf, 26 to 34; fine leaf, 34 to 43.

Weather for the past week has been very favorable for the delivery of tobacco, and deliveries to the prizing houses and loose floors have been extra heavy. The market continues strong and competition for all grades is keen. It is now estimated that about 75 per cent of the crop in this immediate section is sold and about 60 per cent is delivered.—J. A. CROSSWY, Secy. Tobacco Board of Trade.

## Clarksville Average, $17.23

CLARKSVILLE, Tenn., Feb. 25.—J. F. Smith, supervisor of the Loose Leaf Market, makes report for the week ending yesterday, as follows: Sales for week, 757,120 pounds; average for week, $17.28. Season sales to date, 5,061,690 pounds; season average, $16.93.

**Quotations**

Common lugus, 2½ to 4 cents; medium, 4 to 7 cents; good, 7 to 12¾ cents. Common leaf, 10 to 16 cents; medium, 16 to 24 cents; good, 24 to 31 cents; fine, 31 to 37½ cents per pound.

## Mayfield Market

MAYFIELD, Ky., Feb. 24.—Auction sales were larger this week but not so much so in proportion as private sales in the country. The following indicates each day's sales, averages, etc.:

| Date | No. Loads | Leaf Avrg. | Lug. Avrg. | Gen. Avrg. | Avrg. Year Ago |
|---|---|---|---|---|---|
| Reported. | 5,111 | .... | .... | .... | .... |
| Feb. 18.. | 12 | $15.93 | $2.00 | $13.12 | $5.67 |
| Feb. 20.. | 14 | 14.87 | 2.00 | 12.29 | 6.12 |
| Feb. 21.. | 80 | 14.51 | 1.86 | 11.98 | 6.20 |
| Feb. 22.. | 146 | 14.15 | 1,71 | 11.66 | 6.02 |
| Feb. 23.. | 108 | 14.26 | 1.80 | 11.77 | 5.87 |
| Feb. 24.. | 140 | 14.56 | 1.90 | 12.02 | 6,74 |
| | 5.611 | .... | .... | .... | .... |

The activity this week indicates to us

(*Continued on page 33*)

**Old Hill Side Smoking Tobacco**
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
**CLOWN CIGARETTES**
are manufactured by
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# Philadelphia Factories Increasing Production

## Brands Having National Advertising to Boost Them Are Showing the Greater Percentage of Improvement—Market Not Booming But Much Above Low Level Predicted by Pessimists—"Square Circle" Business Disposed of.

PHILADELPHIA, Feb. 28.—Continuance of increased production in all the factories having a wide-spread distribution through national advertising, and to a less extent betterment of business for the cigar producers whose field of distribution lies closer to home, is the story of the closing week in February, practically repeating that which began with the new year. Neither for general nor limited producers is the market a very active one. In truth, it has fallen somewhat below the expectations of even the moderately optimistic. But on the other hand, it is still much above the low level which some of the more conservative in the trade prophesied. There are really no pessimists in the manufacturing business, and conservatives and optimists are as one in the opinion that conditions are much better than they were, and that the passage of time certainly will bring further improvement. Opinions, however, differ as to whether something like a level of real activities will be reached early in the spring, or whether a still moderate business being done then, realization of real busy times must be deferred until the fall buying starts in, in mid-summer days.

### Square Circle Business Sold

There was effected during the week the sale of the business of the Square Circle Cigar Stores Co., which opened a year or more ago in rather a pretentious way, at the northeast corner of 5th and Walnut Sts., but whose finances recently became involved to such an extent that the intervention of the Philadelphia Association of Credit Men was sought in the interests alike of the owners, the Levan Bros., and the creditors. It was the intention of the company, when it began its business life to open up a chain of stores, but this plan did not materialize. During the week the store at 5th and Walnut Sts. was taken over by J. Oxman, who for some time has been representing in this territory the Lord Milford and Croix de Guerre. Previously Mr. Oxman had been engaged for some years in the retail business at 760 St. Johns Place, Brooklyn. Mr. Oxman will continue to represent the Lord Milford and Croix de Guerre lines, making his headquarters in the retail store.

### Ostrow to Move

Daniel Ostrow, who for many years has been conducting the city cigar store at 702 Chestnut St., will shortly vacate it and will make his headquarters at his recently opened branch store at 718 Market St. The retirement from the Chestnut St. stand was necessitated by the prospective razing of the building, the old Philadelphia *Press* building, to make way for a new structure.

### Renew Leases

Announcement is made of the renewal of leases of the United Cigar Stores Co., for the corner of Broad and Sansom Sts., and of the Schulte Co., for the corner of Broad and Walnut Sts., the latter extending their lease holds 50 feet on Walnut St.

The third floor of the property, 30 Bank St., has been leased to the Adelphia Cigar Co.

### Reply Creditors to Meet

Legal notice has been given that the first meeting of creditors of the Reply Cigar Co., which on February 16 was adjudged bankrupt, will be held on March 7, in the office of Joseph Mellors, referee in bankruptcy, where creditors are to attend, prove their claims, examine the bankrupt and appoint a trustee.

### Bayuk Visitors

Thaddeus W. Griffin, southern representative for Bayuk Bros., visited the headquarters during the week, reporting exceptionally large sales of Havana Ribbons through the Virginias and the Carolinas. C. C. Snyder, a well known Bayuk distributer, was another visitor to the factory.

### Executive Offices Enlarged

The executive offices of Joseph F. Gallagher, head of the Allen R. Cressman's Sons Co., have been extensively renovated and completely reappointed and increased in size, now taking in the entire width of the front of the company's headquarters.

### Vetterleins Operating Again

A report reached the city during the week that the cigar factory of Vetterlein Bros., formerly located here, but now at Coopersburg, Pa., has resumed operation, giving employment to a hundred hands.

Max Lipschutz of the Progressive Cigar Corporation has returned from a western trip.

### Held "Garden" Party

The United Cigar Store's "family," several hundred strong, during the week attended a farewell dinner and testimonial to the Philadelphia superintendent, Henry Goldberger, who is about to leave the city to become the special representative of C. A. Whelan, president of the company. The function was held in the Roof Garden of the Hotel Adelphia and was attended by all the district sales managers and the store sales managers. Addresses were made by M. A. Buvier, A. M. Rosenthal, I. L. Weinstock Herman Kauffman, and A. Goddard.

Alexander Chasen & Co. have installed on the fifth floor of the premises at the southwest corner of 7th and Cherry Sts. an equipment for varnishing and gumming cigar labels and kindred lines.

### Corrazo Activities

The Corrazo Cigar Co., 7th and Cherry Sts., occupying the quarters formerly the home of the Steigerwald Cigar Co., is concentrating sales efforts on the Corrazo and El Borita.

### Back from Booking Tour

M. A. Funk of the Consolidated Cigar Corporation, 12th and Wharton Sts., returned recently from a trip through Indiana and Ohio, where he secured large orders for Adlons and Forty-Fours.

### Cigars Have More Room

Peter F. Murphy & Co., 6th and Cherry Sts., have increased the space occupied by the cigar department by removing the candy department to the second floor. The firm has added the Christy, a five cent proposition.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
*Samples cheerfully submitted upon request*

# Pennsylvania Tobacco Sales Going Along Slowly

**Buyers Fairly Active, But Making Careful Selections—Unusually Cautious When Buying the 1921 Product—Representatives of Important Interests Are Combing Lancaster County for Desirable Crops.**

LANCASTER, Pa., Feb. 25.—Tobacco buying is progressing slowly in the county. Buyers are fairly active but very fastidious and picking only such crops as appeal to them in texture of leaf and burn.

The buyers this year are extra particular about the handling of the 1921 crop, and they "pass up" crops that would be bought under ordinary business conditions.

Growers have been told time over again and year after year to strip their tobacco "clean," size it properly, and above all things to avoid using water in getting their product ready for market. Those who haven't heeded this sound and good advice, still have their crops on their hands, and it will be sold later in the season at a very reduced price.

War conditions made some handlers "sloppy" and they disposed of their crops at good prices despite the indifferent way they handled their crops. These conditions, however, are over for all time, and the sooner the farmer takes cognizance of this fact the easier it will be for him to sell his crops when ready for market.

### Buying for Fendrich

Austin Ross, of Germantown, Ohio, superintendent of the buying of the H. Fendrich interests, of Evansville, Ind., is here and informed the writer he is in the field buying, but only the very choicest and good burning crops. They have bought about 500 acres so far and are still in the field.

### Still Buying for General

Morris Levy & Sons, local representatives of the General Cigar Co., are still buying.

Taylor & Long, of Landisville, who are buying and packing for George Burger, of Cincinnati, who quit buying temporarily, have again taken to the field and are scouring the country for tobacco to their liking.

### Combing for 1920

Louis Kramer of Bayuk Bros., was here this week, combing the country for 1920 tobacco and has bought about every packing of any size that was offered for sale that appealed to him. These people own now over 17,000 cases of 1920 tobacco and have bought some of the 1921 goods—enough to pack about 1,200 cases.

Gladfelter & Ohmit, of Columbia, sold their packing of 1920, amounting to 672 cases, to Davis, Sherk, Mason Co., cigar manufacturers with main offices at Reading, Pa. Price was kept secret, but writer was informed it was in the neighborhood of 25c running sizes.

### Sold 200,000 Pounds

Otto Eisenlohr & Bros., of Phila., with packing houses in this county, sold upward of 200,000 lbs. sized fillers of the 1920 crop this week.

Willie Spitzner, of C. H. Spitzner & Son, New York, is here and is looking over the 1921 crops. He is accompanied by his local representative, Geo. Whallon.

Milton Ranck, Howard Swope and Ben Schwartz, local packers, are in the field and picking up fancy crops and sorting and packing them in their warehouses.

Abe Horowitz, of Horowitz Bros., Pittsburgh, Pa., and with a packing house here is out in the field, buying "toppy" crops to supply his stogie trade at home.

G. A. Rost & Co., of Red Lion, Pa., with two packing houses here, have bought about 250 acres of the highest priced tobacco in the county the past two weeks.

Everyone seems to want to pack at least some of the crop, but there is no wild scramble for goods like in former years and "safe and sane" buying seems to be the order of the day.

Simon Schloss, of Schloss Bros., Philadelphia, jobbers, was here this week looking for 1920 packings, as was Hyman Velenchik, of Velenchik Bros., Philadelphia. Neither of these gentlemen were able to secure any for the reason that Bayuk Bros., of Philadelphia, bought about all the desirable tobacco offered for sale.

It is safe to say there isn't a thousand cases of 1920 tobacco in the market while only a few short months ago there were 15,000 to 20,000 for sale.

Prices for the 1921 tobacco vary from 10 to 13 cents for Wrapper grades and 2 to 3 cents for filler grades.

Not over one-fourth of the crop has been bought up to present writing and it is safe to say the poor tobacco will be bought as late as June next with straw hats on.

Bloch Bros. of Wheeling, W. Va., have their men in the field and are buying tons of tobacco from 6½ to 9 cents per pound, unassorted.

Co-operative packing is being done at Mt. Joy, Lititz, Euphrata, Quarryville and several other points, but there seems to be no concerted action on the part of the farmers to patronize these concerns.

The producers prefer to sell their crops and get and handle the money instead of tying up their goods for possibly a year or more.

Tobacco in the Drumore section of the county is being bought up slowly and at prices not to the liking of the farmers. Still they are selling, knowing they must stand their loss of price same as other merchants until merchandise reaches the pre-war level, where it belongs. Many of the crops at Drumore Township looked well at cutting time and seemed to be curing well, but on closer examination many of the leaves are "off color."

Farmers who have cellars to dampen it are busy stripping, while a few are already finished and delivered their crops at the different warehouses.

The drifted roads have kept many buy-

(*Continued on page 33*)


EL PRODUCTO

When Did *You* Last Smoke an

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**Let's you and us sit down now and smoke one with our *brains* as well as our lips. Let's see if there's any real reason for the demand that has, in a few years, made El Producto one of the great big brands.**

**As you take an El Producto from the box you'll find it as pretty a piece of cigar workmanship as you ever saw. That *ought* to mean a cigar that will smoke coolly, evenly and sweetly to the last inch.**

**And Character? We can't describe it any more than you can. But there's Character to that distinctive blend of choice Havana that can't be copied. You'll find it in every El Producto from 10 cents straight up to 30 cents.**

**When you consider that there is a shape and size for every preference and pocket book—**

**Is it any wonder El Producto is where it is?**

G. H. P. CIGAR CO., Inc.
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*for real enjoyment*

LIVE BRANDS
FOR LIVE JOBBERS

CLASS A, B AND C

*Write for Territory*

J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

*Write Us* if you need

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*Correspondence Solicited*

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HAVANA CIGARS
Seven Sizes
to Please the Most Discriminating
The Deisel-Wemmer Co.
Makers
LIMA, OHIO

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

THE MENDELSOHN COMPANY, INC.
2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT

ABOVE ALL

# Cleveland Enjoyed Regular Week Sans Salesmen

## Knights of the Grip Conspicuous by Their Absence—Weather Man Played Pranks—Dealers Get "Hep" to Standard, Advertised Brands, Which Now Fill Honor Rolls—Tested Goods Going With Better Success on All Hands.

CLEVELAND, Ohio, Feb. 25.—An ordinary week and that's all. Very few "knights of the grip" made Cleveland one of their stopovers or if they did they took to hiding. At least, I couldn't find them. "Oh where, oh where is my wandering salesman tonight?" was the scribes' favorite lullaby this week. We missed them.

The weather up until Friday was all that any of the dealers could ask for. Warm weather, warm enough to make the kids dig out the bats and balls was the program. Again, as a week ago, the weather man took a reverse flip, and Friday found us in the throes of a blizzard and zero weather. Brr! All of which had plenty to do with the mediocrity of the week. It can be easily noted that almost all the dealers have been set "wise" and standard, advertised brands fill the honor rolls of local dealers. The tested brands are being pushed with better luck on all hands.

### Van Winters Sick

Van B. Winters, local representative of the Reynaldo Cigar Co., failed to answer roll call this week. The reason? Another victim of a bad cold. The boys "sure" do miss Van and his "pep," and hope to see him back on the job again pretty soon now.

### Attractive Bargains

Morris Gluckman has put some tempting morsels before the cigar fans' eyes this week. Morris offers the 15 cent Invincible size of Garcia Grande at 10 cents, the 15 cent size of Amadeo at 10 cents, and the Henry the Fourth, two for a quarter size also at 10 cents straight. With these in his front window, Morris will suffer no dearth of business this week, for Cleveland cigar smokers recognize good value.

### La Palina Ads

La Palina has featured its new advertising campaign with some "big-time" ads in the local papers. These ads are put in positions where all smokers can see them—on the sporting page, and they "sure" have brought results. La Palina is an example of the truth of the adage, "it pays to advertise."

### Carl Wilke Sells Sandusky Store

It was learned a few days ago that Carl Wilke, well known Sandusky and northern Ohio cigar man, had sold his store in that city. Murshell & Schnurr, also well known hereabouts, will now work out at Carl's old place. Wilke will devote his entire attention to his interurban cigar stand at Lorain, one of the busiest places in this region.

### Ben Block in "Mound City"

Benny Block writes us to let us know that business is fine in St. Louis, his latest hunting grounds. All of Park & Tilford's line seem to please the natives, writes Ben. He says he got rid of quite a number of them the other day when the Cleveland Indians stopped off there on the way to Dallas, their Texas camp.

### An Attractive Display

Louis Blum's store on Euclid, near East Ninth, has one of the most attractive lines of high-class smoker's articles in the city. This week Louis is "showing off" a few of them to Cleveland smokers. Humidors of all kinds, pipes, ash trays, cigar and cigarette holders and smoking stands are included in this most attractive display.

### Returns from West

George Kichler, Casper Rosenberg's right hand man with the Ology brand as his battle cry, has just got back from a successful business trip in the west. The Ology is firmly planted in the hearts of the smokers here and is sure to grow rapidly.

### Ah! A Salesman!

Eddie Milan is his name and he's in town this week. Ed and his La Mega cigars always "hit the spot" and are therefore big favorites here.

### Reynaldo Prexy Expected in Town

Walter Arnheim, president of the Reynolds Cigar Co., is expected in town next week. Mr. Arnheim will confer here with the Baer-Wolf Co., who distributes the popular Reynaldo brand in this territory.

### Tobacco Girl Displays

This week the featured brand in the windows of the Standard Drug Co., is Tobacco Girl, a five cent seller of high quality. The above may or may not be, but probably is, the reason why Frank Patton, Gonzalez & Sanchez representative, is wearing his most engaging smile.

### Anti-Smoking Advocates

Lucy Page Gaston has some strong supporters here in the Women's City Club, who announce a so-called "fight to the finish campaign" against smoking. "This club has already started the issuing of circulars and literature and is planning lectures and speeches, and will not dissolve until the smoke nuisance is materially reduced or abolished," says Mrs. John T. Webster, chairman of the committee.

It sounds "nice" doesn't it? They can put down John Barleycorn, but Bill Tobacco will go on forever.—HERB.

## How to Smoke a Pipe

The J. G. Dill Co., of Richmond, Va., manufacturers of the celebrated Dill's Best Smoking Tobacco, are supplying the trade with pipe cleaners put up in a neat cardboard case, attractively printed in black, red, yellow and gold. This case bears instructions: "How to Smoke a Pipe and Get the Most Satisfaction and Enjoyment Out of It.

"1. If your pipe is not clean, clean it. Don't mix the leavings in your pipe with good tobacco.

"2. Select good tobacco. Avoid pipe tobaccos that burn too quickly; they are expensive and unsatisfactory at any price.

"3. Pipe tobacco in ideal condition should be moist enough to be alive. That means if you roll it and pinch it, it will move or creep slowly. If your tobacco is too dry, moisten it with a piece of apple, or other fruit; after leaving the apple in it over night, be careful to pick it all out. Pipe tobacco should not be too moist.

"4. Fill your pipe about one-third full, press or pack it easily, put in another third and pack, then fill it up and pack it. The art in filling a pipe is to pack it evenly, and not too hard—just so that it draws nicely. Very few men can pack a pipe evenly and in one charge. When the tobacco is packed unevenly, some of it burns too rapidly, and some of it burns too slowly. It pays a pipe smoker to take the pains to fill and pack his pipe right.

"5. Light it well—all over—a few good pulls; wait a minute then tamp the fire down; now smoke easy and enjoy your smoke. If it is real good pipe smoking tobacco, you will enjoy it."

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC

## Tampa

(*Continued from page 3*)

demand for Ruy Lopez. "I got sick and nearly got blue up there in Hartford; but now I'm back again in Tampa I'm feeling fine."

### Welcome Visitors

Mr. and Mrs. H. A. Taylor, of Louisville, Ky., regular winter guests at the Tampa Bay Hotel, are enthusiastically welcomed by the tobacco colony. Mr. Taylor is one of the Tampa-Cuba Cigar Co. directors.

### Looks Like a Good Year

A. L. Cuesta, Jr., is never idle; so, finding him occupied is no barometer of the times. But he may be credited when he tells you that the clouds are lifting and the cigar industry is rapidly improving every day. "It actually looks like a good year for us."

### Showing Substantial Improvement

Ben Cosio, the affable manager of the Consolidated Cigar Co.'s factory here, was found busy at his desk. He says that each day shows a substantial improvement, and feels sure that the tide has turned and the year will round out with a good showing.

### Trade Good and Getting Better

Jack F. Lowrey, San Francisco, is wiring many very substantial orders in to the Morgan Cigar Co. He reports that trade is good and daily getting better. Never has been what one might call bad with him. Mr. Morgan says, "Let them come." He has just returned from a successful buying trip to the tobacco markets of Cuba.

### Plenty of Optimism

Don L. Farmer, president of Arturo Fuentes & Co., Inc., has reached Virginia in his reorganizing campaign. He has found business good—improving—and Manager Diaz predicts a good year. Harry Loker, representing them in Chicago, is optimistic. Garcia Boquets, in the hands of the Chas. Barker Co., jobbers, are making a record.

Ernest Ellinger, well known leaf dealer of New York and Havana, is at the Tampa Bay Hotel.

Manuel Garcia has also returned from Cuba where he bought some very fine leaf for his factory, the Perfecto Garcia & Bros.

### Another Five Center

The Tampa Cigar Co., Inc., are not to be left out of the procession of those who are conceding a five cent cigar to their trade, so the Elites, under the Monarch brand, goes out to swell the tide. The Monarch's are the only union-label cigars in Tampa.

## Higher Average at Covington

COVINGTON, Ky., Feb. 25.—The week-end sale in the Covington loose leaf burley tobacco market yesterday embraced 22,490 lbs. of new crop tobacco, offered at auction on the floor of the Kenton Warehouse. The bulk of the break ran to common grades of smoker stock, which had the effect of keeping the average for the day down to a comparatively low figure. There was a representative attendance of buyers, however, and warehousemen stated after the sale that the market was one of the most active of the current season. The cash value of the tobacco sold was $4,206.30, representing an average of $18.90 per 100 lbs. The market was topped at $46 per 100 lbs. The average was almost 3c per lb. higher than on Thursday.

## Mutual Marketing Plans Growing Apace

LEXINGTON, Ky., Feb. 27.—Aaron Sapiro, general counsel for the Burley Tobacco Growers' Co-operative Association, who arrived in Lexington yesterday from the southwest, has accepted an invitation of the government of the province of Ontario, Canada, to come to Toronto and assist in the organization of the growers of soft fruits, tobacco, grain and dairy products in the province.

The attention of the Canadian officials was attracted by the success of the brilliant Californian in organizing the tobacco growers of Kentucky, Virginia, North Carolina and South Carolina, the cotton growers of the south and southwest and the prune, raisin and orange growers of California.

### Southwest Organizing

Mr. Sapiro said the Arkansas cotton growers had gone over the top with their organization, the sixth of such organizations in the South to form co-operative marketing associations. The tobacco growers of the bright belt, including Virginia and the Carolinas have 67,000 members, about 10,000 more than the Burley Association, and more are coming in.

### Burley Members Meet

Members of the Central District Warehousing Corporation met in the offices of Director of Warehouses, Ralph M. Barker in Fayette Warehouse No. 1 here today and papers were signed transferring the contracts under which the Burley Tobacco Growers' Co-operative Association holds possession of the warehouses of the Central district to the warehousing corporation. Similar action is to be taken this week in the other warehousing districts of the Burley belt.

### Other Meetings

Warehousemen of the Eastern district and of the Ohio district will meet at Maysville, Wednesday. Warehousemen of the Central district will meet in Lexington, Thursday, those of the western district at Shelbyville, Friday and those of the Northern and Indiana districts at Carrollton, Saturday. Director Barker will attend all these meetings, at which the owners of the warehouse properties will sign leases with the subsidiary corporations, under which the properties will be operated by the subsidiaries until the deeds to the property pass, which will be about June 15, under the original contracts with the Burley Tobacco Growers' Co-operative Association.

Jim M. Caldwell, of Bourbon county was in Lexington today. He reported an average advance on his entire production in Bourbon of 53,421 pounds of $10.18. For 19,400 pounds of this he received an advance of $13.02 a hundred. Mr. Caldwell said that two of his tenants received more money as advances on their share of the crops than they had been paid for their entire crops last year.

### New Contracts Coming In

Chief of the Field Service Division, Joseph Passonneau reported the receipt of about fifty contracts today, but they have not been tabulated and the acreage was not given out. Col. Passonneau said, however, that contracts are coming in every day. One of the best known of recent signers is Hon. Eli H. Brown, Jr., of Louisville, former speaker of the Kentucky house of representatives and former member of the Board of Prison Commissioners, who owns a farm in Nelson county and who signed up 22,000 pounds to the Association.


Established 1867 Original Factory No. 1

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Clear Havana
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de
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BRUNO DIAZ, JR.
B. DIAZ & CO.
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PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
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LEAF TOBACCO
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Compañia de Abraham Haas
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Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

# Minneapolis Retailers Dine and Have Good Time

## The Postmaster, County Attorney, the Mayor of St. Paul and Other Prominent Persons Deliver Interesting Addresses—L. H. Farrington Outlined Development of Cigar and Tobacco Business in Minnesota—Interesting Trade News.

MINNEAPOLIS, Feb. 25.—The 10th annual anniversary banquet of the Minneapolis Retail Cigar Dealers Association was held Tuesday evening at the Elks Club. Addresses were made by Postmaster E. A. Purdy, Mayor Hodgson of St. Paul County, Attorney Floyd B. Olson, Wm. Brinkmann, L. H. Farrington, Louis Nathanson, Carl F. Thomas and others prominent in the business and social life of Minneapolis. Mr. Purdy talked on "Efficiency" and Carl Thomas used as his subject, "The Retail Dealer." Mr. Farrington, for 30 years in the tobacco business in Minnesota gave a very interesting talk on the development of the business since he came to the city. President Goodman occupied the chair and after a wonderful spread and plenty of smokes, the gathering broke up in the wee small hours of the dawn. Secretary Sam Margulies was a big drawing card with his funny sayings.

Al Korn, of M. F. Minden Co., New York, arrived on time. From here Al goes to Duluth. His Bouquet de Paris is sold only by the better stores, hotels and clubs.

### Plenty of Samples

Ben Strauss, with a trunk full of Optimo cigars passed the week here.

### Weldon Cigar Co.

Harry Cohn, a new Yorker, now located here, has organized the Weldon Cigar Co., and will, on March 1 open a high class retail store on 5th st., near Nicollet ave. Only the finest of brands will be stocked by this firm.

### Renewing Old Acquaintances

John W. Merriam surprised his friends by pulling in this week. It has been several years since John called here. The first thing he did was to look up his old pal Frank McCormick and take in the McLean-Schwartz fight.

### A Happy Hit

Charles Fee, known by all the trade and now a member of the M. F. Minden Co., New York, came in from Omaha. Charlie was in fine spirits as he just closed with Groneweg & Schontgen, jobbers of Council Bluffs, Iowa, to act as distributors of the El Marigan and Bouquet de Paris brands. The opening order was for 372,000 and Charlie was feeling so happy he handed me a year's subscription to TOBACCO.

### Keeping in Touch

Walter Fleckels, of Diesel-Wemmar Co., Lima, Ohio, called on his San Felice and El Verso distributors.

Herbert Coe, of Stephano Bros., introduced Stephano Format Rounds that are packed 20 to the box and retail for 35 cents.

Groneweg & Schontgen, of Council Bluffs, Iowa, have discontinued the distribution of El Producto cigars.

### Ben Bey in Buffalo

Clarke Cutler, of The Nathan Elson Co., Chicago and New Orleans, has just written his friends here that he has landed a large Buffalo, N. Y., jobber who will distribute his Ben Bey cigars. Congratulations, Cut!

### Where the Sun Shines

Wm. H. Burd, head of the W. H. Burd, Inc., who controls a chain of 7 hotel and office building stands, is spending the Winter in Florida. He is expected to return the middle of April.

### Featuring Mungo Park

Nelson R. Price is now located in his new store at 424 Nicolett ave. He is featuring this week in his windows, Mungo Park 15 cent gold standard size at 3 for 25 cents. Mr. Price says the change from his old location in the Powers Merc. Co. store to his present location has made no difference in his receipts.

### Back Where "Breezes Blow" Gently

Harry L. Harris, after a week's stay, has left for his Chicago headquarters. All the larger dealers carry his Romeo-Garcia and José Grande cigars.

### Feature English Ovals

English Oval cigarettes were well advertised in the Minneapolis daily papers at 20 for 25 cents. This blended cigarette has made a lot of friends and the dealers here all feature English Ovals.

### Jose Diaz to Front

The Louis Nathanson Co., has taken over the cigar department in Brackett's fancy grocery store on 5th st. At present the house is featuring through newspaper ads, the Tampa-made Jose Diaz 15 cent Corona at 9 cents. Louis Nathanson is well pleased at the business this store is doing.

The United Cigar store at 501 Hennepin ave., has been closed. The store is for rent but on account of the high rental being asked dealers are not anxious to secure the store.

### Visiting Twin Cities

Mr. Posey, of the United Cigar Stores Co., came up from the Chicago headquarters on an inspection tour of the St. Paul and Minneapolis stores.

### To Blow in Early

George W. Stocking, of Marcelino Perez Co., has written his customers that he will arrive early in March. George also states that there is also going to be a change in the price of their Tuval cigars.

### Discount Reduced

There has been some change in the discount allowed the trade by the Falk Tobacco Co. The 10 per cent trade discount to direct buyers has been cut to 8 per cent.

### A Long "Business" Session

"Setting in" at Al Korn's room in the Radisson Hotel, was Ben Strauss, of Optimo fame, Charlie Fee, of M. F. Minden Co., Harry L. Harris, of Harris & Son, and Thomas Sweeney, the owner

HOYO de MONTERREY
*The Aristocrat of*
Imported Cigars
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
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of the Dyckman and Radisson hotel stands. The battle lasted until early morn with quite a little changing hands. Al treated the crowd to some of his private stock, while Ben and Charlie furnished the smokes.

### Interesting Talks

At the weekly business meeting of the Minneapolis Cigar Dealers Association, Ed. Stief, now with Julius Fernbach & Co., of Chicago and Tampa; Harry Cohen, who is to open a retail store here and Harry L. Harris made interesting talks.

### Fatimas 20 for 23c.

Large newspaper ads of Fatima cigarettes are now in the papers. The new 20 for 23 cent price is conspicuous.

Henry Doerr, Jr., cigar department manager of the Minneapolis Drug Co., has fully recovered from his recent illness and is once more back at his desk attending to his usual duties.

### Going Strong

Ed Stief, of Julius Fernbach Co., Chicago, worked the Twin Cities. He placed Cyrilla with Ed. L. Luethge and Hius Law & Ehlers, of St. Paul, and General Forbes with the R. Birnberg Sons Co., of the saintly city for distribution.

Louis Nathanson, head of Louis Nathanson Co., has left for Chicago on important business.

### Pushing El Productos

Charles McFarland, now with the G. H. P. Cigar Co., of Philadelphia, came up from his Milwaukee headquarters and spent the week here pushing El Producto. He left here for Winona to spend a few days with his jobber at that point.

### Juan De Fuca

The Louis Nathanson Co. has just closed with Harvey Dalton of the Morgan Cigar Co., Tampa, for several sizes of the Juan De Fuca, clear Havana cigar, which will be featured in all the Nathanson retail stores.

### Has New Territory

Mr. Taylor, who has been with The Tobacco Products Co., in California, has just been given charge of this territory. He will visit this market from his Chicago headquarters. Taylor succeeds E E. Wood, who resigned recently.

### Mi Carmen Direct

J. A. Pestka, of the Mi Carmen Cigar Co., Milwaukee, is here placing Mi Carmen cigars with the local trade. He has no jobber and sells the retailer direct from the factory.

### Rameses Display

In honor of Herbert Coe, of Stephano Bros., who was a recent visitor, the display window at the Hotel Dyckman showed a large Rameses display.

Before Al Korn left, he secured some very fine orders for Bouquet de Paris from the Minneapolis Club and Thomas Sweeny. He placed some new high priced sizes with both firms.

Jose Grande cigars were donated by Harry L. Harris and Ben Bey cigars by Carl Thomas for the 10th anniversary banquet of the Minneapolis Cigar Dealers' Association.—H. L. H.

## Key West News

### Santaella to Open April 1

KEY WEST, Fla., Feb. 25.—Conditions in the tobacco industry in this city are practically the same as last week. The only news of interest in this line which your correspondent has to offer is the authentic information that the A. Santaella Cigar Co. will return in time to open their factory on April 1. This factory will reopen in the building on the county road, known as the Martinez Havana factory, which was the building formerly used by A. Santaella & Co. previous to their removal to Tampa. The news that this factory would return was of considerable importance to the people of Key West.

Florentino Diaz, manager of this factory was in this city last week perfecting arrangements for the proposed opening on the date mentioned.

### On Annual Visit

Arthur Bachman of San Francisco is expected to arrive in this city on March 3, for a visit to the E. H. Gato Cigar Co. Mr. Bachman is the Pacific Coast jobber for the E. H. Gato cigars, and the visit at this season will be in line with the regular visits paid annually to this company.

### From the Hub of Culture

A. W. Kassenbaugh, leaf tobacco dealer of Boston, was a visitor this week. Mr. Kassenbaugh was a personal friend of the late William H. Decker who was manager of the Consolidated Cigar Co.'s factory in this city. Between the time of the arrival of Mr. Kassenbaugh from Havana, the time of his departure for the north by the Florida East Coast railway, Mr. Kassenbaugh was the guest of Mrs. Decker and daughters at their home on Whitehead street.

## To Increase Florida Cigar Leaf Production

The tobacco growers of Florida were not able to meet the demands for their crop last year, according to John H. Shaw of Quincy, Fla., who arrived in New York a few days ago, and they are planning this year the biggest crop in the history of the State. Nobody would walk a mile for a Florida cigarette, says Mr. Shaw, and the planters are giving their attention chiefly to cigar tobacco.

"Experiments to produce a popular grade of cigarette tobacco have not been successful in Florida," he said. "But efforts to improve the quality of cigar tobacco have resulted in a constantly increasing demand by manufacturers throughout the country. The climate and soil of Florida's tobacco district do not seem to be quite right for the production of a leaf that will be popular with cigarette smokers."


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CHAS. LANDAU, Agent, 35 Wall St. New York

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

HAVANA LEAF DEALERS

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
Charles the Third Cigars, 10c. and upwards.
123 Liberty St., New York

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(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

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**are the**

# LARGEST IMPORTERS

**of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.**

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**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**



**HAVANA CIGARS**

*The Leader in All the World's Markets*

# ROMEO y JULIETA

U. S. REPRESENTATIVE

**WM. T. TAYLOR, 50 E. 42nd St.**



*Sweet and Aromatic*

INDEPENDENT CIGAR FACTORY

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Cable: "Belinda"

96-98 GERVASIO STREET HAVANA, CUBA

**N. E. NICHOLS**

United States Representative

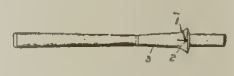
8-10 WEST 45TH STREET - - - - - NEW YORK

Telephone: Murray Hill 8427


## Patents Recently Granted

By U. S. Patent Office

No. 1,405,869. CIGARETTE AND CIGAR HOLDER. Marguerietta Benson Robinson, London, England. Filed Dec. 24, 1920. Serial No. 433,050. 3 Claims.



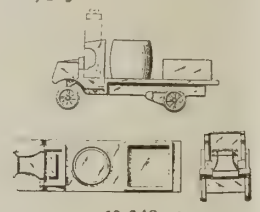
1,405,869

A cigar or cigarette holder comprising a tubular holder having a mouth piece at one end and a recess at the opposite end, a pair of holes in the walls of said recess arranged diametrically opposite to one another, a flexible chain passing through said holes and means on said chain for drawing the same taut by manual manipulation to eject the article placed in said recess.

## Designs Filed

In U. S. Patent Office

No. 60,349. SMOKER'S TRAY. James L. Klase, Cranford, and Albert P. McGrann and John J. Bach, Elizabeth, N. J. Filed Jan. 24, 1821. Serial No. 439,698. Term of patent 3½ years.



60,349

The ornamental design for a smoker's tray as shown.

## Trade Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

* * *

Serial No. 129,351. Rosenthal Bros. & Bendetson, Boston, Mass. Filed Mar. 6, 1920.

129,351

*The particular description of goods.*—Cigars. *Claims use* since Apr. 1, 1919.

* * *

Serial No. 135,804. Demmi Cigar Co., Tampa, Fla. Filed Aug. 5, 1920.

**SANCHEZ ALFIN**

135,804

No claim being made to the exclusive use of the word "Sanchez" forming a part of the mark other than in the combination shown. *The particular description of goods.*—Cigars, Cigarettes, Cheroots, Stogies, Chewing Tobacco, Scraps, and Snuff. *Claims use* since June 4, 1914.

* * *

Serial No. 152,871. Trahern Tobacco Co., Inc., Clarksville, Tenn. Filed Sept. 12, 1921.

152,871

No claim being made to the words "Tobacco Extract, Manufactured by, Tobacco Co., Inc., Clarksville, Tenn., U. S. A." apart from the mark shown.

*The particular description of goods.*—Tobacco Extract Used for Saucing or Flavoring Tobacco. *Claims use* since July 29, 1921.

* * *

Serial No. 155,528. The Weideman Company, Cleveland, Ohio. Filed Nov. 17, 1921.

**31**

155,528

*The particular description of goods.*—Cigars, Cigarettes, Smoking, Chewing and Plug Tobacco. *Claims use* since Aug. 2, 1915.

* * *

Serial No. 146,285. The American Tobacco Company, New York, N. Y. Filed Apr. 18, 1921.

146,285

*The particular description of goods.*—Smoking and Chewing Tobacco and Cigarettes. *Claims use* since about July 23, 1920.

* * *

Serial No. 156,491. Heineman Bros., Baltimore, Md. Filed Dec. 9, 1921.

**LORD BALTIMORE**

156,491

*The particular description of goods.*—Cigars. *Claims use* since about the year 1881.

* * *

Serial No. 156,664. "Turmac" Turkish-Macedonian Tobacco Company, Arnhem, Netherlands. Filed Dec. 13, 1921.

**SERDAR**

156,664

*The particular description of goods.*—Smoking and Chewing Tobacco, Cigar-


GET WISE—GET WEISS

*The* **WEISS WINDOW TRIMMING CO.**

Show Cards · Signs · Posters
Price Tickets · Window Display

**154 THIRD AVE. N.Y.**

Between 15th-16th Sts.

Telephone Stuyvesant 9162

ettes, Cigars, and Snuff. *Claims use* since on or about June 6, 1921.

* * *

Serial No. 140,113. (Not including Tobacco products.) Samuel Gordon, New York, N. Y. Filed Nov. 24, 1920.

140,113

*The particular description of goods.*—Pipes, Cigar and Cigarette Holders, Pouch Tobacco Bags, Humidors, and Cigar and Cigarette Cases. *Claims use* since Mar. 6, 1918.

* * *

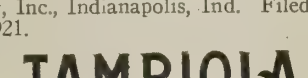
Serial No. 143,831. Flora W. Pinkus, New York, N. Y. Filed Feb. 19, 1921.

143,831

*The particular description of goods.*—Cigarettes. *Claims use* since Dec. 31, 1919.

* * *

Serial No. 155,120. Rauch Cigar Company, Inc., Indianapolis, Ind. Filed Nov. 7, 1921.




155,120

*The particular description of goods.*—Tobacco Products — Namely, Cigars, Stogies, Cigarettes, Smoking Tobacco and Chewing Tobacco Products. *Claims use* since December, 1898.

* * *

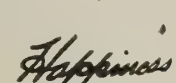
Serial No. 154,864. Nicholas A. Crickelas, New York, N. Y. Filed Nov. 1, 1921.

154,864

No claim being made to the word "Cigar" as part of the mark shown on the drawing. *Particular description of goods.*—Cigars. *Claims use* since Oct. 1, 1921.

* * *

Serial No. 154,625. United Cigar Stores Company of America, Jersey City, N. J., and New York, N. Y. Filed Oct. 26, 1921.




154,625

*The particular description of goods.*—Cigars, Cigarettes, Cheroots, Snuff, and Manufactured Smoking and Chewing Tobacco. *Claims use* since Oct. 15, 1921.

* * *

Serial No. 142,936. Michel Mavromatas, New York, N. Y. Filed Jan. 29, 1921.

142,936

*The particular description of goods.*—Cigarettes. *Claims use* since about Feb. 1, 1920.

## Jersey City Salesmen Seek Charter from National Association

JERSEY CITY, N. J., Feb. 28.—The Tobacco Salesmen's Association of Jersey City held its second meeting Thursday night, February 23. Twenty-two of the members signed an application for a Charter which the secretary forwarded to the National Board of Tobacco Salesmen's Association.

The business of the Association was transacted under the constitution, and things ran along without a hitch. All of the boys present took a lively interest in the proceedings and many helpful suggestions were made and constructive motions passed.

Nominations for permanent officers were made at this meeting. The names of those selected for the various offices are as follows:

President, Herbert Leshaw; 1st vice-president, Joe Ogush; 2nd vice-president, Sidney Gruenberg; secretaries, Joe Wertheim and Paul Goldberg; treasurer, Morris W. Gruenberg; recording secretary, George Werner and R. Woodruff; sergeant-at-arms, B. Westerman and M. Smolowitz.

Members of Board of Directors: Sam Rossnick, E. Cohen, Stephen Airel, S. Morris, S. A. Gruenberg.

Delegates to National Conference: Herbert Leshaw, Joe Ogush, Irving Wertheim, Morris W. Gruenberg, L. Sisselman.

### Election at Next Meeting

At the next meeting, to be held Thursday evening, March 16, at Fairmount Hall, Bergen and Fairmount avenues, Jersey City, permanent officers will be elected. It is expected that officials of the National Board of Tobacco Salesmen's Association will be present to install the officers and to launch the new association on its career, as a duly constituted member of the National Board of Tobacco Salesmen's Association. The officers and members of the Tobacco Salesmen's Association of Newark and New York have promised the officers of the Jersey City "bunch" that they would attend. Great pleasure was expressed by the members present Thursday night upon receiving this news.

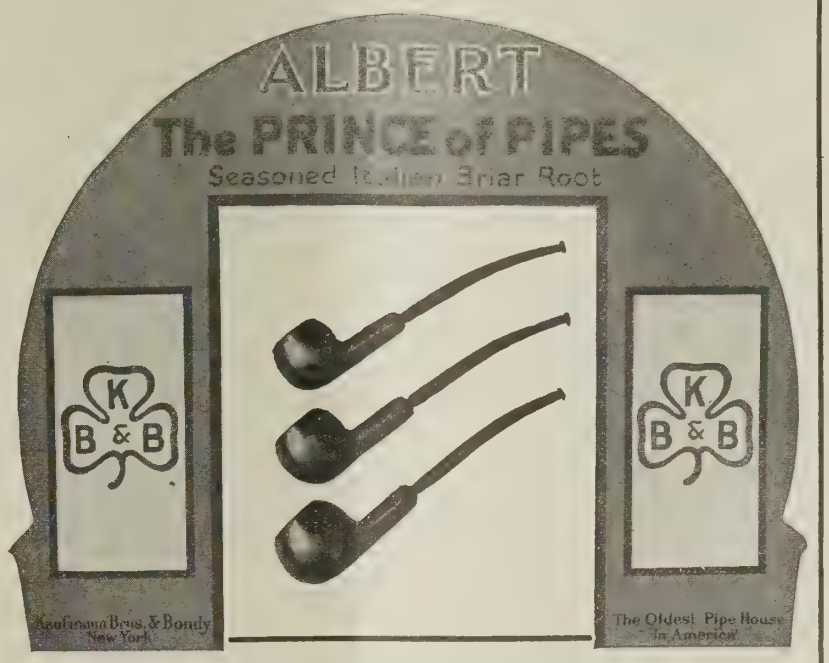
### A "Good Time" in Store

The House Committee, headed by Brother Ogush, is working hard to have prepared an abundance of refreshments and smokes to help make the evening a pleasant one for all who attend.

## Cincinnati Market

CINCINNATI, Feb. 25.—The closing sale of the week in the Cincinnati burley leaf tobacco market yesterday brought out a total offering of 97 hhds. of old crop stock at the Globe Warehouse. It was one of the largest sales in several weeks, and under spirited bidding prices that were entirely satisfactory to sellers were realized.

Transactions for the past week in the Cincinnati market included an offering of 164 hhds., all old crop tobacco. The average for the week was $12.24 per 100 lbs.


**SELLS FOR 75c. EACH**

2 Dozen Package With Handsome Counter Display Stand

*Write for Samples*

**KAUFMANN BROS. & BONDY**

*Manufacturers*

33 EAST 17th STREET NEW YORK CITY

**GARCIA GRANDE**

**Mild Havana Cigar**

**STANDARD MAINTAINED ALWAYS**

**Jobbers feature the**

***GARCIA GRANDE***

**for**

***Reason No. 1.*** **They can always rely upon its uniform quality.**

***Reason No. 2.*** **The smoker, the final judge, always comes back for more.**

**J. KLORFEIN, Manufacturer**

141-147 Fifth Ave. NEW YORK 62 Wooster St.

**OLD PORT**
10 for 30c

**CUBAN AMBASSADOR**
10 for 35c

These Little Cigars Offer a Large Profit to Dealers

**H. WEISS, Mfr.**
746 Third Ave., New York City

**LA DALINA**
MILD HAVANA
**CIGAR**
Made in All Sizes by K & C Cigar Co.
**KRAPKO & COHEN**
Proprietors
1455 Nostrand Ave., B'klyn, N.Y.
Also Makers of the Marusalo Cigar

**Don Julian**

*Distinctive Havana Cigars*

Manufactured By

**GRADIAZ ANNIS & CO.**

75th Street and East River, New York

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

**B. RAPAPORT**
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

**HATHEWAY & STEANE**
Growers of Shadegrown and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES
125 Maiden Lane
WAREHOUSE
12-24 Mechanic St.
PLANTATIONS
West Suffield
Poquonock
South Windsor
E. Windsor Hill

**M. J. GANS**
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

**A. N. SHEPARD & SON**
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

**L. B. HAAS & CO.** Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

I. GARDNER, President S. SPITZ, Vice-President JOS. WEDELES, Sec.-Treas.
**MAX WEDELES TOBACCO COMPANY**
DEALERS IN
FINE FLORIDA AND GEORGIA SHADE TOBACCO
QUINCY, FLA.

**EMBRY TOBACCO COMPANY, Inc.**
Growers and Packers Fancy Combination
IRRIGATED FLORIDA TOBACCO
QUINCY, FLORIDA

Cable, "Maxherz"
**MAX HERZOG**
TOBACCO BUYER
165 Water St., New York

STEFFENS, JONES and CO.
DOMESTIC LITHOGRAPHERS IMPORTED
STOCK LABELS AND STOCK BANDS
36 East 23d Street New York

**METROPOLITAN TOBACCO CO.**
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK
Main Depot.....22 Fourth Avenue, New York City
Harlem Branch.....179-185 East 116th St., N. Y. C.
Brooklyn Branch.....649-657 Warren St., Brooklyn, N. Y.
Williamsburg Branch.....287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch.....Hudson & Clinton Sts., Yonkers, N. Y.
Staten Island Branch.....1180 Castleton Avenue, West New Brighton, N. Y.
Jamaica Branch.....22-28 Bergen Avenue, Jamaica, N. Y.
Patchogue Branch.....114-116 Ocean Avenue, Patchogue, N. Y.
Bronx Branch.....4581 Park Avenue, New York City
Newburgh Branch.....Cor. First & Chambers Sts., Newburgh, N. Y.

# Connecticut Tobacco Still in "Backward Class"

## Many Growers Through With Assorting—Watching and Waiting for Buyers—Packing May Extend Late Into Season—Reports Called for by State Board of Agriculture Responsible for Considerable Discussion.

HARTFORD, Feb. 25.—The past week has seen no great change in tobacco circles, buyers are driving around and occasionally a sale has been reported.

Many of the growers are now finished assorting and are waiting for the buyers to speed up on buying so that they can make deliveries, and then figure up how they have come out, so that they can arrange for the new crop. Usually many have made delivery long before this date, and this time of the year to the grower is a "vacation time" between seasons. Buyers in looking say that they expect to buy but do not seem to be in any hurry about getting started and it now looks as if the packing will extend 'way late into the season.

A few warehouses, however, have still considerable work ahead assorting and are not ready to take in assorted crops.

### A Bone of Contention

There has been considerable discussion the past week about the blanks that were sent out by the State Board of Agriculture which requires the packers to show the stock of tobacco on hand, and to give the average prices, in compliance with an act passed at the session of the Legislature a year ago.

A hearing was given by the State Board of Agriculture on the 20th, and about 250 were present and at times it was somewhat "spicey." The main contention of the dealers is that they be required to show only average prices, while the Hartford County Farm Bureau contends that tobacco is a farm product and that there are 1,000 tobacco growers in Hartford County, and that they are entitled to know what the market prices are on tobacco, and that they desire to have the reports, so that they could be informed in what was "their life work."

### Opinions Differ

While on the otherhand, it was contended that to show the information asked for on prices on a falling market would be an injury to the dealers. Dr. Wood, president of the state farm bureau, said that if the law was not now enforced that it would not be at any time, and that if the dealers would not comply with the law it would be carried to the supreme court. He further said that "the people of Connecticut had a right to know about the quantity and price of tobacco as well as other farm products that prices may be stabilized."

### Make Only Slight Concession

The State Board of Agriculture, however, ruled that the omission of the requirement that the average price per pound received should be put on the blanks by leaf tobacco dealers during the three months ending January 1, 1922, was the only modification that would be made. Each leaf tobacco dealer, in the special report to be made for the last three months of 1921, must give the highest and the lowest prices per pound received for each specific grade. He must also give the number of pounds he sold of each specific grade and the number of pounds unsold on January 1, 1922. There are two kinds of reports to be returned. One by the dealers, warehouse owners or agents, and the other for tobacco in warehouses and owned by the grower.

### How Reports Are to Be Made

The reports are to be made for each of the eight kinds of Havana seed and Broadleaf, which are the same in each class: Light, medium and dark wrappers, long and short seconds, broken, tops and fillers. There are nine kinds of Havana primed and shade. There are also spaces for three grades of "Round Tip."

What action the packers of leaf tobacco in the State of Connecticut will take about filling out the returns is not definitely known at the present time, and it is rumored that an attorney has been consulted to give an opinion as to the packers' rights in the matter.

Meanwhile Mr. Healey, secretary of the State Board of Agriculture, has asked Attorney General Healey to give an opinion on certain points of the act which would, in the opinion of the State Board of Agriculture, authorize the board to order the packers to make the return for the three months ending January 1, 1922, in the form of a special report.

### Tobacco Fires

More tobacco fires are reported the past week, in Thompsonville, Conn., a four acre shed containing seven acres of bundle tobacco was destroyed with an estimated loss of $5,000, and another in Suffield, consisting of about ten acres, resulting in a loss of about $6,000.

### Old Grower Goes Home

Brainard L. Alderman, of Suffield, Conn., 84 years old, a tobacco grower for many years, passed away last Thursday. He was prominent in the town affairs and had represented the town of Suffield in the General Assembly.

### "Biler Busted"

The Halpin warehouse owners in East Hartford find that they will have to replace their boiler with a new one, as during the severe cold spell last week it froze up and "busted." This will make a delay of opening the warehouse.

### M. G. Kenyon Tobacco Co., Inc.

The M. G. Kenyon Tobacco Co., of Manchester, Conn., has incorporated with an authorized capital stock of $150,000. The incorporators are M. G. Kenyon, M. G. Kenyon, Jr., and I. B. Kenyon, all of Manchester, Conn.

### Buyers in Market

Yocum Bros., of Reading, Pa., are reported to have bought a crop of 1920 tobacco for 50 cents, assorted with tops in.

Keiser & Boasburg, of Buffalo, N. Y., are reported as having made some "buys" of 1921 broadleaf, and are doing considerable driving among the growers.

Representatives of the American Cigar Co. have been out and have bought a few lots in the bundle to be assorted by them.

C. Birdsell, of East Hartford, has been "pounding" the country, looking for "cased goods and has made several purchases of 1921.

J. W. Helm, of South Windsor, is in the field looking for 1921 "darks."

On the whole the tobacco business is slow and local dealers want to unload the stock of cased goods they have on hand before dipping into the new very extensively.—X. Y. Z.

### Wallis & Wallis

ELLENDALE, N. Dak.—Wallis & Strubb have been succeeded in the cigar and pool business by Wallis & Wallis.

**W. S. PINNEY & CO.**
INCORPORATED
GROWERS :-: PACKERS
Shadegrown Broadleaf
SUFFIELD CONNECTICUT

# Wisconsin Tobacco Being Bought at Lively Rate

**Weather Conditions Retarded the Movements for Several Days —Goods Are on the "Skids"—1921 Leaf Going at 15 to 20 Cents—Stemmers in Southern Tier Showing Great Activity—Representatives of Big Buyers Are Busy.**

EDGERTON, Wis., Feb. 26.—Rain, lots of it, in some places snow, swollen rivers, interrupted telephone and telegraph service, in the northern part of the state no service of any kind at all put a stop to operations in the tobacco movement. The buyers could not get out, and the tobacco to be delivered could not be transported to the assorting centers. This is the story of the market to begin with.

But the goods are on the skids. Pockets in northern Wisconsin that have held from a few to several hundred acres have within the last two weeks been turned inside out, and all leaf gone onto the contract books of the willing buyers. In Vernon, Chippewa and Crawford counties the buyers are picking over the remnant; it is dwindling every day, and the prospects for an absolute clean-up of the 1921 crop within the next few weeks are making everybody feel good, except the buyers who are disappointed in the size of the binder end of the crop.

Sound northern 1921 leaf has continued to move between 15 and 20 cents, other lots with mixed grades below 15 cents, and stemming from 6 to 8 cents.

### Stemmers Quite Active

In the southern tier of tobacco counties the stemmers have shown great activity, and under the stimulus of 6 to 8 cents straight for both 1920 and 1921 crops the movement has swept rapidly through the territory, and lifted millions of pounds every week. Many farmers in Dane county have sold their stemming end which they had removed from their crop at the time of stripping, for 6 cents, and are holding the better end containing assorted tobacco in the hope that a stronger tone in the market would bring a better price. From 10 to 12 cents also this tobacco will move, even for a figure a shade less. Otto Eisenlohr & Bros.' representative in Edgerton is conducting a campaign to get this tobacco in the southern section. The buying is done cautiously to keep about 50 assorters busy at the tables, but steadily and with what is going to the stemmers the remainder of the 1921 crop is eaten into very fast. The Lorillard Co. is estimated at having acquired more than one-half of the 1921 crop. Liggett & Myers, Scotten-Dillon, besides a number of local firms have been busy in the southern part of the state, while Rosenwald, Weil, Cullman, the Mabbett Tobacco Co., the General Cigar Co., Jefferson of Sparta, McIntosh Bros., A. Jenson & Son, and O. J. Jenson for the Spitzners have been busy cleaning up northern tobacco.

That Wisconsin will be pretty well cleaned up of all leaf in the growers' hands before a new crop goes into the field is not only possible but probable.

### Smaller Acreage Looked for

The effect of this upon the size of acreage next season is still a matter of conjecture. That there will be a material reduction in the acreage, especially in the southern part of the state, of that there can be no doubt. The failure to realize a profit on two crops has disgusted a great many growers, and they are not going to bother with tobacco until they get over their grouch. Others may plant some tobacco, but less than in the past; still others will plant every bit as much as they ever planted.

The campaign for better seed selection, growing a more uniform type of leaf, and cultivating for quality rather than for quantity, may show its effect in the next crop. If the movement is successful, and the prices offered correspond to the extra cost and care in producing a quality crop, the Wisconsin growers are going to be cheered up, and the manufacturers may look forward to a new upward wave in Wisconsin tobacco; if it fails, and if the price does not stick on the right side of the profit column, the grower is going to take an inventory which may not result favorably in the acres planted to tobacco.

The tone in the cased tobacco market is better, though the movement in the eastern centers are reflected in the activity here, as naturally it would. There are some lots of 1920 cased tobacco held in every assorting center in the state that should move at a price which would give the packers an incentive to try their luck in the handling of future crops.

### Will Give "Round Tip" a Trial

Some trial patches of "Round Tip" leaf will be put in during the coming season. The University of Wisconsin experimental station gave it a limited trial last year. The objection to the growing of it in Wisconsin comes from the fact that all tobacco barns in the state are equipped for the Spanish types of leaf, requiring less space between the tiers in the sheds than would the very tall "Round Tip" plant, which grows from 20 to 30 leaves on the stock.—STOKMAN.

## Burley Sales at Greeneville

GREENEVILLE, Tenn., Feb. 18.—Up to Feb. 15, 4,063,808 pounds of burley tobacco had been sold on the floors of the Greeneville market, for which local warehouses paid out $1,278,795.06. This made the Greeneville market average for the year 1921-1922, $31.46 per hundred, which is higher than that of any other market in the south.

As a means of comparison the average of our nearest neighbor, the Johnson City warehouse can be taken. That market closed on Friday, Feb. 10. Up to that date 426,374 pounds was sold, bringing the sum of $120,502.09. This was an average of $28.26 per hundred, showing that the Greeneville average exceeded the Johnson City average by $3.20 per hundred.

The crop is practically all sold, only a few thousand pounds being left in the territory. Local warehouses will remain open until all is disposed of, which will probably be within the next few days.

Every planter who sold his crop on the local floors this season was well pleased with the prices paid him, and well he might be, for it was the highest price ever paid for tobacco in the history of the market. Some one may take issue with this statement and refer to the extra high prices paid for the 1921 crop, but when he takes into consideration the fact that that crop was produced with high-priced fertilizer and high wages for labor, and that the dollars which the tobacco brought would not purchase half what they will today, he will realize that his 1921 crop is the most valuable he has ever produced.

## Now Hotel Manager

BLOOMINGTON, Ill., Feb. 25.—Harry Rosensteil, formerly buyer for J. F. Humphreys & Co., Bloomington, is now manager of the Arlington Hotel, Bloomington. Harry is an ancient hotel man, having served as an apprentice in the hotel business in the same hotel which he now manages.

They have thirty rooms at the present time that are open for the public and their rates are within the reach of the commercial man. Harry's genial smile makes one feel at home when he enters this hotel.

They have a real cigar department, featuring Nu-Blend five-cent cigar, made by Sidney J. Freeman & Sons; La Palina, El Producto and various other well-known brands. Harry will be very glad to meet the cigar boys as they come in.

### Have Purchased Cigar Store

HIGHLAND FALLS, N. Y., Feb. 25.—Edward Richberg, of Richberg & Howes, has purchased a cigar store here. George Mallard is in charge of the store.

Facsimile of Package

LA TURKA

a

*Turkish Blended Cigarette*

packed

20

for

18

cents

La Turka Satisfies the Smoker

*Jobbers & Retailers Should Stock La Turka's They Sell*

SAMPLES CHEERFULLY SUBMITTED
PRICES ON APPLICATION

EXPORT TRADE SOLICITED

F. & E. SOTER CORPORATION

309 CANAL ST. NEW YORK

PARIS OFFICE: 15 Rue Villaret de Joyeuse, Paris (XVII)

TRADE
CANCO
MARK

THE SIGN OF BETTER CANS

AMERICAN CAN COMPANY

*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

**J. G. Dill Co.**
**Richmond, Va.**

# PERFECT LITHOGRAPHY

**CIGAR LABELS BANDS**

## American Box Supply Co.

383 Monroe Avenue Detroit, Mich.

Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

ROSA DEL
# RANCHO CIGARS
RICH IN SMOKING VALUE

**Many Shapes** **Many Sizes**

AMERICAN EXCHANGE CIGAR CO., Makers

1059-1061 Third Ave., NEW YORK CITY
119-21 So. 11th St., PHILADELPHIA, PA.

# CIGARETTE FACTORY SUPPLIES

**Cigarette machines for sale or for rent.**
**Machine operators furnished by the day or week.**
**Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.**

***Write or phone for quick service.***

**New York Cigarette Machine Co., Inc.**
**2-6 Elm St., New York.** **Phone Worth 3820**

# THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37TH STREET
BROOKLYN, N.Y.

HIGH GRADE
CIGAR LABELS
AND
BANDS

170 WEST RANDOLPH ST., CHICAGO, ILL
723 BRYANT STREET, SAN FRANCISCO, CAL.


# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Siboney* —Feb. 21

| | cases |
|---|---|
| Park & Tilford | 32 |
| G. S. Nicholas & Son | 2 |
| Grosvenor Nicholas & Co. | 6 |
| R. E. Lane | 10 |
| British American Tobacco Co. | 6 |
| Italian Tobacco Regie | 28 |
| B. Wasserman & Co. | 17 |
| Acker, Merrall & Condit Co. | 21 |
| G. W. Faber, Inc. | 29 |
| C. C. Ryder & Co. | 1 |
| Bernard, Judal & Co. | 1 |
| United Cigar Stores Co. | 21 |
| Charles & Co. | 6 |
| G. W. Sheldon & Co. | 1 |
| Benson & Hedges | 5 |
| N. Y. & Cuba Mail S. S. Co. | 39 |
| Order | 3 |

*S. S. Orizaba* —Feb. 28

| | Cases |
|---|---|
| Charles & Co. | 6 |
| Esterbrook & Eaton (Boston, Mass.) | 3 |
| Schwarz & Son (Newark) | 3 |
| Henry Straus (Cincinnati) | 2 |
| British American Tob. Co. | 11 |
| Benson & Hedges | 6 |
| B. Wasserman & Co. | 9 |
| Winfredd Schade & Co. (St. Louis) | 1 |
| J. R. Snyder (Buffalo) | 3 |
| R. J. Seidenberg Co. (Buffalo) | 1 |
| Duncan & Moorhead | 5 |
| W. Goldstein & Co. (Toronto, Can.) | 2 |
| Grosvenor Nicholas & Co., Inc. | 11 |
| Reymer & Bros. (Pittsburgh, Pa.) | 8 |
| T. H. Hart & Co. (Phila., Pa.) | 5 |
| Kiefer Stewart Co. (Indianapolis, Ind.) | 1 |
| John Wagner & Son (Phila., Pa.) | 5 |
| Porto Rican Express Co. | 1 |
| American Foreign Service Corp. (Antwerp) | 1 |
| Acker, Merrall & Condit Co. | 13 |
| G. W. Faber, Inc. | 28 |
| N. Y. & Cuba Mail S. S. Co. | 83 |
| Robert E. Lane | 6 |
| S. S. Pierce & Co. (Boston, Mass.) | 3 |

### Tobacco from Cuba

*S. S. Siboney* —Feb. 21

| | bales |
|---|---|
| E. P. Cordero | 17 |
| J. Bernstein & Co. | 400 |
| F. Lederer | 10 |
| Suarez & Rubiera | 17 |
| M. Schwarz | 217 |
| E. Spingarn & Co. | 10 |
| Ernest Ellinger | 36 |
| Stern-Mendelsohn Co., Inc. | 24 |
| S. Ruppin, Inc. | 30 |
| H. Oppenheimer & Co. | 10 |

| | barrels |
|---|---|
| M. Lopez & Co. | 24 |
| T. D. Downing & Co. | 97 |
| S. Rossin & Son | 90 |
| J. Klorfein | 80 |
| Fernandez La Rosa & Co. | 10 |
| V. Toledo | 10 |
| Barron Bros. | 10 |
| H. Duys & Co. | 55 |
| Suarez & Rubiera | 9 |
| M. Schwarz | 27 |
| Lichtenstein Bros. | 71 |
| E. Rosenwald & Bro. | 62 |
| E. Spingarn & Co. | 10 |
| Hamburger Bros. & Co. | 79 |
| Selgas & Co. | 120 |
| Ernest Ellinger & Co. | 20 |
| Stern-Mendelsohn Co., Inc. | 100 |
| S. Ruppin, Inc. | 279 |
| Greenhall Bros. | 12 |

| | packs |
|---|---|
| E. P. Cordero & Co. | 30 |
| Fernandez La Rosa & Co. | 5 |
| J. Bernstein & Son | 154 |
| Consolidated Cigar Corp. | 142 |
| Suarez & Rubiera | 3 |
| Perma Warehouse & Safe Deposit Co. | 17 |
| M. Schwarz | 1 |
| Lichtenstein Bros. | 14 |
| N. Y. & Cuba Mail S. S. Co. | 199 |

*S. S. Orizaba* —Feb. 28

| | Bales |
|---|---|
| N. Y. & Cuba Mail S. S. Co. | 96 |
| Mateo Alonso | 9 |
| John Macnee & Sons (Ontario, Can.) | 200 |
| Fernandez La Rosa Co. | 5 |
| Morris Rosenberg Co. | 15 |
| Eladio Teijeiro | 5 |
| Maurice Winter & Co. | 44 |
| Elroy R. Montero | 11 |
| Max Schwarz | 218 |
| E. Spingarn Co. | 10 |
| J. Granda, Ltd. (Montreal, Can.) | 40 |
| Friend & Co. | 40 |
| S. Rossin & Sons | 40 |
| C. J. Joel & Co. (Boston, Mass.) | 65 |
| S. Ruppin, Inc. | 226 |

| | Barrels |
|---|---|
| F. Belano (Chicago) | 2 |
| Greenhall Bros. | 20 |
| American Foreign Service Corp. (Antwerp) | 49 |
| S. Ruppin, Inc. | 188 |
| M. A. Galvez & Co. (Phila., Pa.) | 34 |
| Ernest Ellinger & Co. | 29 |
| John Macnee & Sons (Ontario, Can.) | 62 |
| Julius Marqusee & Son, Inc. | 125 |
| Gonzales Camero | 3 |
| Maurice Winter & Co. | 27 |
| B. A. Kaiser Co. (Boston, Mass.) | 25 |
| Max Schwarz | 15 |
| E. Rosenwald & Bro. | 20 |
| J. Granda, Ltd. (Montreal, Can.) | 1 |
| Friend & Co. | 18 |
| S. Hernandez | 7 |
| S. Rossin & Sons | 66 |
| N. Y. & Cuba Mail S. S. Co. | 100 |

| | Packs |
|---|---|
| Maurice Winter & Co. | 3 |
| Bayuk Bros., Inc. (Phila.) | 54 |
| Max Schwarz | 1 |
| J. Granda, Ltd. (Montreal) | 1 |
| Congress Cigar Co. (Phila.) | 183 |
| G. H. P. Cigar Co., Inc. (Phila.) | 37 |
| S. Hernadnez | 1 |
| S. Rossin & Sons | 22 |
| Julius Marqusee & Son, Inc. | 10 |
| Ernest Ellinger & Co. | 3 |
| M. A. Galvez & Co. (Phila.) | 2 |
| F. Belano & Co. (Chicago) | 20 |

*S. S. Pastores* —Feb. 27

| | 82 bales |
|---|---|
| F. C. Suarez & Co. | |

| | packs |
|---|---|
| E. A. Kline & Co. | 40 |
| F. Miranda | 8 |

### Cigars and Cut Tobacco from Cuba

*S. S. Orizaba* —Feb. 28

United Cigar Stores Co. ..... 8 Cases

### Cigars from Porto Rico

*S. S. Zulia* —Feb. 27

| | cases |
|---|---|
| Infanzon & Rodriguez | 19 |
| Combat Tobacco Corp. | 3 |

*S. S. San Lorenzo* —Feb. 27

| | cases |
|---|---|
| Jose Pastrana | 6 |
| Pedro Costa | 1 |
| Villar, Lanza & Co. | 2 |
| United Cigar Stores Co. | 35 |
| Porto Rican American Tobacco Co. | 55 |
| Porto Rican Express Co. | 2 |

### Tobacco from Porto Rico

*S. S. Tanamo* —Feb. 26

| | bales |
|---|---|
| William Schall & Co. | 53 |
| Julius Marqusee & Sons, Inc. | 200 |


# MATHYS, ZADES & CO.

***Exporters of Oriental Leaf Tobaccos from***

## Macedonia, Smyrna, Greece & The Black Sea

Tobaccos from these districts always in stock at our Antwerp warehouse. Please write for Price List and Samples and compare our prices with the competition.

**Head Office, ANTWERP, Belgium**

# Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

**Officers and Executive Committee.**

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

| | bales |
|---|---|
| Durlach Bros., Inc. | 34 |
| Selgas & Co. | 7 |
| William Schall & Co. | 64 |

*S. S. San Lorenzo* —Feb. 27

| | bales |
|---|---|
| William Schall & Co. | 50 |
| Jacob Sutter Sons | 1 |
| Leo Hirsch | 58 |
| Villar Lonza & Co. | 63 |
| Porto Rican American Tobacco Co. | 20 |
| American Sumatra Tobacco Co. | 200 |
| Durlach Bros., Inc. | 113 |
| Rosenstadt & Waller | 80 |
| Atlantic Fruit Co. | 113 |
| Stern-Mendelsohn Co., Inc. | 44 |

| | barrels |
|---|---|
| Hamburger Bros. & Co. | 33 |
| Stern-Mendelsohn Co., Inc. | 80 |
| Atlantic Fruit Co. | 503 |
| William Schall & Co. | 45 |
| Jacob Sutter Sons | 5 |
| Leo Hirsch | 117 |
| Portocuba Corp. | 142 |
| Nitrate Agencies Co. | 25 |
| Durlach Bros., Inc. | 211 |
| Pedro Costa | 6 |
| Rosenstadt & Waller | 71 |
| Max Gans & Sons | 18 |

**Tobacco from Antwerp**

*S. S. Pionier* —Feb. 22
Stillemans, Mgr. .....1 case

**Tobacco from Rotterdam**

*S. S. Edgehill* —Feb. 22
A. Frankau & Co.....11 bales

**Tobacco from London**

*S. S. Ninian* —Feb. 28
United Cigar Stores Co.....9 Cases

**Tobacco from Hong Kong**

*S. S. Bowes Castle* —Feb. 25
Sun Chung Quen Co. .....5 cases

**Briar Pipes from London**

*S. S. Maine* —Feb. 22
A. Frankau & Co.....1 case

**Pipes from London**

*S. S. Maine* —Feb. 22
H. Lederer .....1 case

**Wood Pipes from Southampton**

*S. S. Aquitania* —Feb. 25
Irving National Bank .....3 cases
*S. S. Homeric* —Feb. 21
Irving National Bank .....10 cases

**Cigarette Paper from Marseilles**

*S. S. Aldgate* —Feb. 20
P. Lorillard Co. .....28 cases

**Cigarette Paper from Bordeaux**

*S. S. Maryland* —Feb. 21
American Tobacco Co. .....600 cases

**Cigar Cutters from Rotterdam**

*S. S. Pipestone County* —Feb. 28
R. F. Lang .....1 Case

**Licorice Root from Seville**

*S. S. Cabo Espartel* —Feb. 28
Anglo-South Amer. Bank, Ltd. 6 Bags
Anglo-South Amer. Bank...1,013 Butts

## Liverpool Monthly Report and Market Comment

Liverpool, Eng., Feb. 3.—The following figures and comment are taken from the regular monthly tobacco report made by Edwards, Goodwin & Co., P. L. Baker, proprietor:

**Virginia**

| | Leaf | Strips |
|---|---|---|
| Stock, Dec. 31. | 97,280 | 55,689 |
| Imported in Jan. | 5,398 | 996 |
| | 102,678 | 56,685 |
| Delivered in Jan. | 3,186 | 1,580 |
| Stock, Jan. 31 | 99,492 | 55,105 |

**Western**

| | Leaf | Strips |
|---|---|---|
| Stock, Dec. 31 | 12,010 | 13,648 |
| Imported in Jan. | 26 | 89 |
| | 12,036 | 13,737 |
| Delivered in Jan. | 535 | 524 |
| Stock Jan. 31 | 11,501 | 13,213 |

| On Hand Jan. 31 | 1921 | 1920 | 1919 |
|---|---|---|---|
| Virginia Leaf | 61,705 | 58,908 | 21,583 |
| Strips | 38,936 | 36,009 | 29,343 |
| Western Leaf | 12,274 | 15,406 | 2,557 |
| Strips | 13,489 | 17,165 | 2,651 |

**Quotations**

Prices in Pence per Pound

**Leaf**

| Western— | 1922 | 1921 |
|---|---|---|
| Filler | —@ 9@12 | —@10@14 |
| Medium | 14 @ 18 | 15 @ 18 |
| Good to fine | 19 @ 25 | 19 @ 21 |
| Burley | —@16@24 | —@15@24 |
| Virginia Dark— | | |
| Filler | —@12@15 | —@14@18 |
| Medium | 16 @ 20 | 20 @ 24 |
| Good to fine | 20 @ 24 | 25 @ 27 |
| Virginia and Carolina Bright— | | |
| Semi-dark to Semi-bright | —@12@17 | —@18@26 |
| Medium bright | 18 @ 28 | 27 @ 36 |
| Good to fine | 29 @ 42 | 37 @ 45 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to Semi-bright | —@14@16 | —@18@26 |
| Medium bright | 17 @ 20 | 27@32@35 |
| Good to fine | 21@28@— | 36@40@— |

**Strips**

| Western— | | |
|---|---|---|
| Filler | —@11@15 | —@12@18 |
| Medium | 16 @ 22 | 20 @ 24 |
| Good to fine | 23 @ 28 | 24 @ 28 |
| Burley | —@20@30 | —@18@27 |
| Virginia Dark— | | |
| Filler | —@16@21 | —@18@24 |
| Medium | 22 @ 28 | 25 @ 30 |
| Good to fine | 30 @ 36 | 31 @ 33 |
| Virginia and Carolina Bright— | | |
| Semi-dark to Semi-bright | —@14@20 | —@20@27 |
| Medium bright | 21 @ 33 | 28 @ 40 |
| Good to fine | — @ — | 41 @ 52 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to Semi-bright | —@15@24 | —@22@— |
| Medium bright | 25 @ 30 | Nominal |
| Good to fine | — @ — | " |

**Market Comment**

The market this month (January) has been fairly active, though the total sales have not been up to the average owing to most of the transactions being for smaller quantities than usual.

Western Leaf and Strips of desirable character are more difficult to find, and owing to the new crop selling for such high prices in the West, the quantity that will be imported for the independent Trade will, even if the quality be suitable, of which there is a doubt owing to the Tobacco curing up poorer than expected, be somewhat restricted.

Virginia Brights and Semi-brights mostly of the old crops sold fairly well, and the better grades are becoming scarce.

Nyasaland of the darker kind have found more favor with buyers.

The Board of Trade Returns being completed for 1921 show stocks to be abnormally high, and deliveries for home consumption and bonded factories to be appreciably smaller than for the previous year.

### Sedorah Cigar Co., Inc.

Chicago, Feb. 25.—The Sedorah Cigar Co. has been incorporated by Max Mesirow, Lena Mesirow and Louis J. Koppel. Capital stock, $2,000.

## Mayfield Market

(*Continued from page 21*)

very plainly that within a period of approximately three weeks, provided weather conditions are favorable, fully 95 per cent of the 1921 crop of tobacco will have been sold. And during this period we would not be at all surprised to see a very exciting market, with a considerable fight between various important interests for the remaining unsold tobaccos; which, of course, would mean higher prices.—Wright, Smith & Co.

## Pennsylvania

(*Continued from page 23*)

ers away, for the roads were not "navigable," still a few have sold their holdings. The majority of the sales in the Drumore section were made to Eisenholm Bros., represented here by Levi Martin.

The following are a few who sold to this company: Amos Beyers, Ben Bleacher, Ray Beyer, Emanuel Harnish, Chas. Lefever, Chas. Hurner, Garfield Meyers, Ben Warfel and Jacob Denlinger.

The prices paid were 12 to 13 for the upper goods and 2 to 3 cents for fillers.

### Buying for Bloch Bros.

Elmer Lefever, of Bloch Bros., was also buying in that section in assorted tobacco for from 6½ to 9 cents a pound.

It is reported in East Drumore that a buyer hasn't even shown his face this year, despite the fact the raisers claim they have good tobacco.

A few buyers have been around Hinkletown and New Holland, and some crops have been sold, but the bulk of the crop is still in the hands of farmers. A. Hoober & Sons, back of Bayville, are in the field, and have bought a few crops and started packing.

Jos. Harmon, of the Inter-State Tobacco, of Red Lion, Pa., was here this week and bought about 75 cases low grades of old tobacco for grinding purposes.

Business with the manufacturers is rather quiet and collections are not what they ought to be.

"Hand-to-mouth" buying with them seems to be the order of the day, but this state of things cannot last long, and business will be on the mend as soon as spring opens.—Dickie.

## San Francisco

(*Continued from page 12*)

to make his office their headquarters during their stay in San Francisco in June, the time of the big conclave.

S. Bachman & Co. have started a seventeen-weeks' newspaper advertising campaign for the Cinco cigar, running advertisements once a week in the newspapers in San Francisco, Sacramento and Stockton.

W. E. Peters, of S. Bachman and Co., left this week for a few days' stay in Sacramento.

S. Bachman & Co. will soon issue its new price list, which will show a few changes, one in particular being a drop on La Confesions from $95 to $75. This brand will now retail for 10 cents straight instead of two for a quarter.

Clark "CUTAWAY"
Tobacco Baling Presses
The Chicopee Line
Tobacco Hoeing Machines
Bateman and Companies, Inc.
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**"Ask who is ALONSO RIERA in Porto Rico"**

If you are interested in buying good 1921 crop Porto Rico tobacco, unstemmed, and cigars from $18 per thousand up, New York delivery, see or write me at the Hotel McAlpin, New York, where I will show you the goods.

I want to buy millions of cigar bands. Quote me lowest prices and send samples.

JAVIER ALONSO RIERA
Hotel McAlpin, New York

FOR SALE—One M. D. & P. No. 8 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A 1 and C grades, and invite inspection of our products from reliable jobbers.

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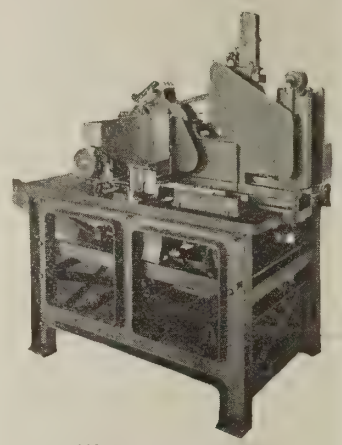

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HUDSON COUNTY TOBACCO CO. JERSEY CITY, N.J.

**FALK TOBACCO COMPANY, Inc.,** NEW YORK RICHMOND, LONDON

# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 19 NEW YORK, MARCH 9, 1922 Per Annum $3.00 Per Copy 10c.


## Tri-State Co-operative Plans Maturing Rapidly

### Committee Appointed to Secure Warehouse and Redrying Plants—Headquarters Opened in Raleigh—Revised Contracts to Be Signed by 65,000 Members.

HENDERSON, N. C., March 4.—Plans are going forward rapidly in this State for the marketing of the 1922 crop of tobacco on the co-operative plan as adopted by the growers' organization. One of the first things to be attended to, it is said, and which is now occupying the attention of officers of the organization, is the lease or purchase outright of sufficient tobacco warehouses and redrying plants in the tobacco districts of Virginia, North Carolina and South Carolina to handle the big pool, in which the three States are participants together. Authority to proceed with this task was given by the directors at a meeting recently held in Raleigh, and which was attended by S. T. Peace, of this city, representing the seventh district of North Carolina. The committee appointed was instructed to proceed at once into negotiations with owners of such warehouses and redrying plants.

An immediate survey of the tobacco marketing equipment in the three States will be made by the committee, which is composed of Dr. J. Y. Joyner, of North Carolina, chairman; N. H. Williams, South Carolina, and T. B. Young of Virginia. The committee is vested with authority to buy or lease any property that is regarded as essential to the furtherance of the plans of the association.

In Virginia, it is said, the association has already been offered the use of practically the entire equipment of the warehousemen who have been marketing that State's crop of tobacco. Numbers of owners of such property in North and South Carolina have also offered to place their equipment at the disposal of the association, and no difficulty is anticipated in making ample arrangements for crop movement.

During the next few weeks, members of the committee will inspect every tobacco marketing plant in the State, appraise its value and determine which of such plants are essential to the marketing of tobacco by the association, beginning with the next crop. When a plant is deemed necessary, or suitable, to the plans of the association, negotiations for its purchase or lease will be opened. It is believed that little difficulty will be experienced in securing control of all needed property.

Active business has been begun by the association. Secretary M. C. Wilson has arrived in Faleigh and opened headquarters, and within the next few days expects to secure permanent headquarters there. Directors of the organization who attended the last meeting in Raleigh are enthusiastic over the development of the organization, according to Mr. Peace, and see for it a tremendous ultimate success.

#### Others May Join

By way of furthering the plans of the organization, and letting in those who have been holding back to be convinced of the real sincerity and success of the pool, a new contract is looked for shortly by some of those actively engaged in the undertaking. This will differ from the original contract signed by the present 65,000 members only to the extent of altering the phrases referring to the date of the effectiveness of the pool, as, for instance, those who signed before the organization, agreed that certain things should be in force when and upon the signing of a stipulated amount of tobacco. The new contracts would eliminate that, and treat the subject as being now a reality. The new blanks would contain spaces, of course, for the setting forth of acreage and tonnage of the grower, and contain other essential and vital provisions of the original agreement.

News from Kentucky that the R. J. Reynolds Tobacco Co., of Winston-Salem, has bought 10,000,000 pounds of the burley crop is cheering news to the

(*Continued on page 33*)

## Richmond Factories Broke Export Records

RICHMOND, Va., March 4.—Tobacco factories of Richmond broke all records in export shipments during the first two months of the new year. Figures compiled in the office of J. C. Noel, Collector of Internal Revenue, for January and February show that shipment of tobacco from Richmond to foreign countries was far in excess of that of the corresponding months in 1921. The oldest attaches of Collector Noel's office stated yesterday that the figures for the last two months were the largest in history.

Seven factories of Richmond sent 75,732,000 cigarettes to foreign countries during the period, in addition to 72,026 pounds of tobacco. Allen & Ginter, Falk Tobacco Co., Patterson Brothers and Reed Tobacco Co., were the shippers of the cigarettes. The shipment of tobacco was divided by Larus Brothers, J. G. Dill Co., Patterson Brothers, P. H. Mayo Brothers' branch of the American Tobacco Co., and Falk Tobacco Co., No. 1.

The above statistics are not complete, due to the fact that the British-American Tobacco Co., Ltd., which has a plant in this city, also manufactured a large quantity of cigarettes for export. The British-American confines its business to the manufacture of cigarettes for export only. Its report is not made to the office of the Collector of Internal Revenue here.

Richmond has been the leading city of the world in the manufacture of cigarettes for many years. Although the export business may seem huge, it is a comparatively small part of the actual manufacture of tobacco products here when the consumption of cigarettes in the United States is taken into consideration.

An idea as to the amount of material used in the cigarettes exported from Richmond during the two months can be gathered from the fact that if all the cigarettes were joined together they would stretch for a distance of nearly 4,000 miles.

## Federal Reserve's Review

WASHINGTON, D. C., March 7.—The Federal Reserve Board in its monthly summary of business and manufacturing conditions has the following to say regarding tobacco:

"Sales of leaf tobacco on the markets of Virginia and North Carolina have been limited. Most of the markets in the bright belt closed during February, and the dark markets expect to close during March. In spite of the large amount of low grade tobacco coming on the market as farmers clean their barns, prices have been well sustained. The Growers' Cooperative Association has commenced operations in the burley district, making advances to growers as tobacco is delivered to it. Several large sales at quite satisfactory prices are reported by it. In the western dark district, the greater portion of the tobacco has been delivered at very satisfactory prices. Most of the undelivered tobacco is of inferior grade, but is bringing a fair price.

#### Cigar Leaf Market

"The cigar leaf market in the Philadelphia District continues dull, and in all but a few sections, the largest part of the 1921 crop is still in the growers' hands. While the quality in general is poor, prices to date have been lower than in recent years. Demand for cigars is reported light in the Philadelphia District and production is still being curtailed. January, 1922, sales were no greater than January, 1921, which in turn was the poorest month in years. A slight improvement is reported since the first of February. Only a few makers of popular brands are producing cigars in any appreciable volume."

## First Tobacco Shipment

BRUNSWICK, Ga., March 4.—The United States Custom House recently handled its first shipment of tobacco coming direct from Cuba to a Brunswick concern. This shipment of leaf tobacco arrived from Havana for Alonzo Brothers, of this city, who are the American agents for Fernandez Brothers & Company of Havana, Cuba, dealers in leaf tobacco.

## Shippers Win Decision

WASHINGTON, D. C., March 7.—The Interstate Commerce Commission has handed down a decision in case No. 11787 of the Roth Tobacco Co. against the St. Louis-San Francisco Railway Company. In their decision in this case the Commissioners say:

"Combination rates applied on unmanufactured or leaf tobacco in hogsheads, any quantity, and in bulk, in carloads, from certain points in Kentucky, Tennessee, and Indiana to Cape Girardeau, Mo., found unreasonable and unduly prejudicial. Reasonable joint rates prescribed and reparation awarded."

## Progress of Burley Tobacco Growers' Association

### President James C. Stone Gives Brief Outline of Stupendous Accomplishments in Remarkably Brief Space of Time—Says Big Buyers Are Well Pleased With New System.

LEXINGTON, Ky., March 6.—Some idea of what the Burley Tobacco Growers' Co-operative Association has accomplished in its brief corporate existence was given the tobacco growers of the dark district of Kentucky at Louisville Saturday by President James C. Stone. According to Mr. Stone's statement, the Association has received about 85,000,000 pounds of tobacco since its warehouses were opened January 26, and has sold about 60,000,000 pounds of that tobacco at prices about three times what the advances given the growers at the time of delivery amounted to.

The Association, Mr. Stone said, is using 94 receiving plants at 54 different locations. It has not only advanced about a third of the value to the growers, but has paid back half the amount of its borrowings from banks in the district and will pay back the other half this week. He said the officials of the Association expected later to use some of the $10,000,000 loan offered by the War Finance Corporation.

In his address at Louisville, Mr. Stone said, in part:

"I can give you, but not in a detailed way, just what we have done in Central Kentucky. We started this organization July 20. Between July 20 and November 15, we signed 55,617 contracts which gave, based on the 1920 crop, around 85 per cent. We then organized under the laws of North Carolina, because we did not have an adequate law in this State at that time.

"The first part of January there was a law—The Bingham Co-operative Marketing Association Act—passed in one week's time, and we reincorporated under that law in this State. Between that time and January 25, we took over 120 warehouses out of 130 through the district, which cost approximately $6,000,000. We financed that property to the satisfaction of the owners of that property.

"We organized our grading department and established uniform grades for burley tobacco. We made arrangements to borrow $10,000,000 from the War Finance Corporation and in addition borrowed $5,400,000 through the banks throughout the territory to make advances to the farmers when they began to deliver to our receiving points. We began in January in fifty-four locations; and since that time we have received up until last Saturday night, approximately 85,000,000 pounds of tobacco. We have advanced the farmer what was approximately one-third of the market price and have sold approximately 60,000,000 pounds of tobacco at prices about three times the advance price.

"We are this week paying back all the money we borrowed. We will have a sufficient amount of money on hand to

make advances to the remaining members of the association that are yet to deliver their crops. We expect, however, later to use some of the War Finance Corporation money, but we could get along without using it probably, but we are going to use it.

"We have all the warehouse properties —that is, the storage plants—put under the Government Bonding Act. We have complied with all the details of the War Finance Corporation requirements by having our graders licensed under the graders' license act. We are now prepared, if we want to do it, to get this War Finance money from the Government.

"This is just a brief summary of what has been accomplished, you might say, in sixty days in the Burley section.

"I also want to say that the manufacturers to whom we have sold tobacco are very much pleased with the way the business has been handled, and not later than yesterday I had one of the largest owners say to me that it is decidedly the most satisfactory way they have ever purchased tobacco. It has been delivered promptly, it has been packed straight on the basket.

"In fact, one told me he had received 4,000,000 pounds from Lexington, Ky., alone and not one single basket of nested tobacco in it, and that he was convinced that was the case throughout the territory. He was confident it would be and is now the best way both for the farmer and the man who buys it, manufactures it. That is briefly what has been accomplished in the Burley section."

## Baltimore Brevities

BALTIMORE, Md., March 6.—The splendid spirit of co-operation displayed by the local trade in connection with the observance of national Canned Foods Week is worthy of praise and commendation.

Nearly every dealer has prominently displayed in a conspicuous part of his show window a neat trim of canned goods, which again emphasizes the willingness of the local tobacco trade to assist in the advancement of civic industries.

In conjunction with the canned foods many are featuring cigars packed in cans and the general appearance is very attractive.

### More Travel—Better Business

Now that the weather is moderating motorists are using the roads more and business along the highways is improving.

A number of contracts have been let for office buildings, hotels, and public buildings, and it is hoped the employment of a considerable number of men needed to construct these buildings will benefit business in general.

Emilia Garcia cigars are now being distributed in this territory by Frank Nichols Co., 128 South Hanover St. Their retail stand at Light and Baltimore Sts. is doing its share to put this brand across in banner style, featuring a range of sizes from 10c to 25c.

### Catering to All Tastes

La Palina, Fascinator, and Nacirema are recent additions to the stock at John J. De Marcoe's store, 226 South Howard St. A varied assortment of brands is on sale here to adequately meet the demand of patrons using Camden Depot.

The store property in the Peabody Apartments, Calvert and 30th Sts., has been leased to H. Gillingham, and is now open for business. F. H. Jones is managing the new project, and to meet the needs of smokers in that locality has installed a high grade line of cigars, cigarettes and tobaccos.

### Ask Max, He Knows

Cleverly outwitting five bandits, Max Stichman, 2437 West North Ave., prevented them from securing his purse containing $40. At the command "hands up" he dropped the wallet on the floor behind a counter and covered it with his foot, meanwhile giving them a little change left in the cash drawer. Max believes that a dollar under foot is worth five in the cash drawer.

"Loggie" Miller (F. A. Davis & Sons) is getting writer's cramp from booking orders on Queed smoking tobacco. It is packed in a 1¾ oz. tin and retails for 10 cents.

## "Always Faithful to the Good Old Pipe"

Since his visit to this country, the fame of Marshal Foch as a pipe smoker is second only to his fame as the hero of the World War.

Shortly after the armistice was signed when Foch declared that the pipe helped him win the war, William Demuth & Co. made great effort to determine the exact specifications of Marshal Foch's favorite pipe.

A special set of pipes was manufactured and presented to the Generalissimo of the Allied Armies as a token of esteem.

The Marshal graciously acknowledged receipt of these pipes and the entire story is artistically and effectively set forth by William Demuth & Co. in a window display on 34th street, between Seventh and Eighth avenues, at the entrance to the Pennsylvania Railroad terminal.

### Marshal Foch's Letter

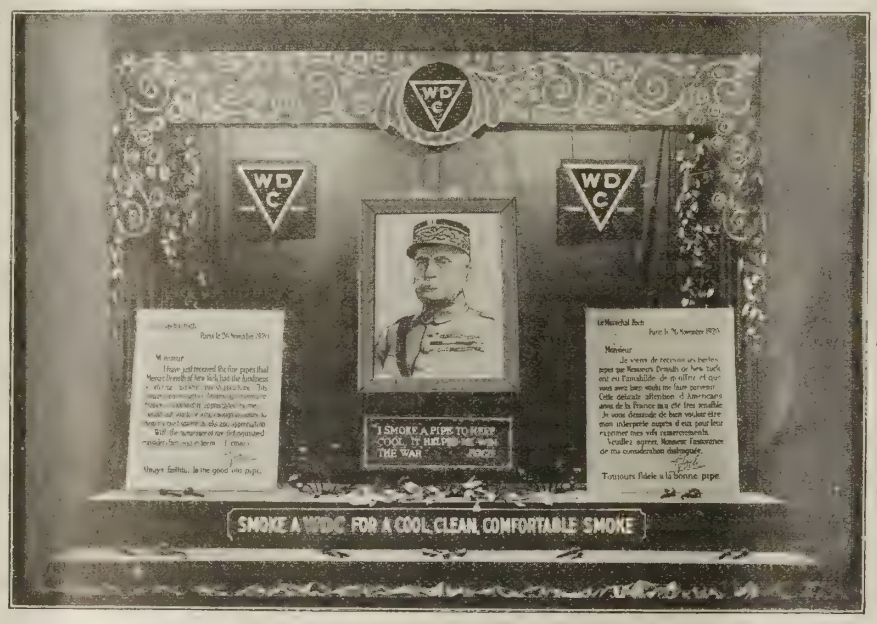
In acknowledging receipt of the beautiful set of pipes presented to him by William Demuth & Co., Marshal Foch wrote as follows:

"I have just received the fine pipes that Messrs. Demuth of New York had the kindness to offer me, and which you shipped to me. This courtesy on the part of American friends of France is thoroughly appreciated by me.

"I would ask you to be kind enough to convey to them my sincere thanks and appreciation.

"With the assurance of my distinguished consideration and esteem, I remain, FOCH.

"Always faithful to the good old pipe."




**Marshal Foch, Central Figure of an Attractive Wm. Demuth & Co. Pipe Display in Window on 34th Street, at Entrance to the Pennsylvania Railroad Terminal, in New York.**

### The Camels Are Coming—Cheaper

Local jobbers were notified by telegram of price reductions of Camels, Reyno and Red Kamel cigarettes, effective March 6. Camels go to the trade at $6.80 per 1,000, and Red Kamel at $12.90 and Reynos $7.50 per 1,000. Will Mueller and his crew of Reynolds enthusiasts are breaking all traffic regulations this week spreading the news.

Arthur Rosenberg is ably managing the office of Middleman & Weise during the absence of Ben Middleman, who is confined to his bed with stomach trouble. This firm has recently been made distributor for the Hoyo de Cuba cigar.

### Benefit by Reductions

Now that the prices have been reduced imported cigars seem to have taken a new lease on life, and are gaining in sales steadily at the Southern Hotel. Sol Levin, manager of the cigar department, says that La Corona, Romeo and Julieta, Hoyo de Monterrey and La Carolina enjoy the best demand.

Most of J. E. Scales (H. Ellis Branch) time just now is being spent keeping local jobbers and dealers supplied with Recruits. The demand exceeds the supply and he is trying to distribute the available stock on hand evenly until fresh shipments arrive. He promises increased production to prevent a shortage in the future.

Ad Club cigars, manufactured by Wm. L. Rath & Co., 605 Forrest St., are now retailing for 7c each. They believe this price reduction will materially stimulate the sale of this brand.

### Among Those Present

S. N. Zinberg (H. Comoy & Co., Ltd.) displayed some new shapes of Comoy pipes as well as oil skin and imported leather tobacco pouches.

Mannie L. Perez dropped in on his way to Washington, and informed the trade of the new prices of Tuvals. He seems to have completely recovered from his recent illness.

H. S. Lederer spoke very optimistic regarding the sale of Gallaher's tobaccos that are distributed by his firm (A. Oppenheimer & Co.) in this country.

Gilbert Wallenstein (Presto Cigarette Case Corp.) booked some substantial orders for the new styles of Presto cases.—ORIOLE.

## Tobacco Tax Collected In January

WASHINGTON, D. C., March 7.—The figures of the Bureau of Internal Revenue which are just available regarding the tax collection on tobacco products for January of this year show that in January the amount collected totaled $20,433,614.46, as compared with $19,941,502.40, for the same month of last year:

The amount collected on large cigars in January of this year amounted to $2,962,902.81 as compared with $3,153,509.74 in the same month of last year.

Small cigars yielded a revenue of $92,242.50 in January of this year as compared with $96,992.80 in the same month of last year.

The revenue on large cigarettes amounted to $11,394.65 in January of this year, as compared to $21,277.51 collected in January of last year.

On small cigarettes the revenue amounted to $11,116,564.31 in January of this year as compared with $11,705,028.12 collected in the same month of last year.

The tax on snuff of all descriptions in January of this year amounted to $589,856.57 as compared with the sum of $428, 697.57 collected in the same month of last year.

Tobacco, both chewing and smoking, yielded a revenue of $5,568,846.13 in January of this year as compared with $4,458,798.74 for the same month of last year.

The tax on cigarette papers and tubes amounted to $85,194.58 in January of this year as compared with $54,606.27 in the same month of last year.

Special taxes of manufacturers of cigars, cigarettes and tobacco amounted to $3,588.27 in January of this year as compared with $7,213.47 collected in the same month of last year.

Miscellaneous collections under repealed laws relating to tobacco brought a revenue of $3,024.64 in January of this year as compared with $15,378.18 in the same month of last year.

### Comparative Tabulations

The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of January, 1922. (Figures for January, 1922, are subject to revision until published in the annual report.)

| Products | Jan., 1921 Number | Jan., 1922 Number |
|---|---|---|
| Cigars (large) | | |
| Class A... | 127,046,233 | 161,167,915 |
| Class B... | 147,316,658 | 96,143,480 |
| Class C... | 176,891,250 | 176,359,266 |
| Class D... | 9,718,079 | 8,078,143 |
| Class E... | 1,825,819 | 1,511,998 |
| Total ... | 462,798,039 | 443,260,802 |
| Cigars (small) .. | 64,661,867 | 61,495,000 |
| Cigarettes (large) ... | 2,955,110 | 1,582,590 |
| Cigarettes (small) .. | 3,901,560,330 | 3,705,516,463 |
| | Pounds | Pounds |
| Snuff, mfd. . | 2,381,653 | 3,276,981 |
| Tobacco mfd. | 24,770,945 | 30,938,009 |

Note: The above statement does not include tax-paid products from Porto Rico and the Philippine Islands. This information is shown below:

Tax-paid products from *Porto Rico* for the month of January,

| Products | Jan., 1921 Number | Jan., 1922 Number |
|---|---|---|
| Cigars (large) | | |
| Class A... | 6,308,050 | 494,950 |
| Class B... | 1,234,925 | 728,045 |
| Class C... | 5,259,350 | 4,954,490 |
| Class D... | 485,750 | 105,550 |
| Class E... | 7,500 | |
| Total ... | 13,295,575 | 6,283,035 |
| Cigars (small) ..... | | 800,000 |
| Cigarettes (small) ..... | | 100,000 |

Tax-paid products from the *Philippine Islands* for the month of January.

| Products | Jan., 1921 Number | Jan., 1922 Number |
|---|---|---|
| Cigars (large) | | |
| Class A... | 3,962,005 | 7,379,290 |
| Class B... | 1,142,560 | 731,175 |
| Class C... | 301,454 | 68,064 |
| Class D... | 1,075 | 200 |
| Total ... | 5,407,094 | 8,178,729 |
| | Number | Number |
| Cigarettes (large) ... | 100 | ..... |
| Cigarettes (small) .. | 115,710 | 4,973 |
| | Pounds | Pounds |
| Tobacco mfd. | 159 | 25 |

## Madera, Vigil & Co. in Larger Quarters

SAN JUAN, P. R., Feb. 28.—Madera, Vigil & Co., importers, exporters and jobbers of leaf tobacco, have moved into larger quarters and increased their facilities for conducting their important tobacco business. They now occupy commodious offices and warehouse at Calle Comercio No. 11 (Commercio street), where they are better equipped to care for their constantly expanding business. They now have warehouse space for 5,000 bales of tobacco, and with a new mail order department, they are prepared to fill orders the same day as received.

They have completed contracts in the United States for the very best tobacco for wrappers, binders and fillers, and can supply these goods at advantageous prices.

# Growers of Dark Tobacco to Form Association

## Co-Operative Marketing Plan Adopted for Selling 1922 and Future Crops—Work to Begin at Once—Action Follows Meeting With Burley Leaders.

HOPKINSVILLE, Ky., March 5.—Most significant and promising was the action taken at a meeting of tobacco growers, business men, bankers and newspapermen from the dark tobacco district of Kentucky, Tennessee and Indiana, which was held at Louisville on Saturday, March 4. This meeting was held on invitation of Judge Robert W. Bingham, publisher of the Louisville *Courier-Journal* and *Times*, who had taken the lead in forming the burley tobacco growers' association along the same lines as the fruit growers' association of California, and under plans worked out by Aaron Sapiro, leader in the co-operative marketing movements of the west.

After hearing Judge Bingham and Mr. Sapiro explain in details the proposed plans for organizing the dark tobacco growers, and listening to glowing reports of what had already been accomplished in the burley district, the representatives from the dark district unanimously, and with much enthusiasm, voted that a similar organization should be formed there and that no time should be lost in getting the movement under way.

The question of the central headquarters was definitely settled by Mr. Sapiro in his speech, when he declared that Hopkinsville, because of its geographical location, accessibility by railroads and highways and its long established reputation as the leading market for dark tobacco, was the logical place.

And instructions were forthwith issued sending Miss Helen Baxter, chief of the clerical forces in the Lexington office during the organization campaign in the burley district, and Joseph Passonnau, director of the organization work in the burley district, to Hopkinsville. These two will lay the groundwork of the plans to be followed in reaching and interesting the growers and getting their signatures to the contracts. These contracts will be for a term of five years, and unless two-thirds of the growers are signed up by October 1 next the organization will not be effective.

In addition to the central office at Hopkinsville, there will be sub-offices at Paducah, Mayfield, Henderson and Owensboro, in Kentucky, and at Clarksville and Springfield, in Tennessee.

The resolution adopted at Louisville authorized Judge Bingham to name an executive committee of six men, including himself, and this committee in turn to name an organization committee of not less than thirty men, to have contracts printed and to proceed at once with the organization.

A series of speeches will be made throughout the dark district beginning March 13 and continuing through March 17. Judge Robert Bingham, of Louisville, and Mr. Sapiro will be the speakers on these occasions. They will not work together, but separately so that as many towns can be reached as possible. These meetings will be widely advertised and are expected to draw record crowds of farmers and business men, for interest in the proposed organization is high all over the district, although perhaps comparatively few of the growers are as yet willing to commit themselves, not knowing enough about the plans. But indications are that the growers are in a friendly attitude and if the meeting at Louisville is any criterion they will be won over quickly and completely by the speeches to be delivered by Judge Bingham and Mr. Sapiro. For at Louisville several men were openly skeptical before the meeting. But after hearing the speeches no one raised a dissenting voice but voted enthusiastically in favor of putting on a similar organization to the burley association.

The exact places and dates for the speeches by Judge Bingham and Mr. Sapiro, which will officially open the campaign, have not yet been announced, but are expected to be made public shortly.

The territory to be covered by the proposed dark tobacco organization embraces all of western Kentucky from the Green River to the Mississippi, the northern tier of counties in Tennessee and reaches over into Indiana. There are several different types of tobacco grown in this territory, but all classed under a general head as dark tobacco. These types and districts are as follows: Green River district, with chief market at Owensboro; Stemming district, with chief market at Henderson; One Sucker district, with chief markets at Bowling Green, Scottsville and Franklin; dark fired district, with chief markets at Hopkinsville, Paducah and Mayfield, in Kentucky, and Clarksville and Springfield, in Tennessee. The normal production in these districts is from 250,000,000 to 275,000,000 pounds.

The financing of an organization to handle the major portion of this production will be a big job, but in addition the organization proposes, if formed, to also buy the warehouses throughout the district, for every one of them will be needed. But already the bankers in the district and adjacent cities have been sounded out and it is believed the money will be available as it was in the burley district when the call for $3,600,000 was answered by pledges from the banks totaling $4,500,000, to say nothing of the agreement by the War Finance Corporation to lend its aid to the extent of probably $10,000,000.

A most convincing thing to the dark tobacco growers and business men attending the Louisville meeting was the report of success which is already being achieved by the burley district organization. Already it is reported that 60,000,000 pounds of that tobacco has been sold to the largest consuming companies and the money borrowed by the growers' organization will soon all be paid back.

And if the growers are objecting to prices they are receiving, nothing was heard of it at Louisville, but on the contrary many expressions of satisfaction were made.

Mr. Sapiro made it very plain in his speech that nothing smacking of violence, favoritism between growers, politics, discrimination or any unfair tactics would be permitted at any time. On the contrary he declared that the organization would be based upon sound business principles and would operate along recognized marketing lines and that at all times would everything be open and above board.—M. E. BACON.

## Combate Tobacco Corporation Making Rapid Strides

President Javier Alonso Riera, of the Combate Tobacco Corporation, is in New York, stopping at the Hotel McAlpin, where he is to remain for several weeks.

Senor Riera reports that the Combate Tobacco Corporation is taking charge of the warehouses and offices which he personally owned and operated in San Juan, Porto Rico; Ponce, P. R.; Mayaguez, P. R.; Calle del Peso No. 11, Oviedo, Asturas, Spain; and Santiago de los Caballeros, Santo Domingo.

Sr. Riera would be pleased to see his friends or interested persons any time this month by appointment at the Hotel McAlpin.

## Clarksville Average, $16.55

CLARKSVILLE, Tenn., March 3.—J. F. Smith, supervisor of the Loose Leaf Market, makes report as follows: Sales for week, 787,035 pounds; average for week, $16.55. Sales for season, 5,845,725 pounds; average for season, $16.88. Sales last season, 2,497,625 pounds.

### Quotations

Trash, per hundred pounds, $2.25 to $3.50; medum lugs, $4 to $7; good lugs, $7 to 10; fine lugs, $10 to $15. Common leaf, $10 to $16; medium leaf, $16 to $24; good leaf, $24 to $31; fine leaf, $31 to $36.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AND AFFIXES A STAMP FOR YOUR PROTECTION

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### CIGARS

WHITE—Mfd. in P. R. with Tobacco produced in P. R.
BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.
PINK—Mfd. in P. R. with Tobacco not a product of P. R.

### TOBACCO

WHITE—Genuine Porto Rican growth.
BLUE—Mixture of Tobacco grown in P. R. and other countries.
PINK—Tobacco of Foreign growth.

INFORMATION ABOUT GUARANTEE STAMPS AND PORTO RICAN TOBACCO AT

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MARCH 9, 1922.

## ASSOCIATION BENEFITS

The time has passed when retailers enter associations believing that something quite out of the ordinary is to be accomplished. They are no longer expecting flamboyant and unexpected results from their efforts. They have learned that the benefits of associated effort must be derived from long continued work in some one direction, not by sporadic attempts to institute some reform before the members have had opportunity to digest the opportunities before them.

The average association members understand full well that the business of the association must be conducted in a way that will cause the community to respect it and will look up to its membership as models in business life. The old sensational idea of association work has passed. The sensible, common-sense course is the one adopted now.

All associations and all undivided members benefit accordingly. It is no use to attempt to induce common-sense business men to undertake to come into the work which is lying ready at hand unless they can see something coming back from it. And they must be shown that their efforts are going to be helpful to themselves and to others before they are attracted by it at all. It will be understood that an association composed of such men as this is likely to be far more progressive and will accomplish far more good than one that plunges wildly, undertaking this reform, or some other, neither of which has been accorded reasonable consideration. In other words, the association movement having passed the sensational stage has come to the point where it is ready to consider questions upon their merits and argue them out in a way that will be constructive and permanently beneficial. Hair-brained schemes no longer have a place in the category of possibilities.

Undoubtedly there is less of the long-drawn-out resolutions and discussions calculated to disgust sensible men and coming to nothing in the end. An honest seeking for the best means of ameliorating those difficulties which constantly arise in the course of business will lead to much better results and will develop a much better feeling in all lines of effort than will the other sort. The country is surfeited with reformers, with panaceas which do not cure. They forget, and many workers in associated effort forget, that the only way to work out something beneficial is to build from the bottom and make the superstructure so attractive that all will be helped by it. It seems easy to the enthusiast. It is a difficult subject for the tireless worker to accomplish.

To work long and steadily for something is more difficult than it is to go by spurts. It is easy to work with a rush for a time. It is more difficult to keep everlastingly at it, yet keeping everlastingly at it brings success. The man who can fight, even though his cause seems lost, is the man who in the end will win something worth while. Ultimately his efforts will be crowned with success. For the present he may be discouraged and wish for something different, but in the end he will find that he fought a good fight and reward will be his. This is what the association worker must do.

The worker outside of the association, as compared with the earnest individual, is quite as likely to be helpful as any other. This benefit of the association is that it multiplies the individual and assists him in formulating and carrying out his beneficial reforms or changes. It seems like a small matter, yet it is true that the dealer who has a good idea for a change and undertakes to introduce it alone will almost invariably meet with defeat, while if he secures the co-operation of his fellows he may be able to see it put in practice. The combination of units can accomplish what the single one cannot do.

The social feature of association work has been somewhat neglected by cigar dealers. The association offers an opportunity to members and their families to become better acquainted. The social element is such an important part of the association movement that it is duly recognized by all well-equipped workers and they are making the most of it. It is quite likely that this phase of the work will be more developed in the future than in the past.

The forming and cementing of friendships is something which will help everyone who has anything to do with the trade. Too much friendship is impossible, nor do modern tradesmen subscribe to the idea that friendship ceases when business begins. There is nothing in business that is incompatible with the highest type of friendship. It is quite certain that the development of friendship among retail cigar dealers will tend to end price-cutting and its attendant evils. No man will seek to reduce the income of his neighbor and friend, much less cause him heavy loss in a business way. The association, by means of this phase of its work, has probably practically ended such cut-throat competition. It is uncommon where associations exist. It promises to be even more uncommon in the future.—*Smoke.*

## HOW PETER PUT THE RAZZ IN JAZZ!

Now Peter P. Propper, who lived in Troy,
Sure was some saxophone-banjorine boy;
He could run up three whole wires at pool,
Or take four aces and a king to school;
And to get baby's shoes in crap,
Came syrup-smooth to his snap;
But to-have-and-to-hold just a job,
Was simply impossible for this slob!

And 'way down south, there on River street,
Was a segar store where good friends meet;
They'd converse about all sorts o' weather,
They always get quite chummy together;
With, perhaps, a nice quiet li'l game,
Which wasn't so positively very tame;
For the big blue sky was often the limit,
When all the lads were toppy to spin it!

So, to this sacred chapel there came
Our Peter P. Propper, of local fame;
And the circle of most excellent boys
One night took all of Peter's colored toys;
And when he arose for his at A. M. four,
Faintly announcing he couldst play no more,
He became really quite indignant in his speech,
Calling some bad names I'd hate to teach!

Then it came to pass, some short time after,
That Peter P. Propper became Official Grafter;
His real title, o' course, was High Commish o' Reform,
And he certainly made the cute cops make it warm;
For the very first thing Peter did,
Was to order brand new bolts for the lid;
So every segar store in the whole city,
Now has only sour milk for the angora kitty!

The Smoker.

## THE LURE OF TOBACCO

Nebraska has so long been identified with one great citizen moralist that the outside world has been in danger of thinking that the whole moral impulse of that State was to be found under one capacious hat. But Nebraska has produced other reformers than William Jennings Bryan—as is evidenced by the fact that the State Normal Board has refused leave of absence to the teachers under its control to study at universities where women students smoke cigarettes. Moreover, the Board has the courage of its convictions and has no hesitation in mentioning Columbia, Chicago and Northwestern Universities as dangerous zones wherein indulgence in tobacco is rife among women students.

Other States are preparing to take the field with Nebraska, if they have not done so already. Utah passed an anti-cigarette law last year and on March 22 Arkansas will celebrate a "No Tobacco Day," so that the citizens of that State may have brought before them in the most lurid shape the physical and moral degeneracy unmistakably to be traced to the foul fiend that lurks in the soothing weed. To be sure, it is known that many women, young and less young, show that nowadays the cigarette is not an offense to society conventions, and the more daring female spirits on the campus of colleges and universities and even within the reverend walls of the college buildings, and many women of leisure who are not only not daring but merely doing what others do, resort to the cigarette.

But while the austere moralists may rage and set up new and more narrow codes of ethics and the medical profession may point to the evils of excess in tobacco, disciplinary regulations like those devised by the State Normal School in Nebraska are excessive and stupid and humorless in a way that is common with many reformers. The day is gone by when people of either sex, who have once reached the garb of maturity, can be hectored like little naughty children. All educational institutions should devote themselves not so much to drawing up or enforcing straight-laced codes or, indeed, codes of any sort as to training their students in common sense and good taste, so as to see the difference between an indulgence, the presence or absence of which has nothing to do with morals in the strict sense of the word and moral evils which have reached the stage where they must be regulated or legislated out of existence.—*Baltimore News.*

## CIGARETTE BANKERS

Cigarette bankers are doing a land office business in the Baltic ports, principally in Danzig, that conspicuous little spot among the other shabby patches that compose the crazy quilt created by the treaty of Versailles. Every cigarette dealer in Danzig is a banker. They call him a cigarette banker. He deals in paper cigarettes and paper money. An American dollar bill, nailed to the wall, is the insignium of his trade. On the counter, protected by a wire screen, there are mountains of Polish marks, German marks, Finnish marks and Russian roubles. Almost everybody is speculating in marks and roubles, principally in Polish marks, says a Danzig correspondent, and the cigarette bankers are reaping a harvest. They have formed an exchange, a sort of a curb market, where they meet daily and bargain among themselves. Several times the police have driven away the curb brokers, but they always return and continue their haggling. The cigarette banker, it would seem, is destined to become a Danzig institution.

# The Taxation of Tobacco and Evil Effects of Unwise Legislation

**Irritation Caused by Constant Changes in Levies—Old Laws Laden With References to Tobacco Taxes and Licenses—British Politicians Long Ago Saw the Revenue Possibilities—Interesting History from Early Colonial Days Down to Date.**

By DR. ARTHUR SELWYN BROWN

(*Continued from Issue of March 2*)

The earliest governmental taxes on tobacco were the import duties which took effect on August 1, 1789. These were frequently changed to meet conditions arising from the needs of revenue, or from the force of economic circumstances. The duties on stemmed wrappers were the same as on unstemmed before 1862. In that year they were separated. Unstemmed carried a duty of $1.85 per pound and stemmed 35 cents. The rate on stemmed was changed to 50 cents in 1864, $1 in 1883, $2.75 in 1890, $2.25 in 1894 and $2.50 in 1897. The present rate is $3.00. The unstemmed rate is now $2.35.

The rate on unstemmed filler tobacco was similar to that on unstemmed wrappers until 1882. After that year, the rate was 32 cents per pound for many years. It is now 35 cents.

Stemmed filler tobacco carried a duty of 40 cents per pound in 1883, 50 cents in 1890 and still bears an import of 50 cents.

The duty on "other manufacturered tobacco" before 1861 was similar to the rate on leaf tobacco. A duty of 30 per cent ad valorem was imposed in 1861. This was changed to 35 cents per pound in 1864 and to 30 per cent ad valorem in 1883. Other changes were to 35 and 50 cents per pound in 1890, 40 cents in 1894 and 55 cents in 1897. It remains at that rate today.

### Elaborate Taxes Worked Hardships

The tariff act of 1862 imposed occupation taxes on manufacturers, and wholesale and retail dealers in tobacco. These taxes were most elaborate. They worked so many hardships that they were frequently changed and subsequently abandoned until 1919 when, among the special war taxes, a manufacturing tax of $6 to $24, plus 16 cents per 1,000 pounds of tobacco used above 200,000, was imposed. There was a tax of $4 to $24, plus 10 cents per 1,000 cigars made above 400,000 cigars, imposed on cigar manufacturers, and 6 cents per 10,000 cigarettes on cigarette manufacturers.

Tobacco dealers have always had to submit to federal and state taxation as well as submit to the import taxes. The original federal occupation tax was $50 per annum on wholesalers and $10 on retailers. These taxes were rearranged in 1902.

### Foreign Tobaccos Largely Used

The adverse effects of the import duties are felt by manufacturers who use foreign tobacco for blending purposes. Tobaccos differ greatly in their chemical composition on account of local growing and climatic conditions. These differences profoundly modify their smoking qualities. Therefore it becomes a fine art on the part of manufacturers to so select their raw tobaccos and blend them so as to secure the finest smoking mixtures. In these processes high grade foreign tobaccos are often used in large quantities. Cuban, Turkish and Sumatra tobaccos are the chief imports. Porto Rican and Philippine tobaccos are next in importance among the imports.

Much of the imported tobacco is used in the manufacture of cigars. A 5 per cent ad valorem duty was placed on cigars and cheroots in 1789. In 1794 the duty was changed to 4 cents per pound. The following changes were made subsequently: $2 per 1,000 in 1804; $4 per 1,000 in 1812; $2.50 per 1,000 in 1816; 40 cents per ad valorem in 1846; and 30 per cent in 1857. Almost every year since 1861 there have been similar harassing changes made in cigar duties. Each change caused endless re-arrangements to be made in trading and distribution practices, and increased the costs of doing business.

### Change Followed Change

The import duties in 1861 varied from 20 cents per pound, for the cheaper classes of cigars, to 60 cents plus 10 per cent ad valorem for the higher grades. In 1862 the rates were 35 cents per pound to $1 plus 10 per cent ad valorem. In 1864, the rates were 75 cents per pound plus 20 per cent ad valorem to $3 plus 60 per cent ad valorem. A simpler rate was made in 1866 as a result of manufacturers' protests. The tariff in that year imposed a duty of $3 per pound plus 50 per cent ad valorem. This was reduced in 1883 to $2.50 per pound and 25 per cent ad valorem. In 1890, the rate was $4.50 per pound plus 25 per cent ad valorem; in 1890 it was $4.50 plus 25 per cent ad valorem; in 1894, $4 plus 25 per cent and in 1897 it was changed again to $4.50 per pound plus 25 per cent ad valorem. That is the existing rate.

The history of the customs imports on cigarettes is similar to that on cigars. These two classes of tobacco products are taxed under the general heading of "cigars, cigarettes and cheroots of all kinds". The tariff act also states that, "Paper cigars and cigarettes, including wrappers, shall be subject to the same duties as are imposed upon cigars".

### Suffered from Inequalities

The tobacco trades have suffered from the inequalities of taxation throughout the customs since 1790. The above outline of our tariff history relative to tobacco shows how continuously tobacco has been singled out for taxation changes. The aim of the government has always been to extract the last cent tobacco products will bear.

The customs due are only a small part of the taxes placed on tobacco and its products. The internal revenue imposts have always afforded greater sources of governmental revenues.

The first internal revenue act came into force on July 1, 1862. It covered taxes on tobacco, tobacco products and on the business of tobacco manufacturing and dealing. The tax on cigars was from $1.50 to $3.50 per 1,000 made, according to the quality. The rates were subsequently changed as follows: In 1864 to $8 up to $40 per 1,000; in 1865, $10, in 1866, from $2 to $4 per 1,000 plus 20 per cent ad valorem; in 1902, 18 cents per pound to $3 per 1,000; to 75 cents per pound and $3 per 1,000 in 1909 and $1.50 per pound to $15 per 1,000 in 1919.

Occupation taxes were placed on tobacco manufacturers and wholesale and retail dealers by the Internal Revenue Act of 1862. The rate on manufacturers in that year was $10 per annum. Dealers paid a $50 tax for wholesale operations and $10 on retail selling. These taxes were abandoned in 1902.

### Special Current Taxes

The special taxes paid by tobacco and cigar manufacturers under the present law are as follows:

| | Month | Fiscal Year |
|---|---|---|
| Manufactures of Tobacco: | | |
| Annual sales not over 50,000 lbs. | $0.50 | $6.00 |
| Annual sales over 50,000, but not over 100,000 lbs. | 1.00 | 12.00 |
| Annual sales over 100,000, but not over 200,000 lbs. | 2.00 | 24.00 |
| Annual sales over 200,000 lbs. | 2.00 | 24.00 |
| And in respect of each 1,000 lbs. or fraction thereof in excess of 200,000 lbs. | .01⅓ | .16 |
| Manufactures of Cigars: | | |
| Annual sales not over 50,000 cigars | .33⅓ | 4.00 |
| Annual sales over 50,000, but not over 100,000 cigars | .50 | 6.00 |
| Annual sales over 100,000, but not over 200,000 cigars | 1.00 | 12.00 |
| Annual sales over 200,000, but not over 400,000 cigars | 2.00 | 24.00 |
| Annual sales over 400,000 cigars | 2.00 | 24.00 |
| And in respect to each 1,000 cigars or fraction thereof in excess of 400,000 cigars | .00⅚ | .10 |
| Manufactures of Cigarettes: | | |
| For each 10,000 cigarettes or fraction thereof. (This includes small cigars weighing not more than 3 lbs. per 1,000) | .00½ | .06 |

Smoking tobacco was taxed in 1862 between 2 cents and 5 cents per pound. A distinction was made prior to 1902 between "Smoking" and "Manufactured" tobacco.

Changes in the internal revenue taxes on plug, or "Manufactured" tobacco and "Smoking" tobacco between the first act in July, 1862, and the present were as follows:

| | Plug a pound | Smoking a pound |
|---|---|---|
| July 1, 1862 | 10c & 15c | 2c & 5c |
| Mar. 3, 1863 | 15c | 5c & 15c |
| June 30, 1864 | 15c | 25c |
| Mar. 3, 1865 | 40c | 25c |
| July 13, 1866 | 40c | 35c |
| July 20, 1868 | 32c | 16c |
| June 6, 1872 | 20c | 20c |
| Mar. 3, 1875 | 24c | 24c |
| Mar. 1, 1879 | 16c | 16c |
| Mar. 3, 1883 | 8c | 8c |
| Oct. 1, 1890 | 6c | 6c |
| June 13, 1898 | 12c | 12c |
| Mar. 2, 1901 | 9.6c | 9.6c |
| Apr. 12, 1902 | 6c | 6c |
| Aug. 5 1909 | 8c | 8c |
| Oct. 3, 1917 | 13c | 13c |
| Feb. 24, 1919 | 18c | 18c |

The revenue tax on cigarettes in 1862 was $1.50 per 1,000. The subsequent changes were as follows:

| | Cigarettes |
|---|---|
| July 1862 | $1.50 per thousand |
| Mar. 1863 | 1.50 " " |
| June 1864 | 3.00 " " |
| Mar. 1865 | 4.00 " " |
| July 1866 | 4.00 " " |
| Mar. 1867 | 5.00 " " |
| July 1868 | 1.50 " " |
| Mar. 1875 | 1.75 " " |
| Mar. 1883 | .50 " " |
| July 1897 | 1.00 " " |
| June 1898 | 1.50 " " |
| July 1901 | 1.08 " " |
| Aug. 1909 | 1.25 " " |
| Oct. 1917 | 2.05 " " |
| Feb. 1919 | 3.00 " " |

Little cigars were separately taxed by the law of July 1897. The first tax was $1.00 per

1,000. Subsequently changes were made as follows:

| | Little Cigars |
|---|---|
| July 1897 | $1.00 per thousand |
| June 1898 | 1.00 " " |
| July 1901 | .54 " " |
| Aug. 1909 | .75 " " |
| Oct. 1917 | 1.00 " " |
| Feb. 1919 | 1.50 " " |

### Summary of Tax Laws

The existing laws relating to taxes on cigars, tobacco and cigarettes are summarized in sections 700 to 703 of the Internal Revenue Act as follows:

Sec. 700. (a) "Upon cigars and cigarettes manufactured in or imported into the United States, and hereafter sold by the manufacturer or importer, or removed for consumption or sale, there shall be levied, collected, and paid under the provisions of existing law, in lieu of the internal-revenue taxes now imposed thereon by law, the following taxes, to be paid by the manufacturer or importer thereof—

"On cigars of all descriptions, made of tobacco, or any substitute therefor, and weighing not more than three pounds per thousand, $1.50 per thousand.

"On cigars made of tobacco, or any substitute therefor, and weighing more than three pounds per thousand, if manufactured or imported to retail at not more than 5 cents each, $4 per thousand;

"If manufactured or imported to retail at more than 5 cents each and not more than 8 cents each, $6 per thousand,

"If manufactured or imported to retail at more than 8 cents each and not more than 15 cents each, $9 per thousand;

"If manufactured or imported to retail at more than 15 cents each and not more than 20 cents each, $12 per thousand;

"If manufactured or imported to retail at more than 20 cents each, $15 per thousand;

"On cigarettes made of tobacco, or any substitute therefor, and weighing not more than three pounds per thousand, $3 per thousand;

"Weighing more than three pounds per thousand, $7.20 per thousand.

"(b) Whenever in this section reference is made to cigars manufactured or imported to retail at not over a certain price each, then in determining the tax to be paid regard shall be had to the ordinary retail price of a single cigar.

"(c) The commissioner may, by regulation, require the manufacturer or importer to affix to each box, package, or container a conspicuous label indicating the clause of this section under which the cigars therein contained have been tax-paid, which must correspond with the tax-paid stamp on such box or container.

"(d) Every manufacturer of cigarettes (including small cigars weighing not more than three pounds per thousand) shall put up all the cigarettes and such small cigars that he manufactures or has manufactured for him, and sells or removes for consumption or sale, in packages or parcels containing five, eight, ten, twelve, fifteen, sixteen, twenty, twenty-four, forty, fifty, eighty, or one hundred cigarettes each, and shall securely affix to each of such packages or parcels a suitable stamp denoting the tax thereon and shall properly cancel the same prior to such sale or removal for consumption or sale under such regulations as the Commissioner, with the approval of the Secretary, shall prescribe; and all cigarettes imported from a foreign country shall be packed, stamped, and the stamps canceled in a like manner, in addition to the import stamp indicating inspection of the customhouse before they are withdrawn therefrom.

"Sec. 701. (a) Upon all tobacco and snuff manufactured in or imported into the United States, and hereafter sold by the manufacturer or importer, or removed for consumption or sale, there shall be levied, collected, and paid, in lieu of the internal-revenue taxes now imposed thereon by law, a tax of 18 cents per pound, to be paid by the manufacturer or importer thereof.

"(b) Section 3362 of the Revised Statutes, as amended, is hereby amended to read as follows:

"Sec. 3362. All manufactured tobacco shall be put up and prepared by the manufacturer for sale, or removal for sale or consumption, in packages of the following description and in no other manner:

"All smoking tobacco, snuff, fine-cut chewing tobacco, all cut and granulated tobacco, all sorts, the refuse of fine-cut chewing, which has passed through a riddle of thirty-six meshes to the square inch, and all refuse scraps, clippings, cuttings, and sweepings of tobacco, and all other kinds of tobacco, not otherwise provided for, in packages containing one-eighth of an ounce, three-eighths of an ounce, and further packages with a difference between each package and the one next smaller of one-eighth of an ounce up to and including two ounces, and further packages with a difference between each package and the one next smaller of one-fourth of an ounce up to and including four ounces, and packages of five ounces, six ounces, seven onces, eight ounces, ten ounces, twelve ounces, fourteen ounces, and sixteen ounces: Provided, That snuff may, at the option of the manufacturer, be put up in bladders and in jars containing not exceeding twenty pounds.

"All cavendish plug, and twist tobacco, in wooden packages not exceeding two hundred pounds net weight.

"And every such wooden package shall have printed or marked thereon the manufacturer's name and place of manufacture, the registered number of the manufactory, and the gross weight, the tare, and the net weight of the tobacco in each package: Provided, That these limitations and descriptions of the packages shall not apply to tobacco and snuff transported in bond for exportation and actually exported: And provided further, That perique tobacco, snuff flour, fine-cut shorts, the refuse of fine-cut chewing tobacco, refuse scraps, clippings, cuttings, and sweepings of tobacco, may be sold in bulk as material, and without the payment of tax, by one manufacturer directly to another manufacturer, or for export, under such restrictions, rules, and regulations as the Commissioner of Internal Revenue may prescribe: And provided further, That wood, metal, paper, or other materials may be used separately or in combination for packing tobacco, snuff, and cigars, under such regulations as the Commissioner of Internal Revenue may establish.

"Sec. 702. Upon all the articles enumerated in section 700 or 701, which were manufactured or imported, and removed from factory or customhouse on or prior to the date of the passage of this Act, and upon which the tax imposed by existing law has been paid, and which are, on the day after the passage of this Act, held by any person and intended for sale, there shall be levied, assessed, collected, and paid a floor tax equal to the difference between (a) the tax imposed by this Act upon such articles according to the class in which they are placed by this title, and (b) the tax imposed upon such articles by existing law other than section 403 of the Revenue Act of 1917.

"Sec. 703. There shall be levied, collected, and paid, in lieu of the taxes imposed by section 404 of the Revenue Act of 1917, upon cigarette paper made up into packages, books, sets, or tubes, made up in or imported into the United States and hereafter sold by the manufacturer or importer to any person (other than to a manufacturer of cigarettes for use by him in the manufacture of cigarettes) the following taxes, to be paid by the manufacturer or importer: On each package, book, or set, containing more than twenty-five but not more than fifty papers, ½ cent; containing more than fifty but not more than one hundred papers, 1 cent; containing more than one hundred papers, ½ cent for each fifty papers or fractional part thereof; and upon tubes, 1 cent for each fifty tubes or fractional part thereof.

"Every manufacturer of cigarettes purchasing any cigarette paper made up into tubes (a) shall give bond in an amount and with sureties satisfactory to the Commissioner that he will use such tubes in the manufacture of cigarettes or pay thereon a tax equivalent to the tax imposed by this section, and (b) shall keep such records and render under oath such returns as the Commissioner finds necessary to show the disposition of all tubes purchased or imported by such manufacturer of cigarettes."

### Killing the Goose

A perusal of these sections clearly indicates how closely the tobacco industries have been scrutinized for chances for the imposition of taxes, and how, as a direct result, those industries have been hampered. One of the best known means for killing or restricting any industry is to cripple it by taxation. But when revenue acts are discussed in Congress, the crippling effects of proposed tax changes are overlooked.

Tobacco manufacturers stand between the tobacco growers and the consumers. They have to assure the growers of steady markets and meet the wishes of consumers regarding the quality of tobaccos, their prices, the packing and appearances of their products and satisfactory methods of storage and distribution. They must be masters of their purchasing and distributing markets while conforming to public tastes and customs. Whenever new taxes are placed upon one or more of their products, either in the form of customs, internal revenue, occupation of state taxes, particularly when such taxes are uncertain, unequal and unjust, as they often are, the nicely adjusted equilibrium of the manufacturer's position is disarranged and he has to meet numerous troubles arising from the discontent of growers and consumers. These periodical demonstrations of the evil consequences of unwise legislation are far too frequent and show how slow legislators are to benefit by experience. Even when they are sincerely endeavoring to improve business they seriously hamper some of our greatest industries by harassing taxation.

(*To be continued*)

## INVITES CIGARETTE IMPORTS

Spain is a good market for cigarettes, says the Spanish Tobacco Monopoly in an announcement inviting foreign manufacturers to do business in Spain. The monopoly is unable to produce enough cigarettes equal to the demand. Besides, it gets 12 per cent of the value of cigarettes imported. Doing business in Spain is very simple. The monopoly collects the bills of foreign exporters and pays them the amount after deducting its commission of 12 per cent. In addition to the commission of 12 per cent which the monopoly collects, the exporters will have to pay a duty of 30 pesetas per kilogram on cigarettes or tobacco. The duty on cigars amounts to 48 pesetas per kilogram. On imported cigars and cut tobacco the monopoly exacts as a commission of 25 per cent ad valorem. The monopoly has found it more profitable, it seems, to collect commissions on imports than to manufacture the cigarettes itself. And, maybe, smoking Spaniards are welcoming this self-effacement of the monopoly.

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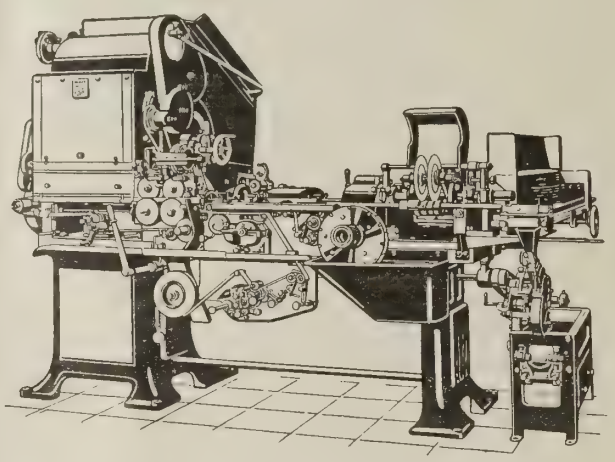

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## Tobacco Securities

By Marketwise (D. E. G.)

TUESDAY MORNING, March 7.—Reaction in the entire list set in at the end of the week and was variously attributed to the revival of the bonus bugaboo and to profit taking. Tobacco stocks did not escape the move; figures reached and net changes were as follows:

| | Bid | Asked |
|---|---|---|
| American Snuff | 125¾ | —8¼ |
| American Sumatra | 28⅜ | +1⅞ |
| American Tobacco | 134½ | —3¾ |
| American Tobacco "B" | 131¼ | —3¾ |
| Consolidated Cigar | 25 | +4 |
| General Cigar | 65½ | —3 |
| Liggett & Meyers | 163⅞ | +3⅞ |
| P. Lorillard | 151⅛ | + ⅛ |
| Job Products | 60⅜ | +3¾ |
| U. R. Stores | 44½ | + ¼ |

The passing of the United Retail Stores dividend last week was more drastic action than was generally looked for and after the news the stock broke badly. Around the present level the stock seems to have a good support for while most issues sold off it held steady together with the other Whalen issue, Tobacco Products.

The long awaited Reynolds action was finally announced in an increase in the dividend rate from 50 cents to 75 cents per quarter, which places the stock on a 12 per cent basis, which rate is the one most frequently adhered to by tobacco companies. This action has been pretty well discounted during the past couple of months and while the stock did have a rise of a couple of points no radical upward move is expected.

The annual report of the Porto-Rican American Tobacco Co. showed a deficit for the year of some $2,700,000; good will, trade marks, etc., were marked up about $1,000,000 or the final figure would be even larger. A showing of this nature had been expected in view of the company's labor troubles over the greater part of 1921 and while the stock is somewhat easier no great amount of stock is coming out at the present.

Considerable quantity of American Cigar is coming into the market and the absence of buying would tend to lend some color to the whispers that the $2 quarterly dividend rate is to be changed.

Of the cigar store stocks, Schulte continues very steady with United most erratic. At present in the last named stock there is a spread of some thirty-five points between the bid and asked prices. This condition is apt to continue until some buying is encouraged by dividend action, which probably is at least three months off.

### Liggett & Myers' Annual Meeting

The annual meeting of the stockholders of Liggett & Myers Tobacco Co., for the election of directors for the ensuing year and the transaction of such other business as may properly come before the meeting, will be held at the home office of the company, 15 Exchange place, Jersey City, N. J., at 11 o'clock a. m., on Monday, March 13, 1922.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 126½ | 128 |
| American Snuff Pfd | 93 | 100 |
| American Sumatra | 28⅞ | 29 |
| American Sumatra Pfd | 60 | 61 |
| American Tobacco | 134¾ | 134⅞ |
| American Tobacco "B" | 131¼ | 132 |
| American Tobacco Pfd | 101½ | 102 |
| Consolidated Cigar | 23 | 25 |
| Consolidated Cigar Pfd | 48 | 48⅝ |
| General Cigar | 66 | 68 |
| General Cigar Deb. Pfd. | 99 | 100 |
| General Cigar Preferred | 100 | 102¼ |
| Liggett & Meyers | 160 | 168 |
| Liggett & Meyers "B" | 150 | 160 |
| Liggett & Meyers Pfd | 115 | |
| Lorillard, P. | 151½ | 152 |
| Lorillard, P. Pfd | 111 | 114 |
| Tobacco Products | 59⅜ | 60 |
| Tobacco Products Pfd | 90 | 94¼ |
| United Cigar Pfd | 103 | 109 |
| United Retail Stores | 44½ | 44¾ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 63 | 67 |
| American Cigar Pfd. | 85 | 90 |
| American Mach. & Fdy. | 220 | .. |
| American Tobacco Scrip. | 124 | 127 |
| Bayuk Bros. Pfd. | 85 | .. |
| British-Amer. Tob. Co. | 14 | 15 |
| Conley Foil | 10 | 13 |
| Eisenlohr & Bros. Com. | 60 | .. |
| Eisenlohr & Bros. Pfd. | 90 | 94 |
| Geo. W. Helme Com. | 145 | 150* |
| Geo. W. Helme Pfd. | 106 | 109 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 11 | 12 |
| International Cigar Mach. | 15 | 25 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 75 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 102 | 105 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com. | 28 | 32 |
| Philip Morris | 10½ | 12½ |
| Porto Rican A. T. Co. | 55 | 63 |
| Porto Rican A. T. Scrip. | 70 | 85 |
| R. J. Reynolds "A" | 60 | 70 |
| R. J. Reynolds "B" | 42 | 43½ |
| R. J. Reynolds Pfd. | 108½ | 110½ |
| Schulte Retail Stores | 32 | 36 |
| Tobacco Prod. Export | 5 | 6½ |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 110 | 140 |
| Universal Leaf Com. | 120 | 126 |
| Universal Leaf Pfd. | 100 | 104 |
| United Profit-Sharing | 1¾ | 2¼ |
| U. S. Tobacco W. I. | 43 | 48 |
| Weyman-Bruton Com. | 180 | 187 |
| Weyman-Bruton Pfd. | 107 | 110 |

*Ex 50% in stock.

## Weyman-Bruton Plan Approved

Stockholders of Weyman-Bruton Co., at special meeting, approved a proposal to change the name of the company to the United States Tobacco Co., and to change authorized common share capitalization from 90,000 shares of $100 to 360,000 shares of no par. There will be 317,940 shares of new no par common issued in exchange for the 79,485 shares of old common outstanding.

This change in no wise affects the position of the preferred.

At the annual meeting of stockholders of the Weyman-Bruton Co., following directors were added to the board: H. L. Brown, J. W. Abbott, J. D. Carhart and C. G. Conn.

### American Cigar Earnings

The American Cigar Co. in its annual report for 1921 issued Tuesday showed net earnings of $1,802,393 after charges and Federal taxes, compared to $2,489,869 in 1920. After preferred dividends the balance was equal to $8.01 a share on $15,000,000 common stock. Profit and loss surplus now exceeds $9,000,000.

At annual meeting of stockholders, directors were re-elected.

### R. J. Reynolds Co. Dividend

WINSTON-SALEM, N. C., March 2.—The directors of the R. J. Reynolds Tobacco Co. met this afternoon and declared quarterly dividends as follows: On its preferred stock, 1¾ per cent, and on common stock 3 per cent, all payable in cash April 1 to stockholders of record at the close of business March 15.

## Porto Rican-American's Annual Report

The annual report of Porto Rican-American Tobacco Co. has been issued, concerning which, in a letter to stockholders, President L. Toro says:

"The year ending December 31, 1921, has been most harrowing and disappointing, and the first year in the existence of your company in which a loss has been shown.

"Your company for a number of years past has had more or less labor trouble. It has not been able to work continuously for any year during the last five years.

"The unjust demands of labor culminated in December, 1920, when it became impossible to continue operating under the conditions that existed, and your Board of Directors then decided that drastic action was necessary to protect your interests and insure the future welfare of the brands of your company, and, accordingly, all your cigar factories were closed in January, 1921. Since that date and up to September, 1921, a period of nine months, a continuous struggle was waged with labor, which was contending for the closed shop, but finally by the end of September your company succeeded in gaining its point and started manufacturing again on the open shop basis. It is gratifying to be able to advise that very little labor trouble has occurred since.

"Wages were not reduced until December 1, 1921, for in order to win the strike, it was necessary to maintain the same standard of wages existing during the war period; hence, the few months' operations during the year 1921 were based on the same labor cost as during the war period.

"Unfortunately for your company, labor conditions prevented the working of a good deal of the 1920 crop of tobacco, which was the most expensive crop ever harvested in Porto Rico, and this fact made it necessary to make readjustment of and write down all inventories at the end of the year. Your company is now going through the readjustment period, just as other companies engaged in a like business are doing.

"The policy of retrenchment has been established in every department and your company hopes to be able to effect still further economies."

### Treasurer's Report

Treasurer A. H. Noble makes report to the stockholders of Porto Rican-American Tobacco Co., for the year ending Dec. 31, 1921, as follows:

"The stockholders at a special meeting on March 10, 1921, authorized the increase of the Capital Stock from $5,000,000 par value to $10,000,000 par value for the purpose of redeeming the dividend scrip series 1 to 9 inclusive at par, and this was made effective March 31, 1921. Through the redemption of this scrip, and other scrip and fractional certificates previously authorized, the Capital Stock was increased during the year from $4,965,350 to $6,270,150.

"Under date of May 15, 1921, the Company issued $3,000,000 Ten Year 8% Sinking Fund Gold Bonds for the purpose of funding its floating indebtedness. Under terms of the indenture by which $300,000 of these bonds are to be retired annually, $158,500 were purchased and cancelled during the year.

"The trying difficulties through which the Company has passed and which are reflected below in heavy losses for the year, are explained by President Toro's letter of this date.

"The statement herewith presented is a consolidated statement of this Company's business with that of its subsidiaries, all of whose stock is owned by this Company.

| | | |
|---|---|---|
| Surplus December 31, 1920, per annual statement | | $1,959,342.92 |
| Deduct dividend of 3 per cent paid in scrip (Series 10), March 3, 1921 | | 149,306.02 |
| | | $1,810,036.90 |
| Add capital adjustment effected through partial reappraisement of goodwill, brands, etc. | | 1,293,400.00 |
| | | $3,103,436.90 |
| Deduct loss for the year ending Dec. 31, 1921, including writing down of inventories | $2,392,363.00 | |
| Add interest payable and scrip | 171,516.36 | |
| Add interest on 8 per cent Sinking Fund Gold Bonds | 140,515.56 | |
| | | 2,704,394.92 |
| Surplus Dec. 31, 1921 | | $309,041.98 |

### Consolidated Balance Sheet, December 31, 1921

#### Assets

| | |
|---|---|
| Real estate, machinery, fixtures, etc. | $1,901,893.04 |
| Leaf tobacco, manufactured stock, operating supplies, etc. | 5,115,903.29 |
| Accounts and bills receivable | 1,800,351.12 |
| Cash | 660,092.26 |
| Discount and expenses on bonds | 169,920.83 |
| Investment in other companies. | 261,653.32 |
| Goodwill, trademarks, etc. | 1,500,000.00 |
| Total assets | $11,409,813.86 |

#### Liabilities

| | |
|---|---|
| Capital stock outstanding | $6,270,150.00 |
| Scrip redeemable in capital stock | 44,079.00 |
| Scrip, Series No. 10 | 149,026.50 |
| Ten year 8 per cent Sinking Fund Gold Bonds | 2,841,500.00 |
| Accounts and bills payable | 1,046,654.22 |
| Reserved for depreciation | 659,362.16 |
| Total liabilities | $11,010,771.88 |
| Surplus Dec. 31, 1921 | $399,041.98 |

### G. W. Helme Co. Dividends

George W. Helme Co. declared regular quarterly dividends of 2½ per cent on the Common Stock and quarterly 1¾ per cent on the Preferred Stock, both payable April 1 to stock of record March 15. This is the first common dividend declared since recent payment of 50 per cent stock dividend. Thus maintenance of the $10 annual rate is equivalent to $15 on basis of the old capitalization.

At annual meeting of stockholders of George W. Helme Co., directors were re-elected.

### Havana Tobacco Has Deficit

The Havana Tobacco Co. for the year ended December 31, 1921, after interest on bonds, reports a deficit of $803,152, contrasted with a deficit of $204,290 in the year 1920. At the annual meeting of the stockholders O. C. Schneider, W. P. Rison, N. J. Rice and R. N. Reamy were elected to the board to fill existing vacancies. Other directors were re-elected.

### J-S-H Cigar Corporation

MANNINGTON, W. Va., March 4.—J-S-H Cigar Corporation, of Mannington, has been chartered in this State. Capital stock, $50,000. Incorporators, B. Wells, Glover Gap; A. W. Cole, Scott Phillips, Littleton, W. Va.; J. S. Hagerty and J. L. Petres, Mannington.

### American Snuff Dividends

MEMPHIS, Tenn., March 4.—Dividends of 1½ per cent on the Preferred and 3 per cent on the Common Stock of American Snuff Co. were declared, payable April 1, 1922, to stockholders of record at the close of business March 14, 1922. Checks will be mailed.

Transfer books will remain open.

### Weyman-Bruton Common Dividend

Weyman-Bruton Co. declared a quarterly dividend of 3 per cent on the Common Stock and regular quarterly divident of 1¾ per cent on the Preferred Stock, both payable April 1 to stock of record March 13. This places the common on a 12 per cent annual basis compared with 10 per cent heretofore.

# Receiving Plants Pass to Subordinate Agencies

## Burley Tobacco Growers' Co-Operative Association's District Subsidiaries Now Hold Leases to 120 Warehouses—Transfers Completed Saturday.

LEXINGTON, Ky., March 4.—With the completion of the transfer of 120 receiving plants to the Burley Tobacco Growers' Co-operative Association's district subsidiaries today, leases were executed by the owners of what were formerly the loose leaf tobacco warehouses of the burley district, under the terms of which the control of these properties passes to the district warehousing corporations. By June 15 deeds are to be given by those owners who chose to sell their houses and these include by far the large majority of warehouse owners, a few having chosen to lease their properties to the association.

Director of Warehouses Ralph M. Barker and the officials of the Northern District Warehousing Corporation and the Ohio District Warehousing Corporation met the owners of the houses in these two districts at Carrollton and negotiated the transfers. Mr. Barker represented the association, which has had control, possession and use of the plants since December 15.

### Some May Be Used for Other Purposes

Not all of these plants will be used by the association, in fact all of them have not been used this year, and Director Barker said some of them would be sold or leased to persons or corporations in other lines of business, since most of them are substantial structures and lend themselves readily to use for other business purposes.

In a number of counties, in which no loose leaf warehouses have been operated, members of the association have petitioned for the establishment of warehouses, and in some of these, Director Barker said, it may be necessary to establish receiving plants.

### To Sue Violators of Contracts

Preparations are being made to push suits against violators of the marketing contract, of whom there are said to be a few in several counties, some of them men of property and prominence. It was said to be likely that some of these suits would be filed the coming week, but no information was obtainable as to the identity of any of the alleged contract violators.

### Large Percentage Delivered

LIVERPOOL, Eng., Feb. 16.—The subwho closed four of the Lexington receiving plants Thursday, said today he believed that in this section of the burley district about three-fourth of the crop had been delivered.

President James C. Stone and Chief of the Field Service Joseph Passonneau were in Louisville today attending a meeting of the leaders in the dark tobacco district, which is to be organized by Colonel Passonneau and Aaron Sapiro, general counsel of the burley association, aided by Judge Robert W. Bingham and some of the leaders among the business and professional men and bankers of that section of the State.

### Sapiro Off to Canada

Mr. Sapiro leaves tomorrow for Toronto, Canada, where he will meet the producers of tobacco, fruits, grain and dairy products of the province of Ontario, at the request of the government of the province, and advise them as to the best method of forming co-operative marketing associations in the province. Mr. Sapiro will spend a week in Ontario on this mission. He is the first American to be called into conference by a foreign government on co-operative marketing.

## Wisconsin Tobacco Going Rapidly Out of First Hands

EDGERTON, Wis., March 5.—The buyers are making inroads upon the last 25 per cent of the unbought 1921 Wisconsin. Chippewa county is practically bare of this leaf, Columbia and Rock counties have little dabs left here and there, the northern half of Dane county is pretty well stripped. This leaves Vernon and Crawford counties with some quantity yet to dispose of, and the southern half of Dane county. Other counties in which tobacco is grown have sold most of theirs. Minnesota will be relieved of her 400 acres, and a few fields around Nora and Harvard, Ill., may be taken any day.

The tobacco still unsold in the northern counties is pretty good, but slashed, hailcut and generally a guess proposition as to the amount of binders to be saved from it. In Dane county most of the fillers and stemming grades have been sold, and the farmers who are holding for better price are reluctant to let go what they consider tobacco yielding a large percentage of very good binders.

### A Large Buyer

It is estimated by tobacco men in the state that the Lorillard Co. has taken considerable more than 50 per cent of the year's crop on the basis of weight. The company has bought all types, and paid, in the southern section from 5 cents to 15 cents, and throughout the lifting campaign established the going prices. In the stemming goods, as other stemmers came in and began to load up heavily on 5 and 6 cents tobacco, the Lorillard shot the price to 7 cents for crops, fillers and all. The sections who sold when 5 cents was the market are sore, and the sections which waited to get a flat 7 cents offer dumped their holdings by the carload at this figure.

### Got Splendid Crops

Liggitt & Myers, and Scott & Dillon as well as Bloch Brothers, have met the competition and gotten some splendid crops at 7 cents. McIntosh Bros., in Edgerton, have succeeded in cornering some leaf in Trempealeau and Jackson counties that looks fine as any leaf ever grown in the state.

There have been some misgivings as to the ability of the 1921 leaf to come through the sweat in good form. It is too early to say whether it will or not, but those who have bulked, as well as those who are case sweating are not worried. They are of the opinion that next fall they will have some leaf to show the manufacturers that will not cause anybody to blush in shame.

The remnant of the 1920 crop in the growers' hands has shown a tendency to stiffen in price, the 8 and 9 cents sales being more common than anything for a lower figure. Some lots assorted on the farm are making bids for buyers who are willing to handle the goods on a small margin of profit.

Our prediction in earlier letters that Wisconsin would be practically cleaned up before another crop is ready for the harvest is coming nearer fulfilment every day.

### Buying Southern Leaf

The Otto Eisenlohr & Bros.' representative here is confining his buying exclusively to southern leaf, and is buying this with the utmost caution. The chances of realizing any considerable amount of good binders out of what remains of the crop seems to be clouded with doubt, and the Eisenlohrs this year are planning to pack only the best leaf that can be secured. The Cullman, the Fendrich, the Spitzner and the Eisenlohr interests are now all running assorting crews, as are also A. Jenson & Son and the McIntosh Brothers, and Edgerton is busy at the tables. Ninety-nine carloads of bundles were received during four weeks in February, and this is only the smaller part of the amount of leaf brought into this market.—STOKMAN.

### Universal Leaf Common Dividend

The Universal Leaf Tobacco Co. has declared an initial quarterly dividend of 3 per cent on the common stock, payable April 1 to stockholders of record March 22. The 2 per cent quarterly preferred dividend was also declared payable as of the same dates.

### Tobacco Products' Dividend

The board of directors of Tobacco Products Corporation has declared the thirty-seventh quarterly dividend of 1¾ per cent or $1.75 per share on the outstanding preferred capital stock of the corporation, payable on April 1 to stockholders of record at the close of business on March 16.

## Watson's British Quotations and Review

LIVERPOOL, Eng., Feb. 16.—The subjoined quotations and brief review are culled from the regular monthly tobacco market report issued by Frank Watson & Co., Limited:

### Quotations

PRICES IN PENCE PER POUND

| | |
|---|---|
| Western Leaf— | |
| Dry Filler | 9d. to 14d. |
| Medium to Good | 15d. to 20d. |
| Good to Fine | 21d. to 24d. |
| Burley | — to — |
| Virginia Leaf— | |
| Dark— | |
| Dry Filler | — to — |
| Wrapper | — to — |
| Bright— | |
| Semi | 15d. to 24d. |
| Medium | 25d. to 39d. |
| Good | 40d. to 47d. |
| Fine | 48d. to 50d. |
| Fancy | 51d. to 56d. |
| Western Strips— | |
| Common to Good Filler. | 12d. to 15d. |
| Short Medium | 16d. to 21d. |
| Medium | 22d. to 26d. |
| Good to Fine | 27d. to 30d. |
| Burley | — to — |
| Virginia Strips— | |
| Dark— | |
| Common to Good Filler. | — to — |
| Medium to Good and Fine | — to — |
| Bright— | |
| Semi to Good Semi | 18d. to 30d. |
| Medium | 31d. to 42d. |
| Good to Fine | 43d. to 52d. |

### Remarks

Despite the continued high level of prices generally, some fairly large transactions took place during January, both in Kentucky and Virginia tobaccos, and reports from U. S. A. indicate ready sales in both districts, prices holding firm.

There has also been a little activity in Latakia and various growths of Oriental tobaccos, as well as in British Empire growths.

## Opposed to Increasing Tobacco Tax

OWENSBORO, Ky., March 4.—J. S. Phelon, a prominent tobacco man here with interests in Henderson and Cloverport, Ky., wrote the following self-explanatory letter this week to Hon. Joseph W. Fordney, chairman of the House Ways and Means Committee, Washington:

"With reference to the recent suggestion before the Ways and Means Committee of Congress, to the effect that possibly an attempt may be made to raise additional tax of 50 cents on cigarettes and 2 cents on tobacco, it would seem to me that some of the gentlemen connected with the formulation of revenue laws cannot fully realize the excessive burden which tobacco products are now carrying and have evidently lost sight of the fact that such additional taxes instead of increasing the revenue might very easily serve to decrease the total revenue derived from this source.

"In the opinion of many of the tobacco trade, dealers and re-handlers of the unmanufactured tobacco, as well as tobacco manufacturers and handlers of the manufactured article, any increase in the present rates would be little short of disastrous and with my knowledge of the situation as it affects the various people concerned, from the grower to the consumer, I cannot but feel that the serious consequences that would result to the industry all round would not be accompanied by the desired increase in revenue to the Government. I feel sure that if the gentlemen concerned with this suggestion were fully aware of the conditions in the industry and could for themselves see the probable effect of the suggested action they would not consider it advisable, either from the standpoint of revenue or otherwise, to make any increase whatever in the present taxes on tobacco.

"I am writing this feeling that the lack of full information on the part of those handling this matter is responsible for the proposed additional taxes mentioned and I would respectfully ask that the matter be very carefully considered from all viewpoints before such proposed additional taxation laws be enacted, as should such additional taxes be levied conditions in the trade are such that instead of bringing in additional revenue they may decrease the revenues from an industry already taxed, as many believe, to the point of maximum return."

### Liggett & Myers' Dividend

A dividend of one and three-quarters per cent (1¾%) has been declared on the Preferred Stock of Liggett & Myers Tobacco Co., payable April 1, 1922, to stockholders of record at the close of business March 15.

## Tobacco Products Corp. Earned $8.45 a Share

Annual report of the Tobacco Products Corporation, for the year ended December 31, 1921, shows net income, after charges but before federal taxes, of $2,148,431, equivalent, after reduction of preferred dividends, to $8.45 a share earned on the 188,000 outstanding shares of common stock, as compared with net income of $2,023,882, or $7.79 a share, in the previous year.

The income account for the year ended December 31, 1921, compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Net income | *$2,148,431 | $2,023,882 | $2,072,886 | $3,276,282 |
| Preferred dividends | 560,000 | 560,000 | 560,000 | 556,016 |
| Common dividends | 1,127,703 | 1,073,916 | 1,055,896 | 960,000 |
| Surplus | $460,728 | $389,966 | $456,990 | $1,760,266 |
| Previous surplus | 2,662,620 | 2,536,595 | 3,393,187 | 3,361,532 |
| Total surplus | $3,123,348 | $2,926,561 | $3,850,177 | $5,121,798 |
| Federal tax, previous year | 181,370 | 263,941 | 1,313,582 | 128,611 |
| Contingent reserve | 435,000 | ..... | ..... | ..... |
| Stock dividends on com. stock | ..... | ..... | ..... | 1,600,000 |
| Profit and loss surplus | *$2,506,978 | $2,662,620 | $2,536,595 | $3,393,187 |

*No reserve has been set up for federal taxes for 1921.

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
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RAMON MORAN & CO.
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*Correspondence invited.*
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SHIPPING and FORWARDING AGENTS
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Lowest Rates and Best Service Experience, Efficiency, Economy
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# San Francisco Trade Shows Slightly Better Tone

## Retail Business Lacks "Punch," But Dealers Expect Better Run in March—Demand Is for Higher Quality and Lower Price—Five and Ten Centers Have Call.

SAN FRANCISCO, Feb. 28.—With a slightly better tone noted by the manufacturers and jobbers, but a continued lack of punch in the retail trade, the market remains a between-season proposition. February has not been a particularly attractive month for anybody, but all members of the trade live in hope of a brighter March and from then on a trend toward normal business. One of the bright spots in the situation at the present time as far as the jobbers are concerned is the candy business, merchants now making their commitments for Easter. Popular demand for cigars that are cheaper in price, but better in quality, continues throughout this part of California. Five-centers are coming back into wide favor, and two-for-a-quarters are the top price that will be paid. Of course higher-priced cigars still have their run at the hotels and clubs, but as far as the masses go they do not seem to want to pay more than a bit. A number of ten-cent sizes that have recently been brought into the market are finding extended favor.

Announcement was made this week by S. Bachman & Co. that they have discontinued handling the La Confesion cigar. The company is about to issue a new price list and this brand has been omitted. Announcement has not been made as to who will take the agency for La Confesion.

### Off to Philippines

Alfred Ehrman of Ehrman Bros., Horn & Co., leaves for a trip to Manila, having extensive interests in the Philippine Islands. Mr. Ehrman, who will be accompanied on the trip by Mrs. Ehrman, will sail from San Francisco on the *Hoosier State*.

### Reaches Flowery Kingdom

John Gerdts of Frankel, Gerdts & Co., arrived in Japan and is probably now on his way to India. A letter was received this morning by John Bohls, manager of the business in Mr. Gerdts' absence, telling of the traveler's safe arrival in Japan.

### Back From Denver

Morgan Gunst of the General Cigar Co. arrived in San Francisco this morning from Denver, where he inspected the branch in that city. Mr. Gunst was accompanied by H. T. Short, who has been visiting in Chicago.

### Izzy Knows a Thing or Two

Izzy Mendelson has been in Eureka and northern California towns in the interests of Ehrman Bros., Horn & Co. While Izzy was away the "flu" was quite prevalent and he found a number of his customers among the missing. Inquiry proved that said customers had taken to their beds. Izzy, undaunted, went to their homes with his sample case and sold them bills of goods. He was careful to see that they did not get up to look over his samples, as he feared that they might drop dead before the order was signed. Izzy says that when it comes to smallpox epidemics he calls his sick customers up by phone.

### Change Positions

Charles De Salvatore, who has been on the road for the General Cigar Co. has been recalled to the home office and is now in charge of the wholesale stock and delivery department. W. Appilis, who has been on the inside looking out, is now one of the road representatives.

### Two New Factories

Isaac L. Cohen has opened a cigar factory at 1805 Haight street, San Francisco. The R. and R. Cigar Mfg. Co. has established a factory in Los Angeles.

### Getting Express Shipments

Express shipments of Garcia y Vegas are now being received in San Francisco by a number of the leading retailers, including the Harry Bercovich Cigar Co., Irving Pollak, Bob Donohue, Isidor Ash, John C. Connor, Marx Bros. and C. C. Greenman. That Garcia y Vegas are in demand despite the business slump, is the declaration of Walter Fricker, Pacific Coast representative. Mr. Fricker leaves Thursday for a visit in Los Angeles.

### Gets United Agency

The Regent News Co., on Sutter, near Powell street, has taken an agency for the United Cigar Stores Co. The United Co., as well as other chain stores, this week, started selling Tareyton cigarettes for 25 cents instead of 30 cents. They wholesale at $10.50 instead of $12.25.

### Interesting Trade Notes

M. Ascheim, retailer at Reno, Nevada, has sold his store in that city to Ed Rotholz Co.

Horace Gladstone recently visited in San Francisco on his way to Los Angeles.

A new size of Optimo cigars is soon to make its appearance. It will be known as the St. Francis and will retail at two for a quarter.

The Consolidated Cigar Co. is to again introduce the Harvester cigar on this coast. M. Blaskower & Co. will be distributing agents.

E. A. Kline, representing the Medalist cigar, is a guest at the Palace Hotel in this city this week.

Ed Elam, who has been touring the east in the interests of his Manila lines, has returned to San Francisco.

H. Miller, representative of La Prueba cigar, has returned to San Francisco following a trip to Chicago.

H. L. Judell, senior member of H. L. Judell & Co., will go to Eureka Wednesday, to preside at a United Commercial Travelers' affair.

Milton Glass, who toured northern California with Mannie Cohen of H. J. Judell & Co., in the interests of El Belmont cigar, recently returned to San Francisco. He will visit Sacramento Valley towns shortly. M. R. Smith, representative of H. L. Judell & Co., has recovered from an attack of the "flu."

Frank Niles, of Niles & Moser, Kansas City and Denver, visited the trade in San Francisco en route home from Honolulu.

The Associated Tobacco Growers has filed articles of incorporation at Sacramento, with the following directors: J. F. Krenkel, George Gray and M. O. Wyatt of Esparto; D. Q. Adams of Woodland, and Alfred Aram of San Francisco.

# Minneapolis Merchants Hear Interesting Talk

## Told "Credit Alignment" Is Basis of Reconstruction of Business —Salesman Will Help Solve Buying Problems—Should Help Worthy and Check Unworthy Dealers.

MINNEAPOLIS, March 3. — "Credit alignment is the basis for the reconstruction of business and is more truly the 1922 foundation stone than either buying or selling," according to Wm. H. Ryan, president of the Minnesota Retail Merchants. "Buying goods is very important but if a merchant is worthy of his name he must buy nearly right, and if he doesn't know how the salesman of today will help him. So it resolves itself down into a question of credits. Unless the credits given by the merchants of the nation are so well founded that they help the worthy and check the unworthy, business is in a precarious condition."

### Making Hit with Smokers

Fatima cigarette ads are appearing in the daily newspapers and the new 23 cent price is making a hit with the smoker.

N. R. Price is noted for carrying a larger line of imported smoking tobaccos than any other retailer here. In his stock are such brands as Imperial Mixture, John Cotton, Gallagher's Ltd., and Benson & Hedges.

Palo, in the king's size, packed in cans and selling at 2 for 25 cents, are displayed on the top of many show cases.

### The Prince of Pipes

Albert the Prince of pipes, made by Kaufman Bros. & Bondy, are sold here. The retail price is 75 cents.

### Good Sellers

The Minneapolis Drug Co. is a large distributor of cigars. The house controls for this territory, La Palina, Henry the Fourth, La Azora, La Venga and Mapacuba, all of which have a good sale locally.

### Blackstones Well Placed

Waitt & Bond's Blackstone cigar is well placed. The Minneapolis hotel cigar stands report Blackstone a favorite with the eastern travelers who stop here.

Several fine Helmar cigarette displays are shown in the windows.

Emerson, "the mild and mellow" cigar, has many friends, all the stores show this brand which comes from the Lewis Cigar Co., of Peoria, Ill.

Some classy Beechnut cigarette displays have been placed in the downtown windows.

The hotels and leading cigar stores report a good sale on La Democracia, clear Havana cigars which came from A. Amo & Co., Tampa. Geo. Meigs makes this territory for Amo & Co.

### Goes Merrily Ahead

La Palina a big seller here, goes merrily ahead in sales. At present a factory rebate deal is given the dealers by the Minneapolis Drug Co.

### Keeping Wires Hot

Carl Thomas, 18 South 5th street, says there is no better cigar made than the Ben Bey. He does not seem able to get enough ahead to supply the demand and is always wiring to Nathan Elson Co., Chicago, to hurry additional shipments.

### Multum in Parvo

Charles Gleason, 7½ South 6th street, has a neat window trim of Palo cigars. Here at this little cigar store, and it's the smallest in the Northwest, you may be sure of finding your favorite brand for Charlie carries them all.

Garcia Grande Pictorial News signs are shown on all the cigar store windows.

### In Front Row

N. R. Price features such brands as Hoo-Hoo, José Grande La Fendrich, Garcia Grande, La Palina, Murial, Romeo-Garcia, San Martin & Leon and Robert Bacon.

### Lozano Line

The Louis Nathanson Co., 326 Hennepin avenue, have received a large shipment of Lozano cigars which they are now placing with their trade.

### Naturals Reduced

Natural Round cigarettes have just

(*Continued on page 26*)

Herminio Madera
ALONSO RIERA & CO.
PACKERS OF
Porto Rico Leaf Tobacco
Importers and Exporters
*The Tobacco Palace*
SAN JUAN, PORTO RICO

# Up State Biz Is Still Causing Caustic Comment

## Row, You Galley-Slaves, Row!—Paul Has Solved Rebus!—Locker Sings in Another Key!—Harry's Studies Flop to Blackstone—Selling Cigars Is Johnny's Business!

NEW YORK STATE CAPITOL DISTRICT, As-You-Were-Week, 1922.

"In the army, Sam, it's this way," illustrated Jim Stubb, standing at-ease, Spanish War style, in the barracks o' Stubb & Ash, Inc., jobbers to the bonus-billiams. "When a mistake in executing the manual is made, the drill-bob hollers out, 'As-You-Were.' Which means, by and large, to try it all over again, 'cording to general orders number 13, R. S. V. P."

"Yeh, yuh should already tell me that 'way back there when them Rough Riders meant somethin' elser except a fordson, y'unnerstan," Sam Ash reminded him, just as a possible big buyer came in. "But if yuh should now refer to this here business bein' as-you-were, unnerstan, an' that we gotta try it all over again—excuse me!"

"Why, Sam, if we're doing it so rotten now, maybe we can do it better next time," suggested Jim Stubb, breaking up the parade to find a seat with the Hot Chair Club. "And it's my impression, too, that we can do it a whole lot better if we try. Now suppose—"

### In 28 Years Was It Ever Like This?

"Suppose what you will, it isn't good—if you're referring to trade," interrupted Boss Bennett, he of J. M. Bennett & Son, Oneida cigar manufacturers, as he came across the threshold o'the Committee on Hard Times. "In twenty-eight years with my father, I've never seen business quite so disorganized in the cigar line.

"Trend o'the times is seen in the increasing demand for cheap goods. Nobody wants fifteen cents and two-for-a-quarter domestic cigars now. They all want ten-cent stuff. And a manufacturer, to be square, can't make a decent smoke for the price unless he eliminates all his own and the retailers' profits.

"Of course we're still making the Delaware brand in good grade and some other brands in the cheaper class. And we never tried to operate a shop in excess of our capacity to finance. Therefore, if the necessity ever arose, we could, at short notice, cease operations and await more favorable times to resume work. We will not make inferior cigars to meet competition on price, that's all there is about that!"

### Overboard With Overhead!

"Well, to meet difficulties of the times, I suggest an antidote of more work!" planned George C. Denike, cigar department manager o'the Gibson-Snow Drug Co., Albany, Troy, Syracuse, Rochester, and other Rand-McNally towns and villages, as he slowed down a bit to make the grade into the Hot Chair Club. "Meet your increased overhead with increased business and profits, even though you have to work nights at it!

"It can be done! Yes, sir, to overcome the tension of the times there's nothing like hustle! Sure, you meet rebuffs! No one wants to buy! They never did, except during the joy-jag of the war inflation. So buckle on your armor, pick out a sharp spear, and tilt into it! Overboard with overhead—then all pull together for better business!"

### Advertising Is the Answer, Says Paul!

"Better business is the reward of those who advertise!" solemnly declared Paul Wessells, on the job for the General Cigar Co., including Bob Burns and the Wise Owl, as he kicked into the Committee on Tentative Suggestions. "National brands, made so by advertising, always sell.

"No matter how dull it is elsewhere, the dealer who stocks only cigars which are in constant demand, finds business good! Turn over—that's the answer! Action—that's the word! No slush on the shelves, no frost bitten stock—just smokes which sell, that's all! Keep to this policy, even though the per item profit is not so large, and your answer is—$UCCE$$!"

### Locke Has the Key to Millions!

"Right you are—advertising is it!" agreed W. J. Locke, Capitol District Boss for the American Tobacco Co.'s tobacco-cigaret division, coming thru the rye to a seat with the Committee on Glass Blowers. "For positive proof, I only have to mention that the cigarets sold in this division of the Hudson River territory alone last year for the A. T. Co. showed an increase of thirty-three million over 1920.

"And so far this year, in the dull month of January, we sold right here thru local jobbers about an even million more than we did two years ago! Ten cent cigarets are coming strong. Jobbers are now stocked with One-Elevens in the new size, and the tens of Lucky Strikes are also showing a nice advance in sales.

"For the minute, we are pushing drop shipments of high-grade tobaccos and cigarets. It is impossible to sell every dealer one of these $10 deals in Blue Boar, Imperial Cube Cut, Pall Malls, and the like, but we are putting over all we possibly can with the down-town retailers.

"All in all, perhaps, business is not bursting with prosperity. But I **still** maintain that if a salesman is sincere, works hard, does the very best he can, he will make as good a showing as any year—not even excepting the good times of two years ago!"

### And Locker Has Another Key!

"Very good. That applies to cigarets, maybe, but not to cigars," opposed A. A. Locker, just in for San Martin & Leon Co., Tampa and the North, as he registered with the Committee on Tribulations. "For, no matter what you do for cigars, especially expensively good cigars, there's no action!

"All the way up from Washington and Baltimore, I've been plugging against the same story—no trade. And, by-bob, no one has worked harder than I, that's a cinch! If you don't believe it, take this grip and travel down the highway a piece! Listen in on the stories. Hear the kicks. Get the pessimism. Try it on, ole man, try it on!"

### Harry's History Turns to Law!

"Sure, see if it should possibly fit, anneyhow!" encouraged Sam Ash, selling his wholesale customer a box of twenty-five resagos for a sample order, less the usual ten, five, and two off. "That's what Harry Russell should do, y'unnerstan.

"Because Harry he has quit G. W. Van Slyke & Horton in that there Schenectady (there-it-is-again!) territory, and has signed up with the Dearstyne Brothers Tobacco Co. in the same field for Blackstones instead of Peter Schuyler cigars, unnerstan me."

### To Schenectady Goes Lewis, Too!

"Going over to Schenectady myself," mentioned Fred Lewis, the Saugerties jobber, as he came into the Hot Chair Club for a glance at the stock thermometer. "Might as well be there as anywhere. I s'pose business isn't any worse there than it is right here, is it?

"But I look for an improvement soon. This condition can't last for ever. And the improvement, to my mind, will be gradual, very gradual. Nothing like the boom times of two years ago. Not until people regain their confidence in things—particularly the cigar business!"

### Johnny Sells Cigars—At Times!

"I guess that's what's the matter," sighed Johnny Quinn, tacking down the lid on a box o'Flor de Manuel cigars o'the Allen Cressman & Sons, Philadelphia and other live towns. "Buyers of cigars haven't any confidence—not even when they buy stuff for shipment next year!"—THE SMOKER.

### Changes Hands

LIVERMORE, Cal.—Adolph Johnson has sold his cigar store here to L. Chirone.


ENGLISH OVALS
CIGARETTES
*Blended in the Good Old English Way*

Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

*Made by the makers of*

Philip Morris
BOND STREET CIGARETTES
In the Little Brown Box

*"The Ultimate in Cigarette Luxury"*

IMPORICO
REG IN U.S PAT. OFF
(IMPORTED)

Its Size and Price Make the First Sale—
Quality Makes the Others

And it's the others, the repeat sales, the day after day sales that make your business profitable.

Imporico cigars have the three sales making qualities to a marked degree.

First there is a price for every smoker's pocketbook.

Then there is a size for every man's fancy, and every size has the right price—from 15c straight up.

And lastly that unvarying custom keeping quality is there.

Imporico is a cigar to depend on.

*Jobbers write for territory.*

Infanzon & Rodriguez
Factory: Mayaguez, Porto Rico
New York Office: 45 E. 17th St.

Palma Chicos—5½ inches—2 for 25c.

Palma Chicos—5½ inches—2 for 25c.

*The* Model E-1
Universal Wrapper Register
For counting and registering one cut wrappers in pads of fifty cuts $30.00

*The* Model D-2
Universal Wrapper Register
For counting and registering one and two cut wrappers in pads of fifty cuts $50.00

*The* Model C-3
Universal Wrapper Register
For counting and registering one, two and three cut wrappers in pads of fifty cuts $70.00

# THE "WHYS" OF *The* Universal Tobacco STOCK AND LABOR-SAVING Machines and Devices

•

TO increase production, to save stock and to reduce labor costs—there you have the reasons behind every Universal Tobacco Machine and Device.

It is but natural that the vast industry of cigar making should use every possible means of supplying its immense market with all possible efficiency and economy. Other great industries do it—why not yours?

The very widespread use of Universal Tobacco Machines and Devices makes competition very hard for those who struggle along under the handicaps of old-fashioned cigar making methods. All are finding it more and more necessary to use every possible scrap of stock, every moment of production time and every bit of human and mechanical labor.

The models shown on this and the opposite page are good examples of how thoroughly the Universal Tobacco Machine Company is simplifying every process of cigar manufacture. Wherever a need appears or wherever a possibility of economy presents itself, this Company may be trusted to meet the situation and thus strengthen the hand of the live manufacturer.

•

Universal Tobacco Machine Co.

116 West 32nd Street, New York, N. Y., U. S. A.

*Factory:* Newark, N. J., U. S. A.

# THE "HOWS" OF

## *The*

# Universal Tobacco

## LABOR AND STOCK-SAVING

# Machines and Devices

•

Model M
Universal Tobacco Stripping and Booking Machine

Model M
Universal (Non-Booking) Tobacco Stripping Machine

Model F
Universal Tobacco Stem Crushing and Booking Machine

Model F
Universal (Non-Booking) Stem Crushing Machine

Model J
Universal Leaf Counting Device

Model K
Universal Gum Cleaning Device

Model W
Universal Butt Cutting Device

Model E-1
Universal One Plate Wrapper Register

Model D-2
Universal Two Plate Wrapper Register

Model C-3
Universal Three Plate Wrapper Register

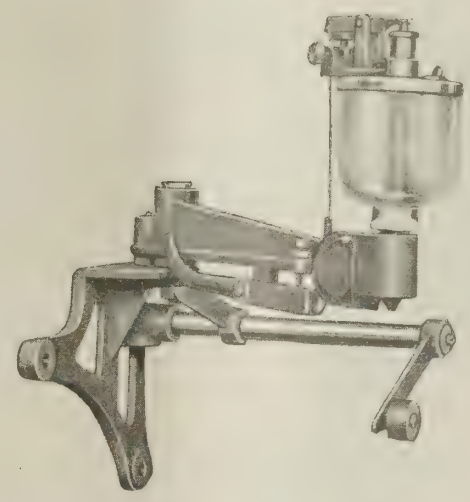
Model S
Universal Cigar Banding Machine

•

**Universal Tobacco Machine Co.**

116 West 32nd Street, New York, N. Y., U. S. A.

*Factory:* Newark, N. J., U. S. A.



The Model K Universal Gum Cleaning Device

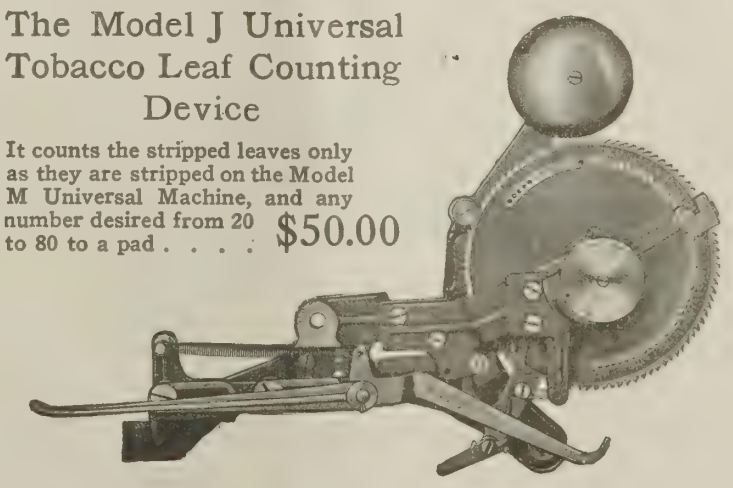
Keeps the cutting knives of the Model M Universal Tobacco Stripping and Booking Machine free from tobacco, gum, dust, sand, etc. . . $25.00

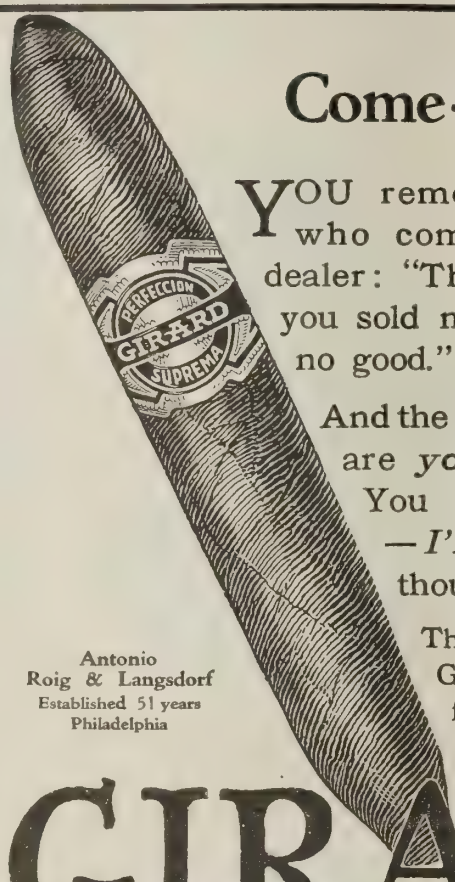
The Model W Universal Tobacco Butt Cutting Device

Extremely simple in construction and easily attachable to either the Model M or the Model F Universal Machine . . . . . $15.00

The Model J Universal Tobacco Leaf Counting Device

It counts the stripped leaves only as they are stripped on the Model M Universal Machine, and any number desired from 20 to 80 to a pad . . . . $50.00






Come-backs

YOU remember the man who complained to the dealer: "That Ro-po cigar you sold me yesterday was no good."

And the dealer said: "What are *you* kickin' about? You only bought *one* —*I'm* stuck with a thousand!"

The only come-back on Girards is a come-back for more Girards.

Antonio
Roig & Langsdorf
Established 51 years
Philadelphia

GIRARD

*Never gets on your nerves*

IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.

CONSOLIDATED CIGAR CORPORATION

*Head Office.* 81*st Street and East River* *New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS
E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora


# Philadelphia Dealers Note An Improved Demand

## Business Being Done by Price Cutters Indicates Increased Consumption—Regular Retail Trade Generally Satisfactory—Factories Operating on Larger Scale.

PHILADELPHIA, March 7.—Though the first week in March did not bring in its wake to the legitimate retailers all the betterments which they have been anticipating and which so many prophesied would appear, they express themselves as quite well satisfied with conditions as they observe them, seeing in the activities of their keen competitors, the cut price establishments, an indication of increased consumption. They are hopeful—indeed they are confident—that pretty soon they will share to a larger extent than they now are doing, this improved demand. Their argument is that there are still tremendous quantities of surplus stock, war babies and the like, goods which were forced on the market at sacrifice prices, because of financial embarrassments, and the money stringency which now is passing; but that the end is in sight, and when it does come, with a steadily increasing buying power of the public, there will come also better business for all. Meanwhile, however, all the circumstances being considered, the retail business as it is found in the center of the city is satisfactory, and away from those localities in which the cut price establishments are congregated, is really encouraging. Reports received by jobbers from salesmen who make the rounds of neighborhood shops, particularly the industrial section in the northeastern extension of the city, is that there is greater freedom in the placing of orders by the small dealers than they have enjoyed for some time. These merchants are entirely confident of the future, and are evidencing that confidence by larger orders and orders for higher priced goods.

### Large Factories Operating Full Force

All of the local factories, whose distribution covers the entire United States are running full and they report a continuance of the upward trend, although the pace is not quite as quick as many had anticipated it would be, and as all wished for.

Better conditions are reflected in the leaf market. The brokers and dealers report freer buying, although the dominant notes are still discrimination in selection and limitation of orders to present day, or at least present month requirements. With all, however, there is much more freedom in this buying than there was and this is taken as an indication of much better conditions shortly to appear.

### Square Circle Not Yet Square

Although it was hoped a week ago that a solution of the financial troubles of the Square Circle Cigar Store, at 5th and Walnut streets had been found, through the activities of the Philadelphia Association of Credit Men, which believed that by taking charge, it could secure for the creditors a 100 per cent settlement, developments of the week indicate that all is not yet over. Allegations of broken faith are made. At all events, the Association has stepped aside for the time being and the Sheriff may shortly step in. The late proprietors of the establishment have made an effort to settle on a 50 per cent basis, but it is not believed with very marked success. Influential creditors are urging that no settlement on these terms be made, and it is not believed that bankruptcy proceedings will be instituted; but it is thought that instead a settlement can be reached on much more advantageous terms to the creditors than the one tentatively being offered by the former proprietors.

### Extending Mail Order Business

Beginning with the present week the Scarlett store, 7th and Chestnut streets, extends its mail order business into entirely new fields. It is invading the west, beginning with a campaign in Chicago. The firm is now systematically appealing for trade in New York, Boston and Williamsport. At the close of the week, there was sent out in one parcel post shipment broken, however, into a number of small packages, an order for 5,000 Roi Tan cigars. They were consigned to one of the moving picture magnates in Hollywood, Cal.

### Reeves, Parvin Virtually Closed Out

The business of the cigar department of Reeves, Parvin & Co., Delaware avenue and Chestnut streets, virtually has been closed out. Manager John Van Miller remained at his old post, but during the present week, will move into new fields. No definite announcement of his future plans has been made, but it is understood that he will visit his old friends in the trade with the accounts of a number of large manufacturers.

Yahn & McDonnell, through their retail stores, are featuring this week the five-cent proposition new to this market called Rotten. The advertising for the Rotten cigars is attractive.

### In Cheerful Atmosphere

It will, therefore, be in an atmosphere of real good cheer that the members of the Retail Cigar and Tobacco Dealers' Association will sit down to table at the Cafe Louis, 12th and Walnut streets, this week, for the first social, dining and business session of the new organization. The officers of the association headed by Chauncey D. Schoch are hopeful that a large attendance will give approval of the efforts put forth to introduce the dining and social features into the growing association.

The officers of the new association feel that particularly in this critical time in the industry, there are many grave problems of business import to be solved, but that the prime essential first of all is to enlist in association ranks a representative number of dealers so that whatever action is taken on matters of trade interest, will voice the opinions of the trade generally and not merely those of a restricted number. The chief end to be


ABOVE ALL
BOLD
Now 2 for 15c.

The recognized standard of cigar quality and cigar value. Bold's pre-eminent popularity is due solely to incomparable and unchangeable quality.

BOBROW BROTHERS, Inc.
MANUFACTURERS
PHILADELPHIA, PA.

attained, therefore, at this time through the dining and the social features is to attract to the association as large a number of dealers as possible for in numbers and in unity there is strength.

### From Old Dominion

L. W. Davis and his son, Clyde Davis, of the Old Dominion Tobacco Co., Norfolk, Va., distributors of the Bayuk Bros. lines, visited the Philadelphia factory during the week.

In the shops of the centrally located dealers, there is now being shown the Careme, a five-cent product, packed in round cans. It is the first line at this price and in this packing, generally offered, and is attracting much attention.

### Strollers Are Active

Active sales are reported for the Strollers cigarettes, retailing at 15 for ten cents and made by the Tobacco Products Co.

Reduction in the price of Optimo Kings from 20 cents to 15 cents is reported to have actively stimulated sales.

### English Oval Club Certificates

A number of retailers are proudly displaying the English Oval Club Certificates issued to those who are pushing this line made by Phillip Morris & Co.

The Label cut-rate chain of stores is reported to be doing a large business in the jobbing house which it recently opened in Vineland, N. J.

### Resume With 2,000 Hands

Reports from Quakertown, Pa., are to the effect that after a two weeks' suspension, the Eisenlohr cigar factories in eastern and central Pennsylvania have resumed operations, giving employment to about 2,000 workers.

### Running Full Time

Sales manager Frank Will of the El Producto Co. has returned from a mid-western trip. On his return through Pittsburgh he visited Daly Bros., Inc., for many years located in Butler, Pa., and still very prominent there, but who at the beginning of the year opened a Pittsburgh branch. The firm handles El Producto lines exclusively. All El Producto factories are running full time and some are using the new Cuban crop recently purchased in person by Samuel Grabosky. It is giving most satisfactory results.

The El Silbo Cigar Co., 1015 Diamond street, has reduced the price of Silbo from 12 to 10 cents. The firm is pushing its new nickel Rams Horn. Bernard Feifer, of New York, maker of the Holland Society brand and father of Abraham Feifer, proprietor of El Silbo factory, visited his son during the week.

Jerome B. Levy, superintendent of the Eiseman factory, has returned from a "honeymoon" to Pinehurst, N. C. Prices on the Men-de-Lion are being stabilized to the King size at 10 cents, the Bon Ton and Perfectos, two for 25 cents and the Superior 15 cents. King sizes are now being packed in cans. Frank B. Eiseman, of the firm, is now taking exclusive charge of the cigar department and has just returned from a trip through the southern states, his last stop was New Orleans.

### To Help Father

Clifford Narrigan, youngest son of Harvey G. Narrigan, jobber, for some time in charge of his own store at 9th and Filbert streets, has given it up in order to assist his father in the jobbing business and was the recipient on the closing day of a very much appreciated testimonial from his customers. It consisted of a silver loving cup inscribed with his name and presented "By the Boys." Harvey E. Narrigan, another son, also has become active in the jobbing business.

The Halpern Cigar Co. is featuring its new Fifty-Fifty Perfecto size, a five-cent seller, and its Edmund Halley, Corona size in cans.

Robert A. Halpern, son of the proprietor has just returned from a trip through Ohio and New York state. B. Morris & Co. are the Rochester distributors, and Plimpton & Cowan, the Buffalo distributors for the Edmund Halley.

### New Cigar Factory

A new cigar factory has been opened on an upper floor of the building, 12th and Cherry streets, principally occupied by Sig. C. Mayer, for the use of a new company, the Del Caso.

the weather has anything to do with the quality of the cigars you make, if encased in our famous wood package, you will know they are safe from climatic changes.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.



FLOR DE
MANUEL
CIGAR

"THE BLEND THAT MAKES HAVANA MILD"

ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA


## St. Louis Jobbers Having Usual Calls for Goods

### Retailers Report Good Demand from Customers for Regular Brands—Indications Point to Early Betterment—Hibbeler Leaf Tobacco Co. Incorporated—Many Salesmen on Road.

St. Louis, March 4.—There has not been much change in the cigar and tobacco trade during the past week. Jobbers report having their usual calls for goods and retailers state that they are having a good demand from consumers for their regular brands. Indications are favorable, however, for a betterment before very long. A severe snow storm, the deepest for the past two years, put a slight crimp in both the wholesale and retail trade.

The Hibbeler Leaf Tobacco Co., operated by Nicholas Hibbeler and Anton Bruns, as partners, located at 119 Pine street, incorporated last week with a capital stock of $50,000 fully paid. Nicholas Hibbeler holds 245 shares, and Anton Bruns 245 shares. The third stockholder is W. H. Oberbeck, who holds 10 shares. The concern will operate their business as heretofore at the old location.

Arthur C. Fuelcher, proprietor of a cigar store, was the victim of robbers one evening this week. He parked his automobile in front of his home, and while in the house some one stole 3,400 cigars valued at $281.55 from a box attached to the rear of the automobile. Two men who rode away in a coupe are suspected of being the thieves.

A. D. Carroll is now representing the Belinda Cigar Manufacturing Co., in Missouri, with headquarters in St. Louis. He was formerly connected with the Parker-Gordon Cigar Co.

Lee Cronbeck, vice-president and treasurer of Moss & Lowenhaupt, left a few days ago on a business trip to Tampa, Fla. He will combine a little pleasure with his business.

Brinkman, Meisel & Recker, about the three most wide-awake cigar men in St. Louis, and Fred Baldwin, representing that Paramount cigar, and also the Don Julian brand, both makes distributed by the Brinkman, Meisel & Recker concern, have been showing many attractive window displays in St. Louis and East St. Louis recently. Wherever there is a desirable display place in both these cities seems to have been pre-empted by them. The result is that the sales of those two brands are growing rapidly. A new size of the Don Julian has recently been introduced.

The Mapacuba cigar is being exploited widely through newspaper advertising. The Mid-West Cigar Co. is the local distributor.

Many of the leading representatives have been in St. Louis recently and they seem to have done a good business, from what they report. Among the leaders have been Jose M. Cuyar, of Andres Diaz & Co., who placed four more sizes of the Flor de Andres Diaz, with Dengler & Hatz; Fred J. Steenbock, of the Havana-American Co.; Fred Suss, president of the Jacob Langsdorf's Sons, Inc.; Herbert W. Schloss, of S. M. Frank & Co.; W. H. Crumplen, of Adolph Frankau & Co., Inc.; W. W. Ney, of Kansas City; B. M. Torrence, of the Tobacco Products Corp., and many others too numerous to mention.

Notable window displays during the past few days have been the Perfecto Garcia, by Moss & Lowenhaupt; Charles the Great by the Charles P. Stanley Cigar Co.; the New Tungsten, by the Wm. A. Stickney Cigar Co.; the Garcia & Vega, at the Grand Leader; the Mid West Hand Made, by H. & H. Cigar Co., and the Aragona by Scruggs, Vandervoort & Barney.


STICK TO Cinco - IT'S SAFE

2 for 15c
everywhere

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

ESTABLISHED 1870 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Virginia CODES USED: Western Union, Arnold's 5 and 15, Lieber's

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

H. W. COBB, President T. W. WEBB, Secretary Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

*Dealers in* LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

ANDREW JAMISON, President Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

*ALL GRADES OF OLD BELT*

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"

*Largest Loose Leaf Tobacco Market in the World* W. T. CLARK & COMPANY Established 1887 *Dealers in All Grades Bright Leaf, Strips, Stems and Scraps*

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

C. O. DIXON, President A. H. BUCHAN, Treasurer

Cable DIBUCO, Mullins, S. C.

DIXON-BUCHAN TOBACCO COMPANY

Dealers and Exporters

VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

# Virginia Dark Tobacco Held Back by Bad Weather

## Small Quantity of Weed Reaches Market on Account of Muddy Roads—Co-operative Marketing Association Holding Center of Stage—Growers Want Receiving Stations Near.

NEW CANTON, Va., March 6.—Continuance of heavy winter weather has interfered seriously with tobacco marketing throughout the dark belt during the past two weeks or more. It might be said with truth that the average country road in central Virginia has been worse since the first of this year than has been known here for twenty or more years. This in spite of the large improvements made on the highways and the work of the Highway Commission. The two-foot snow late in January slowly melted with alternate freezing and thawing, and before it finally disappeared other snows and sleet fell, and a number of rains, with snow, sleet and heavy rain nearly all last week, the results being a vast sea of mud which is well nigh impassable. As a consequence of these conditions, little tobacco has been marketed, but all the dark markets have been reporting light receipts. The prices have remained good, though in many cases only the trashy remnants of the last year's crop have been offered for sale. It is thought here that the crop is almost sold, with but small amounts to come in now and April 1, at which time all the warehouses will probably be closed.

### Co-operative Marketing the Absorbing Topic

Little is heard here these days except reports about the revolutionary Co-operative Association for Marketing. The tobacco growers are proceeding with the definite understanding that the whole thing has made good and will function fully in the way of handling next year's crop and those to follow. Gordon Elcan, county agent for Buckingham, has just issued a broadside inviting every tobacco contract signer to meet at Buckingham Courthouse on March 11 to complete the organization for the county; to arrange for ordering co-operatively the fertilizers for this year's crop and to take other necessary steps in perfecting the organization in this county. It is understood that each county of the dark and sun-cured districts is holding a similar meeting.

### To Select Receiving Markets

Intense interest is shown here in the work of the tri-state committee which is to lease and buy warehouses, storage houses and factories for handling next year's crop. This committee is expected to visit Kentucky, Indiana, Ohio and other Burley States immediately and return here to begin the work of selecting receiving markets within the next thirty days.

### Object to Long Hauls

Growers throughout the State are intent upon having convenient receiving markets. They appear averse to long hauling or far shipments on the railroads, and will insist that markets be established at every point where there is now a well-equipped tobacco warehouse. Members of the committee have been instructed to select warehouses and receiving stations where formerly warehouses were engaged in selling tobacco, and the policy of the Association seems to be the establishment of many receiving stations for the benefit of the members.

### Few Plant Beds Burned

Few plant beds have been burned in this section as yet, owing to weather conditions, but growers are ready to begin this work as soon as the weather clears and the land gets dry enough.

### Over-production Not Unlikely

As frequently stated in this correspondence, the tobacco crop in the dark belt, other things being equal, will be a large one. The danger will be that of over-production, and unless the average grower is duly cautioned, the amount raised during 1922 will break all records. This is doubly true since everybody now believes that the Co-operative Marketing Association has something like magical powers

E. B. Ficklen, President Cable "FICKLEN" E. B. Ferguson, Sec. and Treas.

E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished Correspondence Solicited

H. G. Whitehead W. P. Anderson S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

Cable Address: "Dorothy" Codes: A. B. C. 5th Ed., Arnolds No. 5, Western Union

# PINETOPS TOBACCO COMPANY

PINETOPS, NORTH CAROLINA, U. S. A.

We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.

**Cable Address: PITCO, Pinetops, N. C.**


and will sell tobacco next fall and winter in any amounts at unheard-of prices. Unless this tendency is corrected, there will be an over-production that may prove disastrous to the industry.

Fruit growers in this section are fairly jubilant over the prospects for a great apple crop this year. The bud seems well set and the sleets of the past month have served to keep back premature development. Spraying has gone forward throughout the vast Virginia apple district, and everything seems ready now for the blossoming and the spraying against the coddling moth.

### Tobacco Benefits Orchards

Fruit growers in this section contend that for the first four or five years of the apple orchard's life tobacco culture between the trees is the ideal growing crop. The culture of tobacco leaves the land clean, soft and free from weeds, and the tobacco stalks and leaves seem to keep down the harmful insects. All young orchards in this section have been helped by tobacco growing, and the custom is being extended more and more widely.

All business, including that of retail tobacco selling, is slow and stagnant. Farmers are buying much feed and grain from Michigan and the West, and there is much complaint of hard times. Merchants are selling but sparingly, and that only of necessities. High priced tobaccos, pipes, cigars or cigarettes are taboo, and only what is needful to the confirmed user is purchased at all.

W. L. Boatwright, veteran tobacco buyer, still continues ill at his home here, with his recovery in doubt.

Colonel Albert J. Terrell, the largest tobacco grower in this section and former buyer, has been laid up practically ever since Christmas with rheumatism, and he and wife will leave for Hot Springs, Arkansaw, within the next ten days for a protracted stay.

R. B. Hudgins, expert farmer and tobacco grower, who was prevented by drouth from planting tobacco last year, will put in a large crop this season and grow it under strictly modern conditions. This winter he has been unusually active in Co-operative Association work.—PLUMMER F. JONES.

## Winston Average, $12.59

WINSTON-SALEM, N. C., Mar. 4.—Total sales for the week, 311,016 pounds; average price per 100 pounds, $12.59. Sold to date of 1921 crop, 32,365,845 pounds; average price per 100 pounds, $24.05.—WINSTON LEAF TOBACCO & STORAGE CO.

## Lynchburg Average, $15.15

LYNCHBURG, Va., March 3.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week..... | 158,800 |
| Sold to March 4, 1921..... | 8,452,800 |
| Sold to March 3, 1922..... | 8,208,400 |
| Decrease for 1922..... | 244,400 |

Receipts were light this week and as there is very little tobacco now in the farmers' hands will continue small to the end of the season.

Much of the larger part of the offerings was very common stock, as is always the case on the wind up, and the demand for such types was dull with prices low, but for the quality of the offerings stock sold well.

The demand for good grades is still very strong, and anything at all desirable brought splendid prices.

The general average price was $15.15, which was thought good for the quality of the offerings.

As the weather has been favorable for handling tobacco it is thought that the remainder of the crop can be marketed right away, so it has been decided to close the market for the season on April 1.

## Richmond Market Steady

RICHMOND, Va., March 4.—The market continues steady with good demand for all grades, especially the sweet manufacturing tobaccos.

There is no change in prices noticeable, and sales are small: Total for week 135,125 pounds at $17.80 average.—R. C. MORTON & Co.

## Springfield Average, $19.12

SPRINGFIELD, Tenn., March 4.—Total sales for the week, 494,190 pounds; average price per 100 pounds, $19.12. Sold to date of 1921 crop, 4,602,335 pounds; average price per 100 pounds, $20.65.

Difference in average for week and season due to so much inferior tobacco now being delivered.

### Quotations

Common lugs, 2 to 3 cents; medium lugs, 3 to 5; good lugs, 5 to 8; fine, 8 to 13. Common leaf, 8 to 16 cents; medium leaf, 16 to 26; good leaf, 26 to 34; fine leaf, 34 to 40 cents.

### Opens Store

CYGNET, Ohio.—H. L. Curtis has opened a cigar and pool establishment here.


# JOHN E. HUGHES CO.

Incorporated

BRIGHT AND DARK
VIRGINIA
CAROLINA
KENTUCKY

CLARKSVILLE
AND
SPRINGFIELD
GREEN RIVER
BURLEY

MARYLAND
TOBACCOS

Danville,
Virginia
U. S. A.

Cable address
Jehu-Danville

Codes
A. B. C., 4, 5 and 5th
Improved
ARNOLD'S 5 and 15
BENTLEY-LIEBER

LEAF
STRIPS
SCRAPS
STEMS

PACKERS
EXPORTERS
DEALERS

BRANCHES
IN ALL
IMPORTANT
SECTIONS

Established 1898 Cable Address: Randolph

# RANDOLPH MEADE & COMPANY

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

# E. V. WEBB & CO.

Cable "IRVINE," Kinston, N. C.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT
CORRESPONDENCE SOLICITED
COMPLETE FACILITIES
SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

# GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets

Correspondence invited. Cable address: "Lea," Danville, Va.

# THORPE & RICKS

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.

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INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION

WINSTON-SALEM, N. C., U. S. A.

J. M. VAUGHAN, Pres. J. W. VAUGHAN, Vice-Pres. R. N. CASTLEN, Sec'y
Cable Address: "VIRGIN," OWENSBORO, KY.

KENTUCKY & VIRGINIA LEAF TOBACCO CO.
(INCORPORATED)
BUYERS, REHANDLERS AND REDRYERS ON
Leaf, Strips, Stems and Scraps
FOR DOMESTIC AND EXPORT TRADE
Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos
Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.
Samples Submitted.
Orders and Contracts Solicited.
OWENSBORO, KY.
LOUISVILLE OFFICE: 1120 West Main St., LOUISVILLE, KY.

G. F. VAUGHAN TOBACCO CO.
BUYERS, REHANDLERS AND REDRYERS OF
Leaf, Strips, Stems and Scraps
For Home and Export Trade. Samples Submitted.
*Contracts Solicited*
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.
LEXINGTON, KY.

Cable address: "Phelon"
J. S. PHELON
*Leaf Tobacco Broker*
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam-Drying Plant
Ninth & Wing Avenue
OWENSBORO. KY.

W. R. NAGEL & CO.
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
OFFICE AND FACTORY:
NINTH & FINDLAY STS., PADUCAH, KY.

Cable Address—Tansy
Phone—Broad 1915
A B C 5th Edition
Arnolds & West, Union Codes
TANSY TOBACCO CORPORATION
*Leaf Tobacco Dealers and Brokers*
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
19 SOUTH WILLIAM STREET, NEW YORK

W. O. SMITH & CO.
Cable Address: "Lowbell"
Established 1865
Freight Brokers and Forwarding Agents
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
Main Office: 47 Washington St., New York City
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TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

J. W. HANCOCK & CO.
Dealers and Brokers in Leaf Tobacco
Hopkinsville, Kentucky, U. S. A.
Cable Address: Hanfall
Correspondence solicited

# Louisville Tobacco Market Reports

LOUISVILLE, Ky., March 4.—Tobacco sales as reported by the Louisville Tobacco Board of Trade:

## Tobacco Sales for the Week and Year to March 3

| Warehouses | Week: Auction sales | Week: Private sales | Week: Total for week | Year. Jan. 1, to date |
|---|---|---|---|---|
| Turner | 215 | 1 | 216 | 1,867 |
| Kentucky | 498 | 2 | 500 | 5,146 |
| Main Street | 169 | .... | 169 | 2,944 |
| Planters-Farmers | 518 | 16 | 534 | 6,627 |
| New Tenth Street | 193 | 86 | 279 | 3,944 |
| Louisville | 444 | 84 | 528 | 4,179 |
| | 2,037 | 189 | 2,226 | 24,707 |
| Year 1921 | | | 2,113 | 21,231 |
| Year 1920 | | | 1,513 | 22,142 |
| Year 1919 | | | 2,256 | 25,575 |

## Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,730 | 433 | 2,163 |
| Dark | 50 | 13 | 63 |
| | 1,780 | 446 | 2,226 |

## Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 14,745 | 9,316 | 24,061 |
| Dark | 490 | 156 | 646 |
| | 15,235 | 9,472 | 24,707 |

## Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 20,073 | 21,572 | 23,889 |
| Dark | 1,158 | 570 | 1,686 |
| | 21,231 | 22,142 | 25,575 |

## Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 12,878 | 19,244 | 21,374 |
| Sales of new crop to date. Original inspection | 10,723 | 16,188 | 18,075 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley | 493 | .... | .... |
| Dark | 6 | .... | .... |
| Total | 499 | 422 | 390 |
| Percentage of rejections to auction sales: | | | |
| Burley | 25 | .... | .... |
| Dark | 9 | .... | .... |
| Total | 24 | 20 | 26 |
| Rejections Jan. 1 to date: | | | |
| Burley | 5,253 | .... | .. |
| Dark | 156 | .... | .... |
| Total | 5,409 | 4,375 | 5,534 |
| Receipts— | | | |
| Receipts this week | 1,648 | 1,448 | 2,419 |
| Receipts, Jan. 1 to date | 15,880 | 16,617 | 17,046 |

## Monthly Report

*Tobacco Sales for the Month and Year to February 28.*

| Warehouses | Month: Auction sales | Month: Private sales | Month: Total for month | Year. Jan. 1 to date |
|---|---|---|---|---|
| Turner | 562 | 9 | 571 | 1,672 |
| Kentucky | 2,262 | 26 | 2,288 | 4,779 |
| Main Street | 1,102 | 55 | 1,157 | 2,807 |
| Planters-Farmers | 2,576 | 564 | 3,140 | 6,299 |
| New Tenth Street | 1,596 | 288 | 1,884 | 3,813 |
| Louisville | 1,851 | 142 | 1,993 | 3,857 |
| | 9,949 | 1,084 | 11,033 | 23,227 |
| Year 1921 | | | 10,430 | 19,118 |
| Year 1920 | | | 9,448 | 20,629 |
| Year 1919 | | | 11,405 | 23,319 |

*Classifications of this Month's Sales.*

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 7,729 | 3,032 | 10,761 |
| Dark | 226 | 46 | 272 |
| | 7,955 | 3,078 | 11,033 |

*Classifications of Sales Jan. 1 to Date.*

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 13,673 | 8,956 | 22,629 |
| Dark | 455 | 143 | 598 |
| | 14,128 | 9,099 | 23,227 |

*Classification of Sales to Same Date in*

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 18,094 | 20,101 | 21,855 |
| Dark | 1,024 | 528 | 1,464 |
| | 19,118 | 20,629 | 23,319 |

*Comparisons with Previous Years.*

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 12,505 | 17,497 | 20,005 |
| Sales of new crop to date. Original inspection | 10,436 | 14,857 | 17,016 |
| Rejections— | | | |
| Rejections this month: | | | |
| Burley | 2,371 | .... | .... |
| Dark | 49 | .... | .... |
| Total | 2,420 | 2,153 | 2,420 |
| Percentage of rejections to auction sales: | | | |
| Burley | 24 | .... | .... |
| Dark | 18 | .... | .... |
| Total | 24 | 21 | 26 |
| Rejections Jan. 1 to date: | | | |
| Burley | 4,888 | .... | .... |
| Dark | 150 | .... | .... |
| Total | 5,038 | 3,953 | 5,144 |
| Receipts— | | | |
| Receipts this month | 5,931 | 7,972 | 6,310 |
| Receipts, Jan. 1 to date | 15,080 | 15,460 | 14,861 |

## Stock Report

*Receipts, Deliveries and Stocks for the Month and Year to February 28*

| Warehouses | Receipts During Month | Deliveries During Month | Receipts, Jan. 1st to Date | Deliveries, Jan. 1st to Date | Stocks this Date |
|---|---|---|---|---|---|
| Turner | 308 | 366 | 927 | 1,070 | 1,137 |
| Kentucky | 1,557 | 728 | 3,779 | 2,268 | 4,669 |
| Main Street | 727 | 1,013 | 1,968 | 2,363 | 1,200 |
| Planteds-Farmers | 1,445 | 1,924 | 3,367 | 4,266 | 5,281 |
| New Tenth St. | 994 | 1,067 | 2,489 | 2,231 | 2,073 |
| Louisville | 900 | 900 | 2,550 | 2,280 | 3,527 |
| | 5,931 | 5,998 | 15,080 | 14,478 | 17,887 |
| Year 1921 | 7,972 | 7,297 | 15,460 | 12,374 | 17,035 |
| Year 1920 | 6,310 | 7,113 | 14,861 | 14,045 | 16,561 |
| Year 1919 | 9,396 | 8,664 | 19,849 | 15,955 | 8,191 |

## Hopkinsville Average, $15.36

HOPKINSVILLE, Ky., March 3.—Total sales for the week, 1,510,015 pounds; average price per 100 pounds, $15.36. Sold to date of 1921 crop, 12,324,770 pounds; average price per 100 pounds, $15.29. Sold to same time last year, 7,640,785 pounds; average price per 100 pounds, $10.04.—J. W. HANCOCK, Chairman Sales Committee.

## Official Quotations, March 3

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | .. to 7 | 7 to 8 | .. to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Common leaf (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

# WRIGHT, SMITH & COMPANY
MAYFIELD, KENTUCKY, U. S. A.
## LEAF TOBACCO DEALERS and EXPORTERS
Efficient in every respect and well equipped to supply specialties in all grades of fired dark.
Also especially equipped and efficient in handling export orders whether large or small.


## Free Movement at Paducah

PADUCAH, Ky., March 3.—The movement of loose tobacco has continued free throughout the week, notwithstanding the cold disagreeable weather. Prices have continued firm and higher on low grades of leaf which made up a large part of the offerings. I would say that these grades have advanced from 50 cents to $1 per hundred during the past week, while good common and medium have been slightly higher. Very little of what we could call good medium or good has made its appearance, but prices continued firm on these grades. Lugs have also been firm and irregularly higher.

Taking the market as a whole I would say that we have had the strongest market on low, common and medium leaf and lugs that we have had during the entire season.

Buyers have been active in the country and quite a good deal of tobacco has been sold. The unsold stocks now in the country are scattering and we estimate something like 75 to 80 per cent of the crop has been sold.

Since the market has taken on more life and activity, we think that prices from now on will continue firm, and no doubt the crop will soon be sold and worked up much earlier than usual. Farmers are generally well pleased with prices their tobacco is bringing and will continue to sell until they have sold out. Practically all the large buying interests are represented in the buying.

During the past few weeks quite a good deal of Western District tobacco has gone in to other loose floor markets, being shipped by farmers as well as dealers, loose in cars, and no doubt they are receiving prices that have encouraged them, but we think there will be very little more of this owing to the high prices in the home markets.

There has been a little business in old tobacco, which was confined principally to lugs which have sold at 4½ to 7 cents.

There is considerable inquiry for old lugs and some deals are pending that may move a large part of the old stocks. Holders of old lugs seem anxious to sell and willing to take low prices as compared with prices that the new crop is bringing, and no doubt we will see some activity in old lugs in the near future.

The weather for the past week has been chilly but damp with freezing temperature at night, which has prevented farmers from doing farm work, but they are well up with preparations for this year's tobacco crop and are now using their time delivering their tobacco.—W. B. KENNEDY.

## Greeneville Market Closed

GREENEVILLE, Tenn., March 4.—Total sales for the week, 15,204 pounds; average price per 100 pounds, $15.25. Sold to date of 1921 crop, 4,176,354 pounds; average price per 100 pounds, $31.22. The market is now closed.—THE AUSTIN CO., INC.

## Exciting Market at Mayfield

MAYFIELD, Ky., March 3.—Wright, Smith & Co., leaf tobacco dealers and exporters, report as follows:

As predicted in our report of Feb. 24, we have had this week an exciting market, notwithstanding the unfavorable weather; and as a result, the average is about one cent higher for leaf:

| Date Reported | No. Loads | Leaf Avrg. | Lug Avrg. | Gen. Avrg. | Avrg. Year Ago |
|---|---|---|---|---|---|
| | 5,611 | | | | |
| Feb. 25.. | 93 | $14.70 | $1.90 | $12.12 | $5.06 |
| Feb. 27.. | 114 | 15.42 | 2.00 | 12.73 | 6.33 |
| Feb. 28.. | 107 | 15.18 | 1.91 | 12.52 | 6.45 |
| Mar. 1.. | 54 | 15.13 | 2.06 | 12.51 | 6.98 |
| Mar. 2.. | 31 | 15.45 | 2.11 | 12.78 | 7.20 |
| Mar. 3.. | 76 | 15.53 | 1.94 | 12.81 | 7.14 |
| | 6,086 | | | | |

Considerable activity continues in country buying, with practically all interests well represented in each direction; which activity is having a tendency to somewhat excite the farmers.

## All Delivered at Owensboro

OWENSBORO, Ky., March 4.—The Hodge Tobacco Co. makes report as follows:

**Sales of Pryor Tobacco**

| | Pounds | Av'ge |
|---|---|---|
| Previously reported.... | 26,533,400 | $15.54 |
| Total sales this week.. | 1,203,775 | 12.74 |
| Total sales to date.... | 27,737,000 | 15.42 |

**Quotations**

GREEN RIVER

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Dark | c | c | c |
| Common ..... | 8 to 12 | 4 to 7 | 2 to 5 |
| Medium ..... | 12 to 14 | 6 to 12 | 3 to 6 |
| Good ..... | 14 to 25 | 12 to 16 | 4 to 7 |
| Brown | | | |
| Common ..... | 18 to 20 | 10 to 15 | 3 to 4 |
| Medium ..... | 20 to 25 | 12 to 18 | 4 to 6 |
| Good ..... | 25 to 40 | 16 to 20 | 6 to 10 |
| Red | | | |
| Common ..... | 18 to 25 | 10 to 12 | 3 to 6 |
| Medium ..... | 25 to 28 | 14 to 18 | 5 to 7 |
| Good ..... | 28 to 42 | 15 to 22 | 6 to 12 |
| Colory Selections | | | |
| Common ..... | 18 to 25 | 10 to 15 | 3 to 6 |
| Medium ..... | 23 to 30 | 15 to 22 | 6 to 8 |
| Good ..... | 30 to 40 | 20 to 23 | 8 to 15 |

Tobacco grown in the five counties comprising the Green River District is practically all delivered.

Farmers have been burning and steaming plant beds this week in preparation for the coming season.

## Lexington Average, $21.46

LEXINGTON, Ky., March 6.—Since the opening of the independent burley tobacco market December 15 a total of 10,417,380 pounds of tobacco has been sold on the Lexington floors for $2,235,931.33, an average of $21.46 a hundred.

Sales at the Geary house were discontinued February 25, but during the past week at the People's and Jewell houses 197,605 pounds were sold for $40,846.25, an average of $20.66. This amount was about 150,000 pounds less than was sold the previous week at the two houses. The average, however, was more than one dollar on the hundred pounds.

Total sales at the Jewell house to date aggregate 4,421,220 pounds which brought $922,382.71, an average of $20.86 a hundred. For the past week the sales were 92,220 pounds for $19,334.21, average of $20.96.

The season's best average of $22.13 a hundred has been paid at the Peoples House for 4,088,645 pounds, which brought $906,337.64, and during the past week 105,385 pounds were sold at this house for $21,512.04, an average of $20.41 a hundred.

Total sales for the season at the Geary houses aggregate 1,907,515 pounds, which brought $407,210.98, an average of $21.34.


# MAIL POUCH
**The Tobacco that has maintained its**
**High Standard of Quality**
***For Over 40 years***
THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.

# Old Hill Side Smoking Tobacco
Booster Twist—Axton's Natural Leaf Twist Tobacco
and
## CLOWN CIGARETTES
are manufactured by
AXTON-FISHER TOBACCO CO., INC.
Louisville, Kentucky
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

**To Manufacturers of Scrap and Fine Cut Tobacco**
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

**THE TRANSCONTINENTAL TOBACCO CO.**
1018 W. Main Street, Louisville, Ky.
*Packers and Exporters*
**Burley, Kentucky, Tennessee, Virginia**
Cable: "ALEDREUX," Louisville, Ky.
Codes: A. B. C. Fifth Edition, Western Union, Bentleys

Cable: Kennedy — Codes: Arnold's 5 and 15, A. B. C. 5th Edition
# W. B. KENNEDY
PADUCAH, KY., U. S. A.
Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders or Commission
Factories: Paducah, Ky., Murray, Ky., Manfreed, Ky., and Martin, Tenn.

Cable: Austin, Greeneville — CODES: { Arnold's No. 5 / A B C 5th Ed. Improved
BURLEY BRIGHTS STRIPS SCRAP
## LEAF TOBACCO
## THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
*Latest Proctor System*

# FRIEDBERG BROS., Inc. LEAF TOBACCO
Dealers in All Kinds of
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1025 W. Main St., Louisville, Ky.
Barnesville, O.
We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

THE MENDELSOHN COMPANY, INC.
2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT

ABOVE ALL

SAN FELICE

*For Gentlemen of Good Taste*

The Nation's Choice For a Quarter of a Century

2 for 15c

The Deisel-Wemmer Co.
*MAKERS*
Lima :-: Ohio

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Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
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ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

# Cleveland Cigar and Tobacco Business Improving

## Everything Entirely Encouraging to a Booster—Most Dealers Note at Least Slight Increase—Regular Patronage Sustained, Which Augurs Well for Lively Spring Trade.

CLEVELAND, Ohio, March 4.—A résumé of conditions existing in local retail tobacco and cigar business is entirely encouraging to a booster of the cigar game. One is most surely convinced that trade is improving, if not rapidly, slowly but surely. Most of the dealers in the downtown business sections have experienced at least a slight improvement in the transient counter trade. The regular patronage has been sustained in a manner to bring joy to the hearts of the dealers, a patronage that augurs well for a lively Spring business. Improved conditions, though less noticeable among wholesale conditions, are nevertheless felt. Though the orders are not overly large, they are surely plentiful. No Cleveland cigar man need be a pessimist, there is too much here to be optimistic over, too much to look forward to, and hope for.

### Frank M. Lopez a Caller

Frank M. Lopez, hailing from the Garcia & Vega, is in our midst once again. Frank tells the boys here that his brands are going "great guns." Quality of merchandise and hard work on Frank's part are the reasons for their success here, without a doubt.

### Benny Block Back

Ben Block—what would the week's news amount to without mention of him?—is back once more. Ben tells us that St. Louis cigarists know, and better still, buy real quality cigars; hence Mi Favoritas, Telegrafos and others of the Park & Tilford line are being sold without number there. Somehow, Ben always comes back with a bunch of orders—he gets them alright.

### A Busy Store and the Reason

If you want to see an up-to-date, hustling store that is always on the "go," meander towards Fred Gollmar's Arcade store. It's always busy and yet you are greeted with unspeakable courtesy on entering and a cheerful good-bye when leaving. You are made to feel as though your patronage was appreciated, as though your business was wanted. Yes, Fred Gollmar has found that courtesy pays. His customers are always satisfied and they do come back.

### To Open New Store

Just heard that Conrad Asplan, formerly with the Union News Co., will open a new store at Hamilton, Ohio. Mr. Asplan is will known in the cigar game here and his success is assured because of his good business ability and his fine location.

### A Visitor to Gotham

Sam Mechalovitz, of the S. Mechalovitz Co., big local jobbers, was the latest Clevelander to visit Father Knickerbocker in his New York home. Sam writes that he's having a great time and isn't at all anxious to get back on the job. He's frank, at that.

### United to Open New Store

The United Cigar Stores Co. is to open another store, this time at East 105th street and St. Clair avenue. This intersection is one of the Fifth City's busiest, and should, unquestionably, prove an attractive harvest for the United chain.

### H. C. Christy to Distribute the El Werth

When Leonard Wertheimer left Cleveland last week he had one little job tucked away safe and sound. Leonard succeeded in placing the Wertheimer Bros.' new five-cent cigar, the El Werth, with one of Cleveland's leading jobbers, the H. C. Christy Co. The El Werth, while a comparatively new brand, is already quite popular with Cleveland smokers.

### About Al and His Car

Dropped in at Siegel's the other day. That's that big store on Prospect avenue which handles so many pipes. Here, also, is the city's largest and most complete "pipe hospital," where old pipes come out new; broken ones mended, and dirty ones clean. Al Siegel was behind the counter, and Al always is hustling. "How's business?" I asked. "Great!" was the reply. Then the customers went out and we had the floor to ourselves. And then he started again on his favorite subject, his car. We hate to mention the name of Al's car because the Dodge people dislike publicity, but then it's Al's pride. Al is "some" driver—he's a great football player—he can pick the "holes." I know, for I had a ride in his car the other night—for one way. Al took us out, whither we knew not; we got out a ways (a long ways) and we stopped. We went out for a walk and Al and his car went home. We did, too—on foot.

### R. G. Dun Doings

Bob Ellis, who looks over things in general for the R. G. Dun Cigar Co., was in town this week. Bob wishes to let us know that the Weideman-Fries Co., local jobbers, will now distribute the R. G. Dun in this territory. The R. G. Dun cigar has been a big favorite with Cleveland cigar smokers for many years.

### Steve Ogden a Visitor

Steve Ogden, general sales manager for the Alfred Dunhill Co., of London, England, was a trade visitor last week. Mr. Ogden carried a complete list and assortment of Dunhill pipes that was certainly a revelation to see. Dunhill pipes are ever popular with Cleveland smokers who appreciate the ultra-fine in pipes.

### Returns from Toledo

S. Greenwald, of Greenwald Bros., recently returned from a short business trip, which included, in the main, the city of Toledo. The Kenway cigar is being pushed by Mr. Greenwald with a success that far exceeded his fondest hopes.

### Sam Gates Expected in Town

Samuel Gates, of the Webster Cigar Co. of Detroit, is expected in town this week to confer with A. D. Goodman Co., who distributes the popular Webster cigar here.

### Mr. Blum Recovering

David Blum, who owns the big store on Euclid, near East Ninth, and who has been sick for some time, is now very much improved. A short time will find Mr. Blum outside the hospital and back on the job.

### J. B. Moos Co. Takes on H. V. Gregg

H. V. Gregg is now enlisted on the sales force of J. B. Moos Co., local and Ohio jobbers. Gregg is a real fellow and we're all pulling for him to come through big in his new connections.

### Ed Polster Well Again

Ed Polster, who operates two such fine retail stores at Euclid and East Fifty-fifth, has been unduly sick for the past two weeks, but is now about ready to jump out of his bed to his old place behind the counter.

### Walter Arnheim a Caller

Walter Arnheim, president of the Reynoldo Cigar Co., who was scheduled to arrive this week, came in at scheduled

(*Continued on page* 33)

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC

# PROSPERITY

## In the Cigar Trade is associated with

# Stabilized Brands

FACTORY guarantees to keep the market clean and to protect the BRAND BUILDERS against any possible loss because of damage and deterioration means full co-operation with American jobbers.

Wherever the Manila cigar has been given a chance to go constantly to the consumer at a fair price. Wherever the market for a brand has been kept clean THE MANILA CIGAR has won the good opinion of smokers and has returned MORE PROFIT to its distributors than any other cigar equal in price in the United States.

A STABILIZED MANILA BRAND has paid, is paying, and will pay good dividends.

Conditions today make the opportunity for stabilizing Manila cigars far more favorable than ever before.

**Manila Cigar Factories and their Agents in the United States have come to appreciate fully the advantages of promoting trade on the basis of standard merchandise and staple brand.**

Prices have receded to the point where splendid values open wide the door to profitable Manila business.

Greater care in packing and in transporting insures the arrival of fresh shipments in excellent conditions

# Be a Manila Brand Builder!

## *There's Money In It.*

**LIST OF MANILA BRAND BUILDERS ON REQUEST**

MANILA AD. AGENCY, (C. A. Bond, Mgr.)
15 WILLIAM STREET NEW YORK

Established 1870
Incorporated 1902

Phones Worth { 9547 9548 9549

B. Wasserman Co., Inc.
Importers and Jobbers of
Cigars & Cigarettes
77 Chambers St., New York

HAVANA CIGARS
The Leader in All the World's Markets
ROMEO y JULIETA
U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

FERNANDEZ GARCIA
LA FLOR DE A. FERNANDEZ GARCIA HABANA
FERNANDEZ Y PALICIO
Marques Gonzalez 10
HAVANA, CUBA
UNITED STATES AND CANADIAN REPRESENTATIVE
S. M. JACKSON JACOBS
303-305 FIFTH AVENUE
NEW YORK CITY

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

HOYO de MONTERREY
The Aristocrat of
Imported Cigars
VALERIANO GUTIERREZ, Representative
351 West 121st Street New York

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

# Chicago Sees Sunshine On Both Sides Of Street

## Many Concerns Getting Settled Into Steady Forward Activity—Business Reviving—Manufacturing and Trade Increasing—Unemployment Decreasing.

CHICAGO, March 4.—Countless industries, organizations and individuals are already out of the depths—back again where breathing is easy and business is good. Confidence, optimism, and aggressive effort, brought them there. Business is reviving, as it did after the depressions of 1896, 1904, 1908, 1914. The volume of manufacturing and trade is increasing daily, unemployment is decreasing, loans are expanding. Business is gathering momentum. Prosperity is just 'round the corner.

### Featuring Cuesta Rey

Herbert Mesick of Cuesta, Rey & Co., has left for the Northwest. Before he left he placed Cuesta Rey with H. M. Schermerhorn Co. All the big dealers here now feature Cuesta Rey, because it is one of the best and cheapest lines made in Tampa today.

Mort Hammer, of E. P. Oakes' staff has returned and is working the city trade with Ryan & Raphael Co.'s salesmen featuring Cressida cigars.

### New Tuval Distributors

John E. Rockpany, of the Trans-Pacific Trading Co., Inc., 222 N. State street, announced this week that they will act as distributors in Cook County, including Chicago, and the State of Wisconsin for the Tuval clear Havana cigar made by Marcelino Perez & Co. The sales force of the Trans-Pacific Trading Co., besides Mr. Rockpany consists of Mr. Berger, the general manager, Frank Murray, I. I. Maier, L. Kylavos and Earl De Vor who covers Wisconsin.

### Has Don Julian Line

This firm has also taken on for distribution the new Tampa made Don Julian Java wrapped cigars. On April 1 the offices will be moved to larger quarters at 180 N. Market street. Blue Jay, 5-cent cigar, also handled by this firm, has a large sale here.

Reports have reached here that A. Kleiner has sold his interests in the cigar manufacturing firm of Lubetsky Bros. & Kleiner of Grand Rapids, Mich. Tony is widely known in this market.

### To Open New Store

Bloom & Mayer, who have a retail store at 129 N. Dearborn street, will open a new store on the north side in the near future.

### To Open Store No. 2

Hirschman & Lenhoff, retail cigarists at 58th and Prairie avenue, have secured a location at Argyle and Sheridan Road where they will open store number 2 shortly.

### Had Successful Maiden Trip

Ed. Steif has returned from his first road trip for Julius Fernbach Co., of Tampa. Ed. was very successful in opening new accounts for Cyrilla and General Forbes. On his way in he placed Cyrilla with the Wolf-Wilson Drug Co., of St. Louis, and with the Allen Cigar Co. and Leland Hotel of Springfield, Ill. Like all good fellows Eddie handed me his subscription to TOBACCO.

Al Korn, of M. F. Minden Co., arrived from the North West. Al had a telegram from his partner Charlie Fee, who reports being snowbound in Duluth. Al booked some good orders here for Bouquet De Paris and La Ada.

R. F. Peyton, cigar broker, De Lux, has returned from a business trip east. He will now represent in this market M. Eiseman & Sons who manufacture Men-de-Lion.

### Proud of Achievement

Ben Strauss came in from the Twin Cities. Ben is feeling very good over a fine order he booked in Minneapolis from the Minneapolis Athletic Club. The order was made for the well known Optimo brand and was one of the largest ever carried away from Minneapolis by a factory salesman.

### Herbert Makes Hit

The new 25-cent price on Herbert Tareyton cigarettes has made a decided hit with the smokers.

Camel cigarettes are shown in large newspaper ads.

### Pleased with Business

Asa Lemlein of the E. H. Gato Cigar Co., New York spent several days here in conference with E. P. Oakes and Mort Hammer, Gato representatives and John Ryan, Jr., of the Ryan & Raphael Cigar Co., who distribute the Gato Cressida cigar. Mr. Lemlein is highly pleased over the reception that Chicago smokers have given the Cressida brand. The rush of business at Oakes' retail store also made Asa open his eyes.

Large newspaper ads of La Palina cigars are again seen in the Chicago newspapers.

### Medalist Going Strong

Adolph Seckbach, of D. A. Garcia and Andres-Diaz Associated, of Tampa, has become the sales agent here for E. A. Kline & Co., of New York. Adolph will feature Medalist along with his Tampa lines. The Medalist is already placed with many of the clubs and hotels and is placed with G. W. Faber, Inc., as jobbers. Medalist is sold direct to such well known loop dealers as Albert Breitung, Fred L. Wells, E. P. Oakes, Anderson-Thorson Co., L. & I. Rubovits, Tebbits & Garland, Hotel Sherman and many others.

### Cigar-Making Costs Reduced

At a meeting of the cigar makers held this week, a new scale of price was presented to the manufacturers. A $1 reduction on seed and seed and Havana and $2.00 on clear Havana's was agreed to by the union officials.

### Factory Busy

Julius Fernbach, of Cyrilla fame, has returned from a trip to Cleveland and New York. Fernbach states that their Tampa factory is very busy at present turning out Cyrilla clear Havanas.

The Fair offered a sale of Englo in

(*Continued on page 33*)

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

# NEW YORK
## Doings and Sayings Goings and Comings

### Blows in from "Down East"

A. S. Peterson of Rockland, Mass., visited New York on Monday.

* * *

### From the Old Dominion

Cliff Weil, of the Cliff Weil Cigar Co., Richmond, Va., was in Gotham last week.

* * *

### From the Border

F. P. Caffarelli, of Caffarelli Bros., San Antonio, Texas, was in town on Monday.

* * *

### Davis Comes from Baltimore

E. Asbury Davis, of F. A. Davis & Sons, Baltimore, was in the metropolis last Friday.

* * *

### Ohioan Looks Us Over

C. F. Miller, president of the Lima Cigar Co., called on the tobacco houses here last week.

* * *

### From the Potomac's Shores

J. S. Blackwell, of J. S. Blackwell & Sons, Alexandria, Va., visited New York a few days ago.

* * *

### A Business Visitor

Emil Kellner, vice-president of Lewis Leidersdorf Co., blew in from Rockford, Ill., a week ago.

* * *

### Two Virginians Arrive

L. W. G. Davis and Clyde F. Davis, of the Old Dominion Tobacco Co., were in town last week.

* * *

### Here from the Buckeye State

W. M. Campbell, of the Dahl-Campbell Branch, Washington Court House, Ohio, was in the big city recently.

* * *

### A Keystone Team

Harry Sperling and W. F. Smulyan, of the Sperling Tobacco Co., Wilkes-Barre, Pa., gave New York the O. O. Monday.

* * *

### Jersey Plant Busy

S. H. Furgatch & Co., cigar manufacturers of 75th St. and Avenue A, report that the company's New Brunswick factory is busy.

* * *

### Here from "Up-State"

J. Frank Mullen, of the Hannan Bros. Cigar Co., came on from Ogdensburg, N. Y., and spent Thursday and Friday in the big burg.

* * *

### P. & P. Optimistic

At the office of the P. & P. Cigar Co., 1312 Second Ave., it was said that business is picking up and that the company looked forward to a good year.

### Marie Antoinettes Going Well

E. Kleiner, of E. Kleiner & Co., cigar manufacturers, 320 East 63d St., is still on tour through the Middle West, sending in healthy orders for his Marie Antoinettes.

* * *

### Rouse Stocking Up

G. W. Rouse, president of the Worden Grocery Co., Grand Rapids, Mich., came to town Monday on a cigar buying trip—and "incidentally" bought other necessaries of life, too.

* * *

### Ash Factory Busy

S. M. Fresche, of Louis Ash & Co., cigar manufacturers, 430 East 59th St., says that the cigar industry has turned the corner. Business with his company has been picking up lately and the factory is quite busy.

* * *

### Getting Out After It

The American Exchange Cigar Co., 1059 Third Ave., reports that business is fair, but is going out after more. The company's Strathmore Corona, a Sumatra wrapper cigar, retailing for ten cents, is going well. The Rosa del Rancho is selling well and orders for it are frequent.

* * *

### Walsh Joins Klein Forces

Emmet Walsh has been appointed vice president and sales manager of the D. Emil Klein Co., Inc., cigar manufacturers of 438 East 91st St. Mr. Walsh was for a number of years with Rosenthal Bros., and later was associated with Mr. Klein in the Consolidated Cigar Corporation. He took up his new duties the first of the month and will have his headquarters in the New York office.

* * *

### Rovira Salesmen Hustling

J. B. Rovira, of Benito Rovira Co., cigar manufacturers of 311 East 62d St., is working back from the Coast. He was in Tacoma last Friday and went thence to Salt Lake City and Denver. In Southern California he transacted quite a lot of business and obtained a number of very good orders for La Confesion and Lafayette cigars. Maurice Robinson is in Indiana, headed east to Pittsburgh. He is due in New York about March 15. R. F. Donovan started Monday on a two or three weeks' trip through Mississippi

* * *

### Bock Brands Going Well

Ernest Eckes, manager of H. Anton Bock & Co., cigar manufacturers, 1230 Second Ave., expects a good year. He points out that the company's sales in January were 33 per cent greater than in the corresponding month of 1921, while the February sales were 60 per cent greater. Ed Wolf, Pacific Coast representative, is in Sacramento. F. W. Bailey has secured a very good distribution for Don Antonios through L. H. Stadley, jobber of Detroit. W. C. Musselman keeps on the go in New York and neighboring towns. Through Acker, Merrall & Condit Co., a splendid distribution has been obtained for the Sumatra wrapped Unisolo brand, many duplicate orders coming in, some at the rate of 15,000 a day.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE HAVANA, CUBA

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

Dealers
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

J. G. Dill Co.
Richmond, Va.

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

## Minneapolis

(*Continued from page* 12)

been reduced to the retailers. For its former price of $2.40 a dozen they have gone down to $2.05.

### No Change at Present

Jerry McCord, the cigar manager of the Western Grocer Co., says there will be no change in their lines at present. They control the sale of Mi Lola, San Felice and El Verso. Jerry works the downtown loop trade each afternoon and can be found at his desk each morning.

### Gets Preferred Positions

Troy Patrick is the star Melachrino salesman here. Troy has a host of friends in the trade and gets some fine window showings for his brand.

Walter Short, Inc., 250 South 4th street, shows a large window display of Muriel cigars.

The new Della Casa, now made in Philadelphia, are arriving here. The 10 cent size has quite a call.

### Steady Gains

Fred. L. Striblen Cigar Co., jobbers, 300 Commercial building, report steady gains in the sale of San Martin-Leon cigars which they distribute here. El Paxo is also a good seller with them.

### A Leading Seller

Maurice Rothschild, of the Congress Cigar Co., is rushing La Palina cigars right along. La Palina is on sale in every store and is the leading seller in this market.

### A Roi Tan Display

At the Andrews Hotel the large display window shows a fine layout of El Roi Tan cigars.

### On Dress Parade

Window signs of Garcia Grande, Robert Burns, Helmar, Murad, Herbert Tareyton, Beechnut, Rameses, One-Eleven, Chesterfield, Fatima and El Roi Tan are on display.

### Tempestuous!

The Quality Cigar store, 46 South 6th street, is stirring up a lot of trouble with the downtown dealers by offering all popular brands of cigars and cigarettes at "wholesale prices to consumers."

### Showing Large Increases

C. L. Stewart, the Murad king, is well pleased over his sales so far this year. Charlie says Murads and Beechnut are both showing large increases.

Charles Landes, of S. Palo Co., is placing Palo in many new spots for Louis Nathanson Co., the distributors.

The United Stores are giving its customers a 10 per cent cash discount on Ricoro cigars when bought in box lots.

Charlie Tengler is doing things for the Minneapolis Drug Co., in the loop. Charlie has La Venga and La Palina in all the stores.

### Sales Increasing

La Fendrich from H. Fendrich, of Evansville, Ind., is much called for. Sales of La Fendrich are increasing daily, the trade reports.

### In Business for Love? or What?

Another store that is cutting the life out of profits is Snyders in the Recreation building at 42 South 6th street. La Palina, Mi Lola and any popular brand is offered to the smoker at the price the dealer has to pay the jobbers. Snyder claims his next door neighbor, the Quality Cigar Store, forced him to meet their prices.

Louis Nathanson, head of the Louis Nathanson Cigar Co., is visiting Chicago and Detroit this week.—H. L. H.

## Baltimore Market

### Cigarette Types in Demand

BALTIMORE, Md., March 2.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland.—New receipts were 109 hhds. and reinspections 15 hhds., against sales of 137 hhds. during the past week.

There is a good demand for cigarette types, but very few offerings and unsold stock is all low grades, and mostly inferior quality.

Ohio.—No receipts, 25 hhds. shipped out of warehouse not previously reported as sold.

### Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending March 1:

#### Receipts

| | This week | Previously | Total | Net to date | Same 1921 |
|---|---|---|---|---|---|
| Maryland | 124 | 1,206 | 1,330 | 555 | 827 |
| Ohio | ... | 82 | 82 | 82 | 138 |
| Total | 124 | 1,288 | 1,412 | 637 | 965 |

Reinspections this week: Maryland, 15; to date: Maryland, 775.

#### Deliveries

| | Maryland Coastwise and Domestic | For. | Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 16 | 25 | 41 | 5 | 46 |
| Previously | 497 | 1,121 | 1,618 | 127 | 1,725 |
| | 513 | 1,146 | 1,659 | 132 | 1,771 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 16,690 | 3,947 | 20,637 |
| Receipts since | 555 | 82 | 637 |
| | 17,245 | 4,029 | 21,274 |
| Delivered since | 1,659 | 132 | 1,771 |
| Stocks today | 15,586 | 3,897 | 19,503 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 137 | 25 | 162 |
| Previously | 1,979 | 156 | 2,135 |
| | 2,116 | 181 | 2,297 |

Ground leaves to date, 636 hogsheads.

BRANDS THAT BUILD UP BUSINESS

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL

S. H. FURGATCH Y CA., 75th Street & Avenue A., New York

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA
TOBACCOS

DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

# Tampa Tidings

### Report Progress

TAMPA, Fla., March 4.—The Havana Leaf Tobacco Co., Joaquin Hedesa & Son, and Johnson Leaf Tobacco Co., all of Tampa, report improved conditions in their line of trade. There has been a constant influx of representatives of leaf tobacco dealers for several weeks, and late arrivals, now here, are George Hecht of New York, R. M. Granat of Lancaster, Penn., and Jerome Kohlberg of E. Kohlberg & Sons, New York.

### Marcelino Arango Passes Away

Marcelino Arango, brother of José Arango, of José Arango & Co., who make the celebrated Cyrilla cigar, died here on Thursday and was buried on Friday in St. Mary's cemetery. Besides his brother José, two sisters in Spain, Dolores and Poulina Arango, survive him.

### On Business in Dade City

The newly elected president of Tampa-Cuba Cigar Co., E. H. Peters, is attending to business in Dade City where the company has substantial interests.

B. K. Cuesta, manager of the Havana end of Cuesta, Rey & Co., is in Tampa en route to the coast.

The American Box Supply Co. is represented here this week by John A. Campbell. He receives his friends at the C. H. S. headquarters.

### Fairly Jumped Into Fame

Marshall & Selig, although but two years in the game, have earned a reputation for dependable goods from Maine to California. Their factory on Scott and Ashley streets has been a hive of industry since first opened. The Ogburn-Griffin Grocery Co., of Mobile, who handle their 5 cent White Pelican, repeats their repeaters, and writes for more. The 2 for 15 foil wrapped Marseli, as well as the Zorine and Malise shade wrappers, once placed, prove persistent repeaters, all as evidenced by today's orders and letters stacked on Wm. Marshall's desk. Needless to add that both Marshall and Joe Selig have no fears of the future. They haven't time.

### Says Cuban Business Is Better

Jose Cosio, who was for many years engaged in the cigar manufacturing business here, but has been engaged in the leaf tobacco business in Chicago, is in the city en route home from Cuba.

Mr. Cosio reports that business conditions in Cuba are improving, that there is a good demand for the better grade of tobacco and that there is also a better feeling among the sugar manufacturers. He bought quite heavily of the new crop of tobacco.

He will spend a few days at his orange grove in the Citrus Park section and will leave for Chicago shortly.

### Ellinger Returning from Cuba

Ernest Ellinger, prominent leaf tobacco man, has arrived here for a week or so after a visit to the Cuban tobacco provinces buying for his firm, which has headquarters in New York. The Ellingers were among the pioneers in the cigar industry here, and Mr. Ellinger has scores of friends here, including most of the tobacco colony at the Tampa Bay hotel, where he is stopping.

### Back from Havana

Mr. and Mrs. M. Regensburg, of New York, who spend their Winters in Tampa. have just returned from a delightful trip to Havana, Cuba, and are again guests at the Tampa Bay hotel.

## Schulte Buys Home Office Building

The Schulte Cigar Stores Co. has purchased from the Estate of Richard T. Wilson, the building known as 384-386 Broadway, running through to Cortlandt Alley on a plot containing approximately seven thousand square feet.

The building contains the executive offices of the Schulte Co. and has been held under lease by them for a long term of years.

# Key West News

### Cigar Output in February Nearly Two Millions

KEY WEST, Fla., March 4.—More than two millions of cigars were manufactured here during the month of February. The exact number as given by J. F. Uhrback, Stamp Deputy Collector of Internal Revenue, being 2,911,085 which is exactly 415,800 more than the number manufactured during the month of January, and the increase in revenue was $3,577 more in February than in January which amount was $21,209.37. The revenue for February being $24,786.66.

Class C goods outnumbered the same class manufactured in January by 219,-691. The January figures showing 1,645,000 against 1,864,691 in the month just closed.

Class B as a second best seller outnumbered January's production by 120,-180. Class D in February was also in the ascendancy there being 323,589 cigars of this class manufactured during February while only 261,350 were rolled during January. Class A goods in January numbered 195,200 and show a slight increase in February, the exact number of this grade manufactured in February according to the report of the Stamp Deputy Collector of Internal Revenue being 323,589, an increase of 62,239. A high priced cigar as is Class E shows a decided increase. The figures given out for the month of January showed 13,320 while the number for February is given as 20,600, all of which show that there has been a decided increase in the tobacco industry during February.

### Two Prominent Visitors

Among the prominent figures in this field of industry who visited Key West during the past were Ernest Ellinger and Arthur Bachman. Mr. Ellinger was on his return trip north after a visit of several weeks in Cuba, and where he has large interests. The object of Mr. Bachman's visit at this season was business connected with the firm of E. H. Gato Cigar Co. of which firm Mr. Bachman is the Pacific coast representative.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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GROWERS AND PACKERS OF
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Growers of Shadegrown and Packers of Leaf Tobacco
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PLANTATIONS
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Poquonock
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Warehouses: Hartford, Conn.; Portland, Conn.
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Attention given to Tobacco for Export
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Growers of Shade—Primed Connecticut—Packers of Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.; Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

L. B. HAAS & CO.
Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

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DEALERS IN
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Growers and Packers Fancy Combination
IRRIGATED FLORIDA TOBACCO
QUINCY, FLORIDA

# Connecticut Tobacco Market Remains Quiescent

## Few Buyers "Roving" Around Looking at Crops—Growers Not Very Cheerful Over Prospects—Hartford Life Cigar at Five Cents—Tobacco Acreage Census Taken.

HARTFORD, March 4.—The tobacco market still remains quiet and not much doing in the 1921 during the past week. The majority of the broadleaf is now assorted and the growers are now ready to sell and make delivery.

A few buyers are roving around looking at crops and showing some interest in 1920, that is still in the hands of growers. If a crop of either year can be bought cheap enough we hear of a sale, but the rush for 1921 has not yet started, and growers are beginning to think that they will be obliged to case it to get a price somewhere near the cost of production.

Many of the growers who have on hand both crops are pretty blue over the situation and are not much enthused to go ahead with another crop and have not yet ordered any fertilizers and are in doubt what they may do with their lands the coming season.

### Three Hard Years

In fact the past three seasons have been hard ones for the growers, as the high cost of labor, fertilizers and other requisites for the period made the cost of raising the crop greatly in excess of what it has been for many years and on top of that, the quality has not been up to standard, the weights per acre much lower than former years, so that the growers have been up against it good and proper.

While the prices that were paid last year were the highest ever known in the history of the tobacco industry, the net return to the grower was not what it would have been owing to the very lightweight yield. Growers do not understand why the demand has fallen down to the point where they are told that it is by the buyer and that there is still on hand a large supply of old goods that do not move, and only a few years ago the cigar manufacturers would not use goods that were not at least two years old.

### Cigars in Smaller Demand

There is no question but that the demand for cigars has decreased considerably, but on the other hand manufacturers have said that their stocks were very low and practically worked up, and if this be true, it would seem that either they would be obliged to restock soon or else shut up shop. Again there is no question but that cigars must come back to the 10 cent and "nickel" prices as the demand requires, and in the local market a good many "nickel" cigars are now offered.

B. W. Ranney, who has a cigar shop in East Hartford, started something this week, coming out with the Hartford Life for 5 cents.

### Number of Acres Cultivated

V. A. Sanders, Crop Statistician, U. S. Department of Agriculture, has been making a census of the tobacco and the figures given out show that there were 16,381 acres of broadleaf in Connecticut in 1921 and that probably at least 631 acres of this was entirely destroyed by hail, leaving 16,200 acres that were harvested. From the entire acreage harvested the average yield per acre sorted weight, appears to be about 1,330 pounds. The best information that is obtainable shows that the crop will sort out about 66 per cent of light, medium and dark wrappers, long and short seconds, leaving 34 per cent to the lower grades, known as tops, brokes and fillers. Some differ with these figures and hold that fully 50 per cent will run into low grades.

It appears that the crop as a whole is being assorted out about 60 per cent upper grades and 40 per cent low grades. This would mean for the upper grades 39,777 cases at 325 pounds and 26,518 cases of low grades, thus giving a total of 66,295 cases of 1921 broadleaf.

Further information thus far obtained, though claimed to be not complete, indicated that there are about 6,000 cases of 1920 still on hand with the growers and does not include that in the hands of dealers, and stored in warehouses. The percentages sorting out to each grade appear now to average as follows: Light wrappers 7, medium wrappers 6, dark 18, long seconds 24, short seconds 3, tops 9, brokes 17, and fillers 14.

### Suggestions as to Fertilizers

The question of fertilizers seems to be very important and warning is given out by Dr. Jenkins of the Connecticut Agricultural Experiment Station, and Dr. G. H. Chapman of the Connecticut Tobacco Improvement Co. Dr. Jenkins suggests the following with reference to the guarantee of fertilizers, and also a definite agreement as to the rebate to be paid in case the goods fail to meet the guarantee:

"It is agreed between buyer and seller that the guarantees of mixed fertilizers shall state the minimum percentages of ammonia, available phosphoric acid and water soluble potash in each fertilizer. Ammonia from inferior ammoniates is not included in the guarantee. In raw materials the guarantee of phosphoric acid is for the total amount present.

"If any brand of fertilizer fails to meet its guarantee, the seller shall refund to the buyer a rebate of 27 cents for each pound of ammonia, 9 cents for each pound of available phosphoric acid and 7 cents for each pound of water-soluble potash in which the goods are deficient. The analysis of the Connecticut Agricultural Station on samples properly taken shall be conclusive in determining rebate."

### Dr. Chapman Issues Warning

Dr. Chapman warns the growers to be careful about the purchase of potash. In part he says: "Owing to the fact that there is on the market another potash salt, containing a little magnesium called 'manure salts,' but which is essentially a chloride or muriate of potash, carrying 40 per cent or more of chlorine, care should be observed to specify in ordering that what is wanted is the 'double manure salt,' or better, 'double sulphate of potash and magnesia.' This will average better than 25 per cent actual potash, together with some 11-15 per cent magnesia, and only a very small per cent of chlorine."

### Numerous Fires

Since September 1, there have been many fires which destroyed tobacco and tobacco sheds and entailed heavy losses. Most of these fires have been reported as, "origin unknown," and were discovered early in the morning. The losses are, 7 in Suffield, with a loss on tobacco of $20,500, on buildings, $10,345, making a total of $30,845. In Rockville, the loss on tobacco and buildings has been nearly $50,000. In Enfield, the losses were about $9,000. In East Hartford, the losses have been nearly $9,000, and in South Windsor a warehouse was destroyed with a loss of around $60,000, and one in Poquonock started by a brush fire caused a loss of about $3,000. In most instances there was insurance carried by the owners.

W. S. PINNEY & CO.
INCORPORATED
GROWERS :-: PACKERS
Shadegrown Broadleaf
SUFFIELD CONNECTICUT

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FOR LIVE JOBBERS
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Tobacco Trade Journal Co., 10 E. 39th St., New York

# Pennsylvania Weed Closely Inspected by Buyers

## Seek and Insist on Tobacco That Will "Burn on the Leaf"—Many Crops Remain in Hands of Farmers Unsold—Fine Looking Tobacco Lacks Burning Quality.

LANCASTER, Pa., March 4.—Buyers are still in the field looking over last year's tobacco and they certainly are as "choice" in the selection of the crops they buy as they were last week.

Farmers in the best and finest tobacco raising sections of the country still have their 1921 crops on hand for the reason the buyers ask for and insist on the tobacco burning on the leaf. Manufacturers are not as particular as the packers for the tobacco burns perfect in a cigar (the writer has tested it), nevertheless, to make the tobacco salable for the packer it must burn perfect on the leaf, and this is the one and only defect in the crop from a packer's standpoint.

### Small Percentage Has Burning Quality

It is safe to say that not more than 5 to 10 per cent of the tobacco raised last year has perfect combustion, and that is the principal reason that at this late date when all the tobacco in farmers' hands should have been sold it's just to the contrary, for no more than 25 per cent has been disposed of for aforementioned reason.

The writer of this article, in order to get first-hand information, accompanied the buyer of a large local packer on his trip through different sections this week and he saw tobacco that, as far as leaf and quality is concerned, no better was ever raised in this county. One particular crop of 22 acres was perfect in size, running from 22 to 32 inches in length, silky and with an elegant finish, but which lacked burning qualities and the buyer unhesitatingly said: "Am sorry, Mr. Farmer; cannot use your tobacco, for it does not burn on the leaf." The writer visited probably 100 farmers with the aforementioned buyer and he bought from three of them only.

The cause of the lack of burning properties, essential to a crop of tobacco, no one seems to be able to explain rationally. It's *not* the fault of the fertilizer, for most farmers in the county use nothing but barnyard manure. The only reason to assign for lack of combustion, as explained by experts here, is that we had a long dry spell during the growing season which closed the pores of the leaf, and when we were blessed with rain the tobacco sprung up so quickly nature didn't open up the pores of the leaves of the growing plants, making a tight-grained and hard burning crop after the tobacco was harvested.

Crops that are not fancy but burn on the leaf are bought up by the packers as soon as offered. There is, however, such a small percentage of good burning tobacco raised last year the writer predicts the farmers will have a hard time disposing of crops that do not burn properly.

If export business would only open it would be a big boom to the farmers in this and York counties, but unfortunately there seems to be no chance of it doing so.

Old tobacco of the 1920 crop is practically all sold, only a few scattering lots lying around, and they also would have been sold but they didn't appeal to the buyers who were here recently.

### Sold 200,000 Pounds of Fillers

Otto Eisenlohr & Bros. sold here this week 200,000 pounds of fillers from their 1921 purchases. Who the buyer was the writer was unable to ascertain.

General Cigar Co., presided over in this section by M. Levy & Sons, could also have sold 200,000 pounds of new fillers this week, but they prefer to sell all they take in in a season at one time and to one buyer.

### Buying Heavily

George S. Mann, local packer, is out in the field buying heavily of the new tobacco, as is also John De Haven buying and packing for E. Rosenwald & Bro., of New York City. Mr. De Haven, however, has quit buying temporarily and will take to the field again in a few weeks. Christ Nolt, local representative of the P. Lorillard Co., is out buying choice crops.

Ed Brill, accompanied by his father, W. S. Brill,, of W. S. Brill & Son, New York, with a packing house on North Mulberry St., here, were out in the field this week riding and riding hard to find crops that would burn to their liking. Mr. Brill informed the writer it is some Herculean task to find tobacco that is fit to pack and that will burn to suit his fastidious trade.

Charles Hipple, of Hipple Bros., Philadelphia packers, was here this week looking over the crop and trying to buy such goods as will suit his clientele.

Sam Rosenthal, of Natural Leaf Tobacco Co., Dayton, O., was here this week trying to dispose of Zimmer and Gebhard tobaccos, of which his firm are big packers.

### Selling Florida Tobacco

John Shaw, of Quincy, Fla., was also here this week offering 1921 Florida tobacco at attractive prices, and the writer learned he disposed of upward of 100 bales in this and York counties.

### To Do Co-operative Packing

Seventy-five farmers of Ephrata and northern end farms met last Wednesday night in the council rooms at that borough and formed a co-operative tobacco packing association.

The purposes of the organization are to dispose of the crops of the members at a fixed price. A large number of men pledged their support to the new movement. A permanent organization was formed with L. Ruppin as its president. Other officers elected were: Vice president, Miles Frey; secretary, Menno Hess; treasurer, S. G. Giveler. The members of the executive committee are Henry Becker, Harry Stuber, Monroe Wevger, Howard Klein, George Demmy.

J. George Brubaker, of Lititz, told of the organization of an association in that borough, explaining the method of carrying on the work and outlining its advantages.

The motion of O. B. Swartz, of Reinholds, to form a permanent organization met with opposition in view of the fact that no warehouse or packing facilities have as yet been obtained, but it was finally passed with a rising vote, which was almost unanimous.

Twenty persons pledged their support to the movement, promising to forfeit one dollar an acre on all tobacco which they sell outside. About 59 acres will be packed by these farmers.

Tobacco growers in the vicinity of Eden are receiving an average price of 12 and 2 up to 13 and 2 for their product, according to information gleaned by the writer.

Reports of growers in that section show a number of farmers have sold their crops, although some are still holding for higher prices. They are gambling on a rise in the market.

There is no prospect of any rush to buy the crop, the buyers are going along leisurely, knowing we have plenty of tobacco to supply even an abnormal demand.

### Factories Going Slow

Manufacturers are still going along slowly; no one is rushed, still there is an optimistic feeling among them that business will soon be normal and on a paying basis.—DICKIE.

## Batavia Average, $25.10

BATAVIA, Ohio, March 4.—Batavia burley market held two good sales the past week, with all grades selling well. Nondescripts went from $3 to $8.50 per 100 pounds. Common smokers at 8 to 18¼c. Tips at 12½ to 27c. Trashes at 13 to 37c. Short reds at 18 to 37c. Lugs at 31 to 40c. Red leaf at 34 to 44c. Bright leaf at 36 to 51c. The market sold for the week 107,340 pounds at an average of $25.10. Receipts on the new crop are holding up well, with considerable old tobacco coming in at this time. The market will remain open, and hold sales as long as tobacco continues to come.—CHAS. A. DAVIS.

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## Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Cuba**

*S. S. Siboney* —*March 7*

| | Cases |
|---|---|
| Park & Tilford | 33 |
| British American Tob. Co. (Australia) | 4 |
| Alpers & Mott | 6 |
| United Cigar Stores Co. | 10 |
| G. W. Faber, Inc. | 26 |
| D. A. Schulte, Inc. | 7 |
| B. Wasserman & Co. | 8 |
| Acker, Merrall & Condit Co. | 14 |
| Grosvenor Nicholas & Co. | 5 |
| G. Nichols & Son, Ltd. | 3 |
| N. Y. & Cuba Mail S. S. Co. | 107 |

**Cigars, Cigarettes and Cut Tobacco from Cuba**

*S. S. Siboney* —*March 7*

G. W. Faber, Inc. ....1 Case

*S. S. Siboney* —*March 7*

United Cigar Stores Co.....1 Case

**Tobacco from Cuba**

*S. S. Ulua* *March 6.*

Alex. Murphy & Co.....10 Barrels

*S. S. Siboney* —*March 7*

| | Bales |
|---|---|
| J. Bernheim & Co. | 65 |
| Yocum Bros. | 70 |
| E. A. Kraussman | 144 |
| Rosenstadt & Waller | 225 |
| Milton Greenhall | 13 |
| S. Rossin & Sons | 19 |
| Ernest Ellinger & Co., Inc. | 64 |
| H. Duys & Co., Inc. | 20 |
| Manuel Camps | 10 |
| S. Ruppin, Inc. | 133 |
| R. Rosenbluth | 76 |
| E. Rosenwald & Bro. | 27 |
| N. Y. & Cuba Mail S. S. Co. | 1,115 |
| | **Barrels** |
| Greenhall Bros. | 41 |
| H. Duys & Co., Inc. | 24 |
| E. Spingarn & Co. | 10 |
| Max Schwarz | 13 |
| Edwin Cigar Co. | 12 |
| Ernest Ellinger & Co. (Canada) | 120 |
| Ernest Ellinger & Co. | 21 |
| S. Ruppin, Inc. | 343 |
| S. Ruppin, Inc. (Detroit) | 20 |
| N. Y. & Cuba Mail S. S. Co. | 37 |
| R. Rosenbluth | 72 |
| W. K. Gresh & Sons (Norristown, Pa.) | 10 |
| Cruz Bros. | 9 |
| | **Packs** |
| Geenhall Bros. | 6 |
| Cruz Bros. | 5 |
| N. Y. & Cuba Mail S. S. Co. | 157 |
| Ernest Ellinger & Co. | 26 |
| J. Bernheim & Co. | 300 |
| Milton Greenhall | 18 |
| Consolidated Cigar Corp. | 26 |
| Penna. Warehouse & Safe Deposit Co. (Phila.) | 60 |
| Max Schwarz | 2 |
| Edwin Cigar Co. | 3 |

N. Y. & Cuba Mail S. S. Co..60 Cases

**Cigars from Porto Rico**

*S. S. Ponce* —*March 6*

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 104 |
| United Cigar Stores Co. | 20 |
| Infanzon & Rodriguez | 23 |
| Porto Rican Express Co. | 1 |
| W. O. Smith & Co. | 4 |

**Cigarettes from Porto Rico**

*S. S. Ponce* —*March 6*

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 1 |
| United Cigar Stores Co. | 2 |

**Tobacco from Porto Rico**

*S. S. Caracas* *March 5.*

| | Bales |
|---|---|
| P. Lorillard Co. | 849 |
| Porto Rican American Tobacco Co. | 30 |
| | **Barrels** |
| Porto Rican American Tobacco Co. | 20 |
| Rosenstadt & Waller | 100 |
| Stern-Mendelsohn Co., Inc. | 25 |

*S. S. Cayo Mambi* *March 5.*

| | Bales |
|---|---|
| Selgas & Co. | 44 |
| Rosenstadt & Waller | 28 |
| I. Lewis Cigar Mfg. Co. | 140 |

(*Continued on page 32*)


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Machine operators furnished by the day or week.
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New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820

## Imports

(*Continued from page 31*)

R. A. Eschevarria..... 129 Barrels
Pedro Costa ..... 65
Wm. Schall & Co..... 62
Pedro San Miguel..... 12

*S. S. Ponce* —*March 6*
Bales
Pedro Costa ..... 4
Leo Hirsch ..... 56
Julius Marquesee & Son, Inc..... 304
Robert Gans ..... 60
Durlach Bros., Inc. ..... 56
Hamburger Bros. & Co..... 29

*S. S. Ponce* —*March 6*
Barrels
Kahn & Loewenthal ..... 5
Rosenstadt & Waller..... 132
Pedro Costa ..... 5
Leo Hirsch ..... 97
William Quanjer ..... 10
Julius Marquesee & Son, Inc..... 74
Max Gans & Sons, Inc..... 39
Portocuba Corporation ..... 150
Hamburger Bros. & Co..... 185

### Cigars from Kingston

*S. S. Sixaola* *March 3.*
British American Tobacco Co.....1 Case
C. Sterling .....1 Parcel

### Tobacco from Rotterdam

*S. S. Binnendyk* *March 3.*
Bales
H. Duys & Co..... 60
Manus, Muller & Co..... 89

Bales
*S. S. Ryndam* —*March 7*
John De Vries ..... 23
Herzog & Sarluy ..... 6
Universal Leaf Tobacco Co..... 10
Order (Milwaukee, Wis., in bond) 12
Chas. J. Waxelbaum ..... 13
American Sumatra Tob. Co..... 81
H. Duys & Co., Inc..... 62
General Cigar Co., Inc.....17 Cases
W. Van Doorn (Detroit, Mich.)
1 Parcel

### Tobacco from Dedeagatch

*S. S. Orient* *March 6.*
Bales
Liggett & Myers Tobacco Co.....6,190
Melachrino Tobacco Trading Co..2,517

### Tobacco from Salonica

*S. S. Orient* *March 6.*
Bales
P. Lorillard Co.....2,293
American Tobacco Co.....3,752

### Tobacco from Cavalla

*S. S. Orient* *March 6.*
Bales
Commercial Tobacco Co., Inc.....9,897
American Tobacco Co.....1,997
P. Lorillard Co.....6,212

### Tobacco from Hongkong

*S. S. Katuna* *March 6.*
Jui Heung Lou (Boston).....1 Case

### Licorice Root from Smyrna

*S. S. Ilford* *March 3.*
J. S. Young & Co. (Baltimore, Md.)
9,366 Bales

### Licorice Root from Alexandria

*S. S. Ilford* *March 3.*
J. S. Young & Co. (Baltimore, Md.)
3,847 Bales

### Empty Cigar Boxes from Porto Rico

*S. S. Ponce* —*March 6*
Porto Rican Express Co.....1 Case

### Cigarette Paper from Havre

*S. S. Schodack* *March 3.*
Liggett & Myers Tobacco Co...20 Cases

### Cigarette Paper from Liverpool

*S. S. Celtic* *March 4.*
British American Tobacco Co..26 Cases

## Ontario Tobacco Crop

CHATHAM, Ont., Feb. 11.—Both from the standpoint of quality and quantity, the tobacco crop of 1921 in Essex and Kent Counties was the best in the history of the industry. It is estimated that the farmers received approximately $1,750,000, or an average of $700 an acre. Favored with ideal weather, the crop ripened to perfection, and the harvest was greatly in excess of the most optimistic forecasts.

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Tobacco Baling Presses
The Chicopee Line
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straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

ILANG-ILANG
is packed in 100s
*Exclusive territory for*
JOBBERS
Dont Delay—Get this brand for your territory.
Henry Ottenberg
146 Front Street New York

It Pays to Read Your Trade Paper *Every Week*

## Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Chicago

(*Continued from page 24*)

the Admiral 2 for 25 cents size at 4 for 25 cents and the perfecto 10-cent size, at 5 cents. 170,000 of these two sizes drew in many extra customers.

### Hit by Automobile

Joseph Ostheimer, Sol M. Bernstein & Co.'s manager, met with quite a serious accident a few days ago. Joe was on his way down-town and was carrying several boxes of Charles The Great, when an auto hit him. Besides being badly bruised, the cigars were made into fine Havana scraps.

### Labor Situation More Satisfactory

Louis Cohn, head of the El Predomino Cigar Co., now located in Philadelphia, is at the Chicago office. He is well pleased over the labor situation in the Quaker City, and says he will now be able to give his trade much better cigars.

### Seeking New Connections

Aaron White, a salesman of ability, has not connected yet. He knows all the trade in Chicago and the Middle West and is open for a line. White can be reached at E. P. Oakes' store, 153 North Clark street.

### Sherman Stocks Ruy Lopez

The Hotel Sherman has stocked several sizes of the new Tampa made Ruy Lopez. This good work was the results of George Bennet's clever salesmanship.

Grommes & Elson, jobbers in the Ohio building, are placing the Java wrapped Tampa made Ruy Lopez with many dealers. It is repeating well with those who now handle it and comes in 2 for 25, 15 and 3 for 50 cent sizes.

### "Col." Wodiska on Job

Edward Wodiska, known to all here as the "Colonel," and who is now with Sol H. Furgatch & Co., de luxe manufacturers of New York, is on his way here to show his friends his new line of Vega Del Rey cigars.

### Large Pancho Arango Business

Mrs. C. D. Altschul, a star on the sales staff of the Hotel Sherman, reports a heavy demand for the Pancho Arango clear Havana Tampa made cigar. Mr. Altschul, who caters only to the private box smoker, and who has a large following, states that 95 per cent of her business is done on Pancho Arango.

### Has Opened Many New Accounts

J. P. Brill has opened many new accounts for the La Kurba Cigar Co. since he connected with this firm on Jan. 1. Jake is a popular cigar man and has a large following with the out of town trade.

### To Continue Seidenberg Offices

It is reported that William Waldmann and Ernest Fleischman will continue to operate the Chicago offices of Wm. J. Seidenberg Co., and as soon as shipments of their well known Pancho Arango cigars arrive again from Tampa they will start distributing them to the trade once more.

### La Garita Window

Henry Ackerburg, 187 West Madison street, shows a classy window display of La Garita 5 cent cigars, made by Harris & Son Cigar Co. The window was dressed as usual by Jerry Clancy.

### Jose Grande Window

Thomas Diffley Curran, 1124 Bryn Mawr avenue, has a large window showing of Jose Grande mild Havana's.

### To Vacate Old Corner

The Martin Cigar Co., Davenport, will, on April 1, lose their location at Second and Brady streets. This was the original location of the Martin chain of stores and has been known ever since as store number one of the Martin chain. Hickey Bros. have a retail store on the opposite corner which will now be the only retail cigar store in this intersection of Davenport.

### First Trip Through Hawkeye State

Sam J. Zuckermann, now with H. L. Rogers & Co., made his first trip through Iowa for his new firm. Sam has a host of friends in Iowa and always gets his order book filled.

Recent visitors to Davenport were Wm. Best, Jr., of the General Cigar Co.; Sig. Meyer and Mr. Foley of F. Lozano, Son & Co., Tampa.

### Cheerful News for Cigar Dealers

Business is going to pick up in Davenport and Rock Island. The Bettendorf Steel Car Co., of Davenport, which has been closed for a long time has just received orders mounting into several millions of dollars. This will give employment to several thousand men which means a regular "war time" boom to the cigar dealers.

### Shows Big Increase

The cigar department at Hotel Fort Des Moines, Des Moines, Iowa, shows a big increase in its daily receipts. This stand is operated by Hickey Bros., whose headquarters are in Davenport, Iowa.

### Strollers on Many Counters

Strollers have arrived, yes, Strollers, the natural leaf cigarettes, made by the Tobacco Products Co. They are seen on the tops of many counters. Packed in packages of 15 for 10 cents, the carton of 2 dozen is listed at $1.92.

### Off to Tampa

José Diaz, head of the Preferred Havana Tobacco Co., came in to confer with Wm. Tobias, their salesman in this territory. Diaz left here Thursday for Tampa.

Tom Gray, known to all the trade, called. Tom now sells the Tadema cigar.

### Price Reduced

Charles The Great in the corona chica size, packed in cans, has been reduced so that they now retail for 15 cents.

### Duddelston Out

Chas. Duddelston, vice-president and sales manager of Wm. A. Vorhauer & Co., resigned this week. Vorhauer & Co. distribute Cinco, Rey Oma and Garcia Grande.

### Made New Connections

Ernie Jacobson, who has worked the loop for Wm. A. Vorhauer & Co., has handed in his resignation to take effect March 20. He has signed up with Perfecto Garcia & Bro., and will cover his old territory for the new firm.

H. C. Curry, of the General Cigar Co., Chicago, is on a visit this week to the Detroit and Grand Rapids branches.

Just reported that Ed. Wodiska has resigned his position with Sol H. Furgatch & Co., of New York.—H. L. H.

## Making Swiss Cigars

LOUISVILLE, Ky., March 4.—The Mella Cigar Factory is a new enterprise here, and is engaged in making Swiss style cigars, which is probably the only cigar factory in the United States making this kind of cigar. John Bowhofer is affiliated with Ernst Hediger, who is head of the new enterprise.

### A Change of Ownership

MARYSVILLE, Cal.—Rane & Cansler have bought the Chas. Dyer cigar store on D street near Third.

## Tri-State Co-operative Plans

(*Continued from page 3*)

advocates of the plan, who see in the deal the realization of their claims that the pool would be a success, and the fact that the large manufacturers of the finished tobacco product are recognizing the co-operative organization in securing their supplies only spurs the membership into new hope or the ultimate achievement of the ends they sought.

Refusal of James C. Stone, president of the burley organization to name the price paid for the tobacco is regarded as good business, and his statement with reference to it is accepted at face value, in that he declared it was unwise to state the exact amounts of tobacco sold and the prices realized. Word from Lexington, Ky., headquarters of the burley organization, is, however, that the price paid was more than the level of the market in that State since the season opened there last Fall.

The steady and continued growth of the Kentucky organization lends color to the conviction here that the tri-State pool in the three states of Virginia, North Carolina and South Carolina is not done growing. The opening of the gates for additional growers is expected to bring in others who have not hitherto seen the advantage, in the opinion of the leaders. The meeting in Raleigh last week of the directors of the tri-State organization heard reports from a special committee sent to Kentucky to investigate conditions and to inspect the organization and observe its workings, and bring back a report. Those present were greatly encouraged by what they learned, according to the local director.

### Diversification Stressed

Diversification of crops this year is being emphasized by the leaders of the organization. A number of sane and level-headed bankers who are among the officials of the pool, are advising the farmers to grow their own home supplies at home. There is fear of a possible over-production of tobacco this year, and the same thing is said to be true with respect to the cotton situation. Some farmers who have gone into the pool seem to have become possessed with the idea that the co-operative association can get any price named for any quantity of tobacco grown. The wiser heads know this isn't true. They warn that the law of supply and demand cannot be overridden by any pool or co-operative organization in the world.

James H. Brodie, of this city, general manager of the Henderson works of the American Agricultural Chemical Co., and one of the best-informed men in this part of the State on farming conditions, and affairs affecting and concerning the farmer, has just returned home from an extensive trip through North and South Carolina. His information is that everywhere the farmers are tending toward an increase in the crop for 1922, both in tobacco and cotton. He has been preaching diversification and home-growing of supplies, and only this week a letter he wrote to a member of the county organization in the co-operative pool has been published by a local newspaper, warning the farmers to grow their home supplies first. There will be little tendency, he points out, on the part of the time merchant or any one else, to make any advances to the farmer who still owes money on his operations for 1921, and even on 1920, and who refuses to put in the things he actually needs on his own farm for the support of his family and for the feed of his stock.

The emphasis upon the necessity for growing home supplies first, and then putting in the money crop, is pressed the more by the intervention of Governor Cameron Morrison of this State in the affairs of the farmer. The Governor has been so impressed with the seriousness of the situation that he has actually called into his office one of the best-known journalists in the State to serve him for a period of two months in a Statewide campaign of spreading the "live-at-home" propaganda among the farmers in the home to save them from the disaster that seems to be impending unless they curtail on money crops and plant necessities.

## Banded Cigars Now Sold in Round Tins

Lilly, Dungan & Co., distributors for Heineman's Lord Baltimore cigars, report that cigars can now be banded and sold in round tins without danger of damaging the wrapper when removing the cigars.

This is accomplished by the simple expedient of wrapping the central four cigars in tissue paper.

Of course, when these four cigars have been removed, the others easily follow without endangering the wrapper.

In a letter addressed to the Tin Decorating Co. of Baltimore, Mr. Lilly says, "This method of packing removes the last objection to packing cigars in tin."

## The Cavour Cigar

The Cavour is the name of a high grade Italian cigar that is being put on the market by the Cavour Cigar Co., of 428 Washington street, New York. This cigar is made in two sizes, the Toscani and Napolitani, selling to the jobbers at $30 per thousand, less 15 per cent discount. With bands the price is $33 per thousand, with same discount.

The Cavour Cigar Co. is in a position to supply any quantity of this brand, having in stock a very large number of properly seasoned cigars.

The firm is manufacturing these cigars under the same process as that used by the Italian government. The manager of the company was formerly in the employ of the Italian government for more than fifteen years, and knows the methods used there.

The company is seeking an outlet for Cavour cigars through the medium of high class jobbers who can distribute the brand throughout New York, and elsewhere.

The makers claim that the Cavour is a cigar that will prove to be a good repeater, as it is made up to a standard and not down to a price.

## Cleveland

(*Continued from page 22*)

time. Mr. Arnheim is always ready—on the job on time, a fact which no doubt influenced greatly his success in the game.

### Visits Toledo Branch

J. H. Carver, of the George B. Scrambling Co., paid a visit to the branch in Toledo last week. Big business is ever reported on Roi-Tans and La Palinas, with the latter the real "headliner."

### Around Town

George Hayes, of S. Anargyros Co., was in town last week. George did some good business on Egyptian Deities, Murads, Moguls, and Helmars, all of which are very popular here.—HERB.

## CLASSIFIED ADVERTISEMENTS

**Learn to say "COMBATE" (Combat)**

The COMBATE TOBACCO CORPORATION was incorporated in Porto Rico on December 28, 1921, and is taking charge of the greater part of the leaf and manufactured tobacco business of its President, Mr. Javier Alonso Riera. Although its name is new its personnel averages over 30 years' experience in the tobacco business. Its Directors are the following gentlemen:

Mr. Enrique Alonso Riera.
" Javier Alonso Riera.
" Filiberto Gonzalez.
" A. Leon.
" P. Pruna.
" C. W. Boom.
" R. Leon.
" V. Alonso.

Before doing any business in tobacco either in Porto Rico or in Santo Domingo ask for the references of the Directors of "COMBATE" and write to the main office at 14 Tetuan St., San Juan, Porto Rico; or see Mr. J. A. Riera at the Hotel McAlpin some time this month.

**FOR SALE**—1 Standard cigarette machine with cork tipping attachment; 1 Ludington cigarette machine, self feeder; 1 Himoff's tobacco cutter, size 12; 1 Himoff's tobacco cutter, size 7, with motor attachment; 1 circular grinder; 1 tobacco grinder, Rogers' make; 1 pouch making machine. All machines are in first class condition. YALE BREVADA & SON, 135 Grand St., New York.

**FOR SALE**—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.

**AJAX CIGAR CO., YORK, PENN.** We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.

**FREDERIC LEDERER**
**TOBACCO**
106 FRONT ST., NEW YORK
*Cable Address: FRELEDER*

SONEDA
Mild Havana-Tampa, Fla.
New York Office
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STORM-FISHER & Co
LORD TEMPLE
Sumatra Wrapped
Get a line on our Merchandise and Prices

**H. DUYS & CO., Inc.**
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***Sumatra and Java***
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Telephone 3956 John — Cable Address—MARQUESE, New York
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***Leaf Tobacco***
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Warehouses: New Milford, Conn., Lancaster, Pa., Dayton, O., Viroqua, Wis.

**PERCIVAL R. LOWE, Inc.**
Leaf Tobacco Brokers
155 Water Street, New York

*"THEY LEAD THE LEADERS"*
**GRAHAM-COURTNEY MILD HAVANA BLEND**
26 Sizes
Acker, Merrall & Condit Company
61 West 13th St., NEW YORK

**CIGARETTE PAPER**
*Imported French in Bobbins, Reams and Booklets*
Peter J. Schweitzer, 220 5th Avenue, N. Y.

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OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

| | |
|---|---|
| Main Depot | 22 Fourth Avenue, New York City |
| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

CIGARETTE MACHINE KNIVES
AUTOMATICALLY GROUND ON OUR
**New Model "S-M" Automatic Knife Grinder**
*Universally Adopted by the Largest Cigarette Manufacturers.*
The knife is automatically guided in its revolving motion against the emery wheel. Result—Economy in labor—A straight bevel—a true cutting edge—a perfectly cut cigarette—a prolonged life for each knife.
*Write for Full Particulars On This Machine and On Our Latest Model—*
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UNITED CIGARETTE MACHINE CO., INC.
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LARGEST SELLING CIGAR IN THE WORLD
FACTORY OUTPUT 225,000 DAILY
7-20-4 R.G. SULLIVAN'S
FACTORY MANCHESTER N.H.
AT WHOLESALE IN NEW YORK AND NEW JERSEY BY
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*"Each Cigar In Its Own Humidor"*
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IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**

# TOBACCO

**A WEEKLY TRADE REVIEW**

**ESTABLISHED 1886**

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## The Cigarette Price Cuts Narrow Profit Margin

### Reductions Thus Far Total $1.20 a Thousand, or Fifteen Per Cent of Recent Wholesale Price—Keen Competition Indicated—Tobacco Men Not Alarmed—Plan Economies.

Further cuts in cigarette prices announced within the last week reflect increasingly keen competition among manufacturers.

Reductions have been drastic. They amount to $1.20 a thousand, or 15 per cent of the price at which cigarettes wholesaled when cutting began. The price is now $6.80 compared with $8 last December. Percentage of reduction is larger if the $3 internal revenue tax is deducted. Thus, amount actually paid for merchandise is $3.80 compared with $5, a reduction of 25 cer cent.

#### Profits and Price Cuts

Reduction of 15 per cent in selling price would more than absorb manufacturers' profit margin were it not for the fact that materials are lower. Tobacco manufacturing permits a profit margin averaging about 10 per cent. But the principal material, leaf tobacco, is not receding in price. Instead, it is gradually moving upward. The other big item is the internal revenue tax, which remains stationary.

#### Effect of Price Cuts

Liggett & Myers, American Tobacco and R. J. Reynolds represent upwards of 90 per cent of the cigarette and smoking tobacco business. Their business last year was probably in excess of $450,000,000. Although American Tobacco has not issued its annual statement yet, it is estimated total net profits of these three companies will run between $45,000,000 and $48,000,000. A reduction of $1.20 in cigarette prices would mean a reduction of about $55,000,000 in cigarette sales alone based on 1921 production figures. This figure is well in excess of the total net profits of the three concerns.

#### Trimming Production Costs

Thus manufacturers face the need for drastic reduction in production costs. On sales of around $450,000,000, approximately $200,000,000 represents internal revenue taxes. This leaves actual sales of merchandise around $250,000,000. Deducting manufacturing profit of $45,000,000, there remains a balance of slightly more than $200,000,000 representing production cost. With $55,000,000 less income as the result of price cuts, manufacturers obviously must save that amount before they can break even. Of the $200,000,000 which it costs to produce the output of these companies, probably more than $60,000,000 represents merchandise other than leaf. Assuming that materials have receded 50 per cent, this would be a saving of $30,000,000, or but slightly more than 50 per cent of the loss in gross revenues from price cuts. There will be no saving on leaf this year. There has been some reduction in labor, which represents but 10 per cent of production costs, and this saving, therefore, is negligible. Elimination of excess profits taxes should also prove helpful.

#### Manufacturers Not Alarmed

Though manufacturers are not pleased by the tendency to cut prices, they declare that the situation is one that demands businesslike handling, and that there still remains a margin of profit. There seems no immediate danger of the tobacco industry having thrust upon it the plight of the steel, copper, leather, fertilizer and other industries which found themselves producing at a loss.

Instead of reducing prices, manufacturers say, prices should be advanced to keep pace with the leaf market. But they are prepared to meet the situation without undue alarm. The leading companies are well fortified in liquid assets and have substantial surpluses to protect their undesirable proportions.

#### Outlook for Leaf

Pooling of burley crop has served to maintain prices. Without the pool prices would undoubtedly have been maintained because of better market for agricultural products generally and the limited crop of good grades. Outlook for 1922 crops is somewhat different. Planters are preparing to raise substantial crops, and this should help lower prices.

Tobacco industry was one of the few branches that escaped severe inventory loss during the deflation period. In 1921, when leaf prices declined sharply, manufacturers found it possible to average down their three-year stocks of leaf which are inventoried at cost. There was no reduction in prices for finished product until the end of the year. This permitted working off much high priced tobacco. In many instances inventories are being carried at prices below the current market.

Some of the big manufacturers are in a better position with respect to their leaf than are their competitors. This is the result of substantial purchases of the 1920 crop which was available at prices 50 per cent below that being brought by the 1921 crop. Big buyers of the 1920 crop will be in a position to go through the current year with but limited leaf purchases and thus make substantial commitments when this year's crop is harvested.—*Wall Street Journal.*

## Large Manila Shipment on the Way

Horace R. Kelly & Co., the pioneer importers from the Philippines, have a large shipment of Manila cigars on the way, which are expected to arrive the latter part of April or early in May. Among the important brands in this shipment are H. R. K., Non Plus Ultra, and George IV—all brands with national reputations, and owned by the house of Horace R. Kelly & Co., 487 Broadway, New York. These new goods are to be offered at attractive prices, ranging from 10 for 35 cents, and up.

## Crops and Markets

WASHINGTON, D. C., March 1.—The Bureau of Crop Estimates of the Department of Agriculture, has the following to say regarding the tobacco crop:

Florida: Seed beds in good condition.

Indiana: Prices slightly lower and movement slower than a few weeks ago.

North Carolina: Crop practically all sold. Prices fair. Some farmers preparing tobacco beds for spring planting.

Tennessee: Moving to market freely. Prices slightly higher. Increased acreage indicated.

Virginia: Plant beds are being prepared. Some increase over last year's acreage is indicated. Dark tobacco is selling well. Bright markets are closing up for the season.

## Van B. Winters Resigns

CLEVELAND, OHIO, March 11.—It was learned today that Van B. Winters, with the Reynolds Cigar Co. for the past two years, has sent in his resignation to take effect immediately. Van is one of the best known and best liked cigar men in this section, having been with the Samuel I. Davis Co. for fourteen years, previous to entering the employ of the Reynolds Cigar Co. Mr. Winters has made a name for himself in these parts and by real, honest-to-goodness effort has put the Reynolds cigar near the top of the list.—HERB.

## Must Have Special Authority

WASHINGTON, D. C., March 14.—Effective at once, tobacco is prohibited transmission to the Kingdom of the Serbs, Croats, and Slovenes in both the regular and parcel post mails, except upon special authorization of the Minister of Finance of that country.

## Revised Regulations as to Taxes on Tobacco

WASHINGTON, D. C., March 14.—Revised Regulations No. 8, concerning the tax on tobacco, snuff, cigars and cigarettes, purchase and sale of leaf tobacco, have just been issued by the Bureau of Internal Revenue, Treasury Department.

These regulations have been entirely revamped and brought down to date. The statute, or portion thereof, which is applicable, will be found immediately preceding the different sections of the regulations. There are included many sections of the law not heretofore printed in the regulations, but applicable and necessary for the information and guidance of taxpayers.

The sale of leaf tobacco by farmers is completely covered in Chapter II.

The chapter dealing with dealers in leaf tobacco is practically the same as regulations in T. D. 2947, minor changes only having been made.

Special taxes on manufacturers of tobacco, cigars and cigarettes are contained in full in Chapter IV.

Section 41 dealing with the computation of tax covers this subject fully and modifies in some particulars present rulings.

Chapters V and VI, relating to manufacturers of tobacco and cigars, respectively, have been made more complete and full than heretofore. All manufacturers' bonds are required to be executed in duplicate, and in respect to the penal sums of cigar manufacturers' bonds, a change has been made in the rule for

*(Continued on page 33)*

## Big "Get Together" Planned by T. M. Association

### Active Preparations for the May Convention Are Now in Full Swing—Invitations Issued Regardless of Membership—Importance of Meeting Easily Understood.

The Tobacco Merchants' Association already has a good part of its staff working out the details and making arrangements for the Third National Convention of Tobacco Men to be held in Washington on May 24 and 25. Judging from the scenes of activity at the headquarters of the association, no stone is being left unturned to make the coming convention the greatest ever held by the industry.

Under date of March 11 a letter was issued by Charles Dushkind, managing director of the association, urging attendance at the meeting and emphasizing the point that membership in the association is not essential to attendance at the convention and banquet. The letter follows:

"You have already received a copy of the official call for the Third National Convention of Tobacco Men to be held on May 24 and 25 next, at the New Willard Hotel, Washington, D. C.

"Every mail furnishes additional proof that the vital necessity for this 'Get Together Movement' is generally recognized throughout the trade.

"The two days of the convention as well as the banquet to be held on the evening of the first session day at the New Willard, at which the entire delegation in attendance will be entertained as guests of the association, will afford an ideal opportunity for the trade in all its branches to become better acquainted and establish the friendly relations and good fellowship that should always exist among those engaged in the same industry.

"As most emphatically pointed out in the official call, it is our aim to make this a *real national convention* truly representative of every branch of the tobacco and allied industries, without regard to membership in this association. Therefore, although you have not as yet favored us with your membership, we nevertheless not only hope to have you with us, but we earnestly ask your suggestions as to the management of the convention or the topics to be discussed, and to co-operate with us in every possible way to make this convention a success.

"May we not anticipate the pleasure of an early response, indicating that we shall have the benefit of your participation, support and co-operation?"

In a postscript Mr. Dushkind added: "For your information we enclose a list of representatives at our last convention, which speaks for itself."

The list of trade representatives, referred to, reads like a roster of all the leading members of the entire tobacco industry.

## Liverpool Monthly Report and Market Comment

LIVERPOOL, Eng., March 1.—The following figures and comment are taken from the regular monthly tobacco report made by Edwards, Goodwin & Co., P. L. Baker, proprietor:

**Virginia**

| | Leaf. | Strips. |
|---|---|---|
| Stock, Jan. 31 ..... | 99,492 | 55,105 |
| Imported in Feb. ..... | 3,831 | 764 |
| | 103,323 | 55,869 |
| Delivered in Feb..... | 2,676 | 975 |
| Stock Feb. 28 ..... | 100,647 | 54,894 |

**Western**

| | Leaf. | Strips. |
|---|---|---|
| Stock, Jan. 31..... | 11,501 | 13,213 |
| Imported in Feb. .... | 453 | 144 |
| | 11,954 | 13,357 |
| Delivered in Feb..... | 673 | 665 |
| Stock, Feb. 28..... | 11,281 | 12,692 |

**On Hand**

| Jan. 31 | 1921 | 0920 | 1919 |
|---|---|---|---|
| Virginia Leaf .... | 61,010 | 58,418 | 19,563 |
| Virginia Strips ... | 39,579 | 36,469 | 27,542 |
| Western Leaf .... | 13,006 | 14,905 | 2,728 |
| Western Strips ... | 14,755 | 15,811 | 4,169 |

**Quotations**

**Leaf**

| | | |
|---|---|---|
| Western— | | |
| Filler ..... | —@ 9@12 | —@10@14 |
| Medium ..... | 14 @ 18 | 15 @ 18 |
| Good to fine.. | 19 @ 25 | 19 @ 21 |
| Burley ..... | —@16@24 | —@15@22 |
| Virginia Dark— | | |
| Filler ..... | —@12@15 | —@13@18 |
| Medium ..... | 16 @ 20 | 20 @ 24 |
| Good to fine.. | 20 @ 24 | 25 @ 27 |
| Virginia and Carolina Bright— | | |
| Semi-dark to Semi-bright. | —@11@17 | —@18@26 |
| Medium bright | 18 @ 28 | 27 @ 36 |
| Good to fine.. | 29 @ 42 | 37 @ 45 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to Semi-bright. | —@14@16 | —@18@26 |
| Medium bright | 17 @ 20 | 27@32@35 |
| Good to fine.. | 21@28@— | 36@39@— |

**Strips**

| | | |
|---|---|---|
| Western— | | |
| Filler ..... | —@16@21 | —@17@24 |
| Medium ..... | 22 @ 28 | 25 @ 30 |
| Good to fine.. | 30 @ 36 | 31 @ 33 |
| Virginia and Carolina Bright— | | |
| Semi-dark to Semi-bright. | —@13@20 | —@20@27 |
| Medium bright | 21 @ 33 | 28 @ 40 |
| Good to fine.. | — @ — | 41 @ 52 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to Semi-bright. | —@15@24 | —@22@— |
| Medium bright | 25 @ 30 | Nominal |
| Good to fine.. | — @ — | " |

**Market Comment**

The sales for February have not been large partly owing to the poor selection of spinning Westerns, and in Brights the tendency has been for prices to depreciate as the bulk of the holdings of old imports are becoming less desirable, whilst the new crop has not yet caught buyers' fancy.

The reports arriving from Kentucky do not indicate any lower prices except for the high grades, but as these are out of range of shipment here it does not much concern our manufacturers. Nyasaland strips and dark cutting and bright cigarette leaf sold fairly well, with a few transactions in the intermediate grades.

Already the shadow of the budget is having its effect upon the market and clearances from bond, though we cannot see why the trade should regard a reduction in the duty as within the range of probabilities.

### To Open Establishment

SOLDIERS GROVE, Wis.—W. M. Dodge is to open a cigar, pool and billiard hall in the Dinsdale Building.

### Sold Out

CERES, Calif.—E. A. Uhl has sold his pool room and cigar stand to Stephen E. Mott and John W. Racey.

## Park & Tilford to Make Tilford Cigar in New York

Park & Tilford have decided to manufacture their Tilford brand of cigars in their own factory in New York. This cigar, a hand made, Sumatra wrapped, Havana filled product, has heretofore been turned out for Park & Tilford by a prominent Eastern manufacturer. It is made in four sizes: Tuxedo, retailing for ten cents; Perfecto and Club House, two for a quarter; and Invincible, fifteen cents straight.

The district branch established last fall in Kansas City, Mo., which has been in charge of Harvey Rush, has been doing extremely well with Tilfords and the greatly increased demand for the brand, particularly in that section of the country, has been one of the determining factors in the firm's decision to begin manufacturing in their own plant.

The sixth floor of the firm's building at 529 West 42d street, formerly occupied by the wine and liquor department, has been converted to a modern cigar factory. There is fine light and ample space, 16,000 square feet being available, enough to seat 400 or more cigarmakers. Eventually the factory will be turning out 150,000 to 200,000 cigars a day. Benches and seats have been installed; a capacious humidor built; packing tables have been placed on raised platforms directly under several of the skylights; partitions have been put up; washroom and toilet facilities installed, and ample room provided for the casing department. When visited last week by a representative of TOBACCO, escorted by Irwin Studwell, manager of the department, the carpenters were still at work, but a quantity of leaf was under treatment in the casing department.

The new factory, which contains more space on one floor than many a competing establishment has on several stories, will be in charge of A. Reder. Mr. Reder, who at one time was in business for himself, brings to his new task the accumulated experience gathered in thirty-five years of manufacturing quality cigars.

The Tilford brand completes the Park & Tilford line, as up to a couple of years ago, the firm had not used Sumatra leaf.

## San Francisco Retailers Watch Cigarette Prices

### Seem to Fear that Reductions Will Leave Them Without Profit Margins—Market Conditions Show Great Improvement—Dealers Give Preference to Standard Brands.

SAN FRANCISCO, March 7.—Another chapter was added this week to the cigarette situation in this district when announcement was made first of the reduction on Camels from $7.50 to $6.80, this being followed a few days later by a similar reduction on Lucky Strike cigarettes. Retailers are now wondering what is coming next. They claim that if Camels and Lucky Strikes are reduced to 15 cents retail by the chain stores and they are compelled to fall in line that they will be worse off than they are at present, according to their estimates. It is felt that the first retail reduction will be from 18 cents to 17 cents and it is hoped by the smaller retailers that there will be no further cuts. If the retail price remains at 17 cents, the retailers claim that their margin of profit will be increased over the present amount, which they feel is far less than it should be.

**More Spirited Activity**

Market conditions showed a great improvement this week, last Saturday marking the dividing line between apathetic times and a more promising period. Not only did the retailers feel the sudden stimulus in business, but the wholesalers and jobbers had their share. Retailers continue their effort to put forward only standard brands, with as great value as possible. Manufacturers have felt this demand from the public for some time and are meeting it as quickly as possible.

**Looking Over Accomplishments**

John W. Glenn, Roi-Tan representative, is sitting on the top of the world. He recently returned from the northwest, where he installed Louis Allehoff as his representative, and from Seattle, where he found Fred Chase advancing the interests of Roi-Tans to the fullest extent. Mr. Glenn has sent L. V. Lloyd to cover the Los Angeles territory and he himself will browse around the San Francisco landscape. So, no wonder John has a lofty perch!

**A Riot of Friendship**

It looked like a riot call had been turned in when Alfred Ehrman of Ehrman Bros., Horn & Co., left last Saturday on the *Hoosier State* for a voyage to Manila, there were so many friends and acquaintances at the dock to wish him a jolly and successful trip. Mr. Ehrman, who goes to the islands to look over his sugar plantation, will be away several months.

Announcement was made this week that the El Palencia is to appear in a new size, six inch, to retail at two for a quarter. This cigar is represented here by the Testa Cigar Co.

**Playing 'Em Up**

Advertising campaigns are being carried on on a large scale in this section in the interests of English Oval and Tareyton cigarettes.

H. L. Judell & Co. are the coast representatives for a new cigar case, known as the quick service display case. By means of a lever that extends across the back of the case, the cover is lifted and the customer has instant access to all the cigars shown in the case. The case is of mahogany, with a marble base; is zinc-lined and is equipped with a moisture register that is electrically controlled. The company reports that the case is attracting considerable attention.

Jack Planco, representing the cigar of that name, is here calling on the trade.

**New La Gran Marca Distributors**

A report comes from Portland, Ore., that Mason, Ehrman & Co., one of the largest cigar importing wholesale firms in that city, has taken the exclusive agency for the products of the La Gran Marca Cigar Co., of Portland. George H. Buehler, manager of the cigar department of Mason Ehrman & Co., made the announcement, having but recently closed the negotiations with L. A. Helbock, owner of the La Gran Marca Cigar Co. This firm already distributes a million a year in Portland.

**Vote to Reduce Scale of Prices**

Cigar makers here, in answer to an appeal from the manufacturers, have voted for a reduction in their scale of prices. The cut is about twenty-five per cent, making a difference of from $1 to $6 on the various sizes. Manufacturers assert that it was essential that the bill of prices drop so that they can meet the lower range of prices.

**Getting Leaf and Selling It**

The Golden State Leaf House announces that it has received its first direct shipment of Porto Rico tobacco, as well as a large quantity of old Sumatra. Dave Horn declares that the Porto Rico crop is excellent in quality, and says that the old Sumatra is much better than the new crop. Mack Horn, travelling representative of the company, is in Los Angeles territory, sending back an excellent run of orders.

Arnold Glaser of Glaser Bros., is again at his desk after an illness of several weeks' duration.

Riz-La cigarette papers are now being packed in 100-leaf packages, which will be listed at 42 cents per dozen and will retail at five cents.

**New Gato**

S. Bachman & Co. announce that a new ten-cent Gato will soon appear in the market, word having been received from the factory that the new shape is under way.

**Back in Harness Again**

P. J. Neuman, better known as "Phil the Pacifier," is holding down the shock-absorbing desk at the General Cigar Co. Mr. Neuman has been a member of the General Cigar Co.'s family for twenty-seven years and has covered the entire coast. About a year ago he was taken ill and remained away from employment until a few weeks ago. He was champing at the bit for several months, anxious to be back in the running, and finally his doctor consented to his assuming the present position. When it comes to pacifying, Phil is some pacifier, and so he has gained the nickname accredited him above. His many friends will be pleased to learn of his return to active duty.

Fred Murphy of Pocatello, Idaho, one of the largest retailers in that city, recently visited this city.

Arthur Meyer, president of Michaelitschke Bros. & Co., is visiting the trade in Los Angeles this week.

**In the Spot Light**

Russell Gear of S. M. Frank & Co., has been visiting the San Francisco trade. Russ is such a little fellow, only standing six feet six in his B. V. D.'s, that he had a hard time trying to make himself conspicuous enough.

The Shaw-Leahy Co. announces a reduction on Girards from $112 to $95 and from $75 to $65.

### Wisconsin Leaf Tobacco Co., Inc.

MADISON, Wis.—The Wisconsin Leaf Tobacco Co. has been incorporated; capital stock, $10,000. Incorporators, E. Tallars, R. Crothers and C. Berg.

## Opposed to Co-operative Marketing Plan

GREENEVILLE, Tenn., March 11.—Under yesterday's date the Burley Association of Greeneville sent the following communication to the tobacco growers of this section:

"We understand that the Kentucky Tobacco Pool is going to make another effort to get control of the Burley crop in this section. We want to put you on your guard before these silver tongued orators invade this territory, because you are going to hear great speeches explaining the reason why you should join the pool. *But remember, the Greeneville Burley market has established the highest average of any of the Burley markets this year*—$31.52 *per hundred*—while we are reliably informed that the farmers in the pool have only received an advance of around 8 cents per pound, and it will possibly be a year or two before they will receive their final settlements. When they do, this will not nearly equal what you have received on this market.

"*All the tobacco manufacturers will have two sets of buyers here at the opening of our market Thursday, December 7*, 1922, and we have reason to believe that the farmers of this section now have the greatest opportunity to make money by standing pat.

"We have gone into this proposition thoroughly and realize that our prosperity depends on yours; knowing this, we advise you to stay independent, and we will be glad to talk this proposition over with you and give you any information we can. Do not hesitate to call on us at our place of business.

"The farmers of this section are prosperous and you are capable of managing your own affairs. Do not be influenced by outside agitators who are only trying to get control of the production of Burley tobacco back into the hands of Central Kentucky because they are afraid of the wonderful progress we have made."

To the foregoing circular letter the names of all the members of the Burley Association's board of directors were attached. They are as follows: H. H. Gouchenour, W. C. Waddell, W. R. Lowry, C. W. Allen, James M. Reaves, W. H. Armitage, C. H. Bewley, W. H. Kiser, W. H Doughty, James H. Rader, Tom D. Brabson.

## Fall Through Draw Bridge

ST. AUGUSTINE, Fla., March 11.—Darkness tonight ended the search for the bodies of Godfrey Foster, local cigar manufacturer, and Joseph Ortagus, local merchant, who are supposed to have been drowned early today when an automobile in which they were returning from Anastasia Island plunged through an open draw in the bridge across Matanzas river here.

It has been definitely established that Foster and Ortagus were the only occupants of the car, a coupe owned by Foster.

They left Anastasia beach shortly after midnight. The draw had been opened to permit passage of a small motor craft. The bridge tender heard a splash in the water and turned in time to see the submerging car.

The machine was lifted to the surface this afternoon minus its top, which had been torn away by the grappling hooks used earlier in the day. A diver from Jacksonville made several efforts to locate the missing bodies. It is believed they were freed from the closed car when the top was torn away. The window of the machine, however, was open, which left a bare possibility that the men may have escaped and swam to safety. Those conducting the search for the bodies thought this hardly likely.

### Prominent Heidelberg Manufacturer Dead

Emil Caesar, councillor of commerce and head of the cigar manufacturing firm of Clem. Aug. Reichard, in Heidelberg, died in his 68th year. He was a prominent citizen and held many honorary offices.

## A Unique "Spike" Team Drawing Tobacco

HOPKINSVILLE, Ky., March 11.—C. D. Jones, a farmer living three miles from Greenville, in Muhlenburg county, is the proud possessor—proud is right—of what is believed to be the most freakish of all freak teams that are capable of doing real, sure enough, everyday service. This team is composed of two fifteen months old black Jersey bull calves and an under size gray mule whose years are so many that the count has been lost. Jersey calves are always small, both as to size and height and would never be looked upon to serve as oxen, and Mr. Jones' two are smaller than the average run, if possible.

Yet this team has proven by its deeds that it is capable of doing the work of almost any ordinary team. Already this season they have brought into Hopkinsville over the thirty-five miles of rough, hilly and muddy road from the Jones farm to this place, two full size loads of tobacco. Furthermore they made the trips in a day and a half each time without being pushed, which is good time for any pair of mules or horses, and not once were they stalled by mud, hill or had places in the road nor otherwise.

As this is a combination team, a combination method of driving them has to be employed. The calves are hitched in as "wheelers" and their only harness is a heavy wooden yoke such as oxen usually wear. They respond to spoke commands from the driver or to blows from a whip or goad. The mule is hitched in front, making a "spike" team, with chain traces and the harness mules usually wear. He responds to a pull or jerk on a single rope line and the spoken command to "gee" or "haw." Practice has made perfect to a large extent and now the unusual combination have learned each other's ways very largely and there is never any halting, or misinterpreting commands when they are given no matter whether to the mule or to the calves.

Mr. Jones says that this year he will use the team in his farm work and as a beginning he has already done much of his heavy plowing, or fallowing with them. He declares there is no team superior to his, no matter to what use they may be put.—M. E. BACON.

The Most Freakish of Freak Combinations

## Chicago Gets More 'Dope' About Women Smoking

### Argued That Women College Deans Should Not Violate Rules Against Smoking—Thinks Women Should Ride in Smoking Cars to Clarify Conversation—Trade News and Notes.

CHICAGO, March 11.—At a meeting held this week at the Blackstone Hotel of the National Association of Deans of Women's Colleges, several interesting ideas were brought forth, but they were nothing to the ideas that blazed forth at their annual luncheon. The women were grouped together that they might discuss college conditions to their mutual advantage. Miss Vida Hunt Francis of Philadelphia said conventions are no longer looked upon as important. "Some of us had a discussion recently," she said, "and decided it is wrong for a dean to smoke if smoking is taboo in her college.

"Deans should abide by laws made for their students. I don't smoke. I think it's merely a personal affair. I don't see why women are kept out of smoking cars. I think they might clean up the conversation in there. The influence would be good—and so many women smoke. I think it's perfectly right not to allow them to smoke on Pullman cars, however. It would make the air stifling."

### Rauch Factories All Busy

The Rauch Cigar Co. of Indianapolis is now placing on the market Hoosier Poet, a large 5-inch perfecto, that retails for 10 cents. It is a pre-war quality cigar and many repeat orders have already been received at the factory. The 12 branches of the Western Grocer Co. are now featuring the Lincoln-Highway cigar. It is the only class B. cigar that the Western Grocer Co. handles. All the Indiana factories of the Rauch Cigar Co. are in full operation, which speaks well indeed for the products under the prevailing conditions. Edw. J. Rauch, president and general manager of the company, is expected in Chicago next week to close a large connection for the Lincoln Highway cigar.

### New Cigar Manager

Sid Wolfson, who for many years was cigar department manager of the Hotel Pfister, Milwaukee, has just been appointed cigar department manager of the Greater Hamilton Club of Chicago. He succeeds Harry B. Allen, who resigned. Mr. Allen has not connected yet but states he will remain in the cigar field.

### Buys Interest in Wholesale House

Joseph Crocker, who has for 12 years, covered the north side and part of the north shore for Steele-Wedeles & Co., has resigned. Previous to joining Steele-Wedeles he represented Bondy & Lederer. He has bought an interest in the Ascher Cigar Co., wholesale cigar dealers, at 4647 N. Robey St., which firm in the future will be known as the Crocker-Ascher Co. Joe is widely known to the dealers on the north shore and is meeting with much success in placing his new brand. Like a good fellow he handed me his subscription for TOBACCO.

### A $15,000,000 Hotel for Chicago

One of the world's largest hotels—if not the largest—will be erected on Michigan avenue and 7th street by the La Salle Hotel Co., who operates the La Salle. It will be 25 stories high and will contain 3,000 guest rooms; a convention hall seating 4,000 people and will cost $15,000,000. It will cover the entire frontage on Michigan avenue, from 7th to 8th streets, and will have an airplane landing on the roof of one block in length. An exhibition room in the basement will be 35,000 square feet. James W. Stevens is president of the La Salle Co., and Ernest J. Stevens, vice-president and manager. This is just another sample of how Chicago is growing.

### Reports Business Improving

C. L. Aiman, sales manager for the Reiss-Premier Pipe Co., is highly pleased over the business they are getting on their pipes and cigarette holders. Aiman just returned from a short road tour and says business is picking up fast.

### Will Show 'Em

E. P. Oakes has left for Kansas City and points in the middle west. He will show the trade several new sizes of Gato's Cressida.

### To Feature Jose Grande

The Louis Nathanson Co., of Minneapolis, will feature Jose Grande cigars. The deal was closed last week by Mr. Nathanson when he was in Chicago.

On April 30, the Reiss-Premier Pipe Co. will vacate the general offices and sales room at 208 West Monroe street. Increased rental forces them to seek new quarters.

### Makes Strong Claim

Sig. Meyer, of F. Lozano, Son & Co., has left for St. Louis. Sig. says that the Lozano cigars that are now coming in from Tampa are the finest clear Havana cigars that he has ever seen. His Chicago office is Room 509-19 South Wells street, where he is always glad to greet the trade, so drop in.

### In Pitiful Plight!

The Chicago *Daily News* says: "Tobacco is becoming cheaper, but there are fewer and fewer places to smoke. There is even a scarcity of home firesides." By this the *News* refers to the flat and home shortage.

### Annual Cigarette Sale

The Fair held its annual cigarette sale this week; 200 Camel, Chesterfield, Piedmont and Lucky Strikes sold for $1.32; 200 Fatima or Omars for $1.69; 200 Home Run or One-Elevens for $1.05; 100 Melachrino for $1.48; 200 Pall Mall for $3.55; 200 Murad for $2.75; 200 Natural for $2.85. The limit to a customer was 400 of any one kind. An extra sales force had to be called in to take care of the rush shortly after the sale opened.

Fred L. Wells will feature Bouquet De Paris from M. F. Minden & Co. at his two stores. Al Korn booked the opening order while here last week.

### Romeo Garcia Display

The Sherman Hotel store of Albert Breitung shows a large window display of Romeo-Garcia Club Life short smokes in packages of 10 that now retail at 25 cents.

### Pushing Medalists

The Kimball Segar shop is pushing Medalist to the front. This well known loop store now shows the Medalist in a number of sizes.

### Boosting Cincos

Cinco cigars are being played up through large newspaper ads.

The Clayton Cigar Co., in their 4 stores, are offering a sale of the well known Upmann cigar in the 2 for 25 cent High Life size at 10 cents.

### Believes in Praising Own Line

Listening to Gus Jacoby, the loop star of the Ryan & Raphael Cigar Co., one would think that there was no other cigar but Gato's Cressida. Gus said his firm can't keep enough on hand to meet the demand that is coming in for dupli-

*(Continued on page 8)*

## Here on Important Mission

Louis Manders, one of the partners of the Marbro Pipe Co., 318 Boswell Road, London, England, arrived in New York Wednesday morning on the *S. S. Baltic* and is domiciled at the Imperial Hotel. His purpose is to establish an American agency for the sale of the well known pipes and tobacco pouches manufactured by his company. For four or five days after March 20, he will have a full line of samples at the hotel ready for inspection and will be glad to meet there anyone interested in his company's products.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MARCH 16, 1922.

## HELP FOR THE CO-OPERATIVES

At the next annual convention of the Virginia Bankers' Association it is to be hoped that Oliver J. Sands and Delegate J. M. Hurt will be given opportunity of renewing the appeal they addressed Saturday evening to group 2 of that organization.

The Richmond and the Nottoway bankers explained to representative financiers of Midland Virginia the significance of the co-operative agricultural movements now under way in the commonwealth, and particularly of the Tobacco Growers' Co-Operative Association. Arguing that the success of these enterprises meant prosperity to hundreds of thousands in the commonwealth, both Mr. Sands and Mr. Hurt urged the banks to adopt a policy of liberal lending—within the bounds of safety, of course—to assist the co-operatives.

Not a word that either spoke was exaggerated. The co-operative associations have come to stay. They can succeed slowly without the banks and very quickly with them. The one course means enmity, perhaps rival banking, class feeling and, in effect, everything that is to be avoided. The other course means solidarity along with speedy prosperity. It is not too much to say that financial support of the co-operatives to an extent well within the resources of Virginia banks in a decade may transform rural Virginia. And by that transformation the whole state will profit. Virginia has tried every way of making money except this, the certain and the obvious, the ordered encouragement of agriculture through co-operative marketing.—*Richmond Leader.*

## FRENCH CAPITAL IN BULGARIA

Commenting on the tobacco situation in Bulgaria, the Dresden *Tobacco Review* says: "French capital is having the same experience in Bulgaria as encountered in Brazil. French capital has established itself very firmly in Bulgaria, but it is not causing us much concern. For what good is investing a lot of money if there is no will for organization and no tenacity in enterprise. French capital looks at business from the point of view of the coupon cutter and the savings bank depositor, but it knows little of modern business methods of hustling and pushing, and, therefore, French capital investments are of no benefit to the country which is favored by its bounty." Cultivation in Bulgaria seems to have been stimulated by French capital, but there is no market for it.

## GERMAN TOBACCO IMPORTS

Official import figures, just published, show a very pronounced decline in tobacco imports by Germany, caused by the low value of German money. Last November, when the German mark was at the lowest ebb, total imports of raw tobacco amounted to 120,475 double cwt. (100 kilograms), compared with 155,202 double cwt. in October. The value was 370,937,000 and 558,700,000 marks, respectively. While there was a considerable reduction in the total, there was a decline of more than 50 per cent in the case of the United States. Thus our country is punished for our high standard of money value. The United States' exports of tobacco dropped from 15,537 double cwt. to 7,045. In the case of Santo Domingo, for instance, the figures remained almost stationary, 4,591 double cwt. compared with 4,206. Imports from Dutch East India dropped from 66,427 to 59,306 double cwt. There was even an increase in the case of Asia Minor, rising from 15,068 to 16,604 double cwt., while Brazil almost held her own with 11,017 against 12,631. The Balkan states alone showed a drop compared with that experienced by the United States, the figures being 16,604 compared with 32,873. Total imports of stems and ribs also dropped. They amounted to 3,672 double cwt., compared with 7,401 in the preceding month. While most of these imports came from the United States, their volume dropped from 6,163 to 2,596 double cwt.

Latest reports from Bremen and Hamburg state there is a rather dull market, as far as foreign tobacco is concerned, the natural result of a miserable exchange situation. Manufacturers are holding back orders, not to mention big orders, because nobody knows whether, before he can cash in on the raw tobacco he now buys, the madmen of Europe will have succeeded in tearing down the whole economic fabric or whether the madmen in high places will heed the warning sounded by the United States in their Genoa note and return to reason.

## CREATING DESIRE FOR GOODS

"Are you creating desire for merchandise, or are you simply trying to satisfy the desire that some one else created?" was the remark that a traveling salesman made to a business man the other day.

Some business people proceed on the theory that there is a fixed demand for a certain type of article. They set up in business with the idea of getting their share of the sales of that article. Their trade is not apt to grow fast.

The ideal business getter is the man who sees what people need, who makes a careful study of the markets and the merchandise and the lines that will best fit that need. Then he sets forth the merits of his line so thoroughly, both through advertising and in the sales work of his store, that people can see that they need the goods he has to sell and that they are getting substantial values. That man creates and satisfies new desires, and his business gains because he makes an original contribution to the community.—*Greeneville (Tenn.) Sun.*

## MORE LUXURY TAXES?

Canada is faced with the necessity of raising more revenue from internal taxation, the total sums derived from diminishing tariff revenues and increasing internal revenues being still far short of the amount required to carry on the normal activities of government and pay interest on the country's debt.

With the gates up against Canadian goods in the United States and other countries, there will be a relative decline in the quantity of goods we can purchase abroad. It is likely, therefore, that imports into Canada will remain at a low figure until conditions change—conditions over which Canada has no control. Prospects of materially increasing customs revenues appear pretty slim.

Internal taxation remains the only means by which the necessary money may be obtained by the government, and right here is where the tobacco industry becomes interested. Internal taxation immediately suggests to legislators a tax on luxuries. For taxation purposes, tobaccos in all forms are considered as luxuries—very much so. True, the industry was not "touched" in a direct way in the last luxury tax levy, but it may be up to the trade to oppose verystrenuously the placing of further tax burdens, direct or indirect, on tobaccos, should the luxury tax notion again hit the Ottawa tax farmers.—*Canadian Cigar and Tobacco Journal.*

## OVERDONE

A sad story comes from Paris. An English artist, member of the Royal Academy, studying the Moulin Rouge and other exhibits on the Seine, undertook to cement the entente cordiale between England and France by increasing the business of the French tobacco monopoly. He reached the summit of his pride when he consumed 60 monopoly cigarettes per day. Then doctors had to take him in charge. They shipped him back to dear old London, where he is recuperating on 15 non-monopoly cigarettes per day. Now the scoffing Frenchmen say it was not the monopoly cigarette at all that laid the academician low. It might have been painter's colic, according to a Paris wit.

## TOBACCO FAIR AT ESSEN

Since they no longer manufacture guns and ammunition at Essen, they have time to attend to other things that smoke. Essen is preparing for a tobacco fair to be held this Spring. The municipal exhibition hall, having a floor space of 5,000 square meters, has been engaged for the purpose. Manufacturers of the Rhineland and Westphalia have been invited to exhibit. At the time of fair the delegates of about 30 trade organizations will meet in convention at Essen.

## SUCH IS FAME!

A German trade paper, having received queries from readers, in manifest bewilderment pops and prints the following question:

"Who will furnish Prince Albert, Luki, Strik, etc.?"

Wonder whether Luki and Strik will ever get together close enough to perform a lucky strike?

But America need not feel hurt. The same paper inquires who is the producer of the Bismarck cigar. Somebody needs an advertising manager, it would seem.

## STRONG ARGUMENT

We have our argument all prepared for the day our adolescent son demands the privilege of smoking.

We're going to tell him it looks womanish.

And if we keep a collection of the present-day ad-artists' ideas of cigarette smokers, we don't believe we'll have much trouble in convincing him.

*Probably by that time every one will be buying his tobacco from a bootlegger, anyway.*—F. F. V. in *N. Y. Tribune.*

## HIGHER PRICES IN RUMANIA

The Rumanian tobacco monopoly has issued a new price list. The average raise in the price of cigars amounts to 250 per cent. Smokers are protesting, but their "kick" will be of no avail.

# The Taxation of Tobacco and Evil Effects of Unwise Legislation

**Irritation Caused by Constant Changes in Levies—Old Laws Laden With References to Tobacco Taxes and Licenses—British Politicians Long Ago Saw the Revenue Possibilities—Interesting History from Early Colonial Days Down to Date.**

By DR. ARTHUR SELWYN BROWN

THE Internal Revenue Law imposes many taxes besides manufacturing taxes. Sections 3355 to 3406 of the Revised Statutes of the United States deal with numerous taxes, licenses and restrictions on tobacco manufacturing, dealing and distributing.

Manufacturers of tobacco, or snuff, are compelled by section 3355 to furnish a statement covering their factory addresses; the equipment; and the name, kind and quality of the article proposed to be manufactured. A bond of not less than $2,000 must be given to the district revenue collector.

An annual inventory must be made by tobacco manufacturers and filed with the district collector. This must record, under oath, the products made during the year covered.

Dealers in leaf tobacco must render statements of sales whenever the internal revenue officers demand them. They must also make daily entries covering their business operations in accordance with Section 3360.

The Revenue Act of 1921 calls for monthly reports on transactions in tobacco.

### Specified Packages

All manufactured tobacco must be packed in packages in accordance with specifications given in Section 3362. All cavendish, plug and twist tobaccos are to be packed in wooden packages not exceeding two hundred pounds net. All packages shall have printed upon them the manufacturer's name, address, factory number, gross weight, tare, and the net weight of the tobacco in each package.

There must be affixed to every package of tobacco, and snuff, a label giving the manufacturer's name, the factory number, the district and the state, together with a statement in specified form showing the manufacturer has complied with all the requirements of law.

The use of internal revenue stamps is described in Section 3369. These stamps are issued by the revenue officials as receipts for payment of taxes.

There is a tax on reimported tobacco equivalent to the ordinary legal duties where the exportation was done without payment of the internal revenue taxes.

### Warehousemen Subject to Brokers' Taxes

Brokers, under the Revenue Acts of 1918-21, must pay an annual special tax ranging from $50 to $200. The United States court has held that a tobacco warehouseman whose business is to arrange that planters of tobacco shall bring their produce to the warehouse to be sold at auction is a broker within the meaning of the Act. It was held in Cothran & Connally vs. United States that: Where a statute defines the meaning of a word it is improper to give it a different meaning. The petitioners sought to exclude tobacco warehousemen from Section 1001, on the ground that such persons have the custody and possession of the article sold. But the possession of the article to be sold does not in the least prevent the business of a tobacco warehouseman from being that of, "negotiating sales of produce or merchandise."

The Revenue Act of 1916 provided that, "every person, firm or company whose business it is to negotiate purchases or sales of stocks, bonds, exchange, bullion, coined money, bank notes, promissory notes or other securities shall be regarded as a broker." The

(*Continued from issue of March 9*)

fact that the Revenue Act of 1918 repealed the tax on dealers in leaf tobacco and copies the foregoing words with the addition of the words, "produce or merchandise," seems to make it clear there was an intention to subject tobacco warehousemen to the broker's tax in place of the former tax on dealers in leaf tobacco. This change appears to have been made with the view of exempting speculators in leaf tobacco.

### Subject to Interpretation

Tobacco warehousemen might be classified as dealers in leaf tobacco, commission merchants or as brokers. The court held, however, that no classification more clearly indicates them than does the language of Section 1001. Hence it was decided that tobacco warehousemen, "negotiate sales of produce," and are clearly brokers and subject to the tax on brokers.

An expert on taxation and former attorney to the Internal Revenue office, recently expressed the opinion that annoying trivial taxes should be abolished because they yield an insignificant fraction of the revenue, and cause much trouble to the collectors as well as the persons taxed. He tersely remarked that: "In addition to the occupation taxes, many of the sales taxes are not worth retaining. Among such taxes are the so-called luxury taxes, which were intended to embody the regulatory feature, but which the increased cost of living has largely imposed on necessities; most of the manufactures' taxes; and the tax on the works of art."

Business men know from practical experience the large amount of injury caused by special business, and occupation and luxury taxes. Experts who have studied the effects of taxation from other angles agree with the business world and furnish additional examples of the futility of such harmful taxation. Only the politician continues to favor them and fails to appreciate the beneficial results which would accure from the abolition of all internal taxes except taxes on income, inheritances and sales.

### The Revenue Collected from Tobacco

The Government collected over $294,267,600 in internal revenues from tobacco trades last year. When the internal revenue law became effective in 1863, the income aggregated $3,000,000. In 1864, it amounted to $9,000,000. In 1882, it increased to $47,000,000. The returns were $59,355,084 in 1900; $70,365,568 in 1912; and $79,815,860 in 1914. A review of the returns from the tobacco taxes shows a rapid increase almost every year. Part of this increase is due to an increase in population and national wealth. But it is chiefly due to the increases in the number and amount of taxes. The statistics in the Annual Reports of the Internal Revenue office show how heavily the tobacco industries are penalized by unjust and also unwise imposts.

### Onerous Regulations

Many of the taxes are unjust because they are not collected effectively. Some firms pay theirs properly and promptly. Many appear to pay only small amounts. In order to secure better payments, the Government has imposed upon the tobacco trades a number of troublesome regulations like the inventories, records, and monthly reports which every dealer in leaf tobacco is compelled to furnish to the internal revenue officials. These are inquisitional, annoying and ineffective. They hamper business without being of much help to the Government. The 1920 Bulletin of the Bureau of the Census when indicating the difficulties experienced in collecting tobacco statistics stated: "Many of the individuals, firms and corporations registered in the Bureau of Internal Revenue as manufacturers are also registered as dealers, and a number are registered for two or more localities. In some instances, the registrations for the same ownership are made in different names. In order to determine whether or not a concern was covered by the law, it was necessary to consider the total quantities manufactured, or the total stocks held, at all the places at which it was registered. The Bureau of Internal Revenue has not brought together the names and addresses of individuals, firms and corporations registered at different places or in two or more capacities. It is difficult, therefore, to obtain a complete list of all persons and concerns actually coming within the scope of the law."

### Troublesome and Costly to Collect

This extraordinary state of affairs, disclosed by the Bureau of the Census Complaint, indictates that the internal revenue taxes and restrictions on tobacco are effective. Unjust and ineffective taxation is always avoided by some persons and is troublesome and expensive to collect. The tobacco taxes are troublesome and costly to collect and this is one of the reasons the authorities on taxation advocate their simplification or abolishment. A good tax is always simple, well-distributed, well complied with and, therefore, cheaply collected. The mistaken idea of our statesmen that tobacco continues to be a luxury and, therefore, should have regulatory taxes put upon it is a source of continual trouble to the tobacco industries and severely restricts their development. If legislators could be taught that tobacco is just as much a necessity today as coffee, tea and cocoa, they would quickly realize the vast amount of injury the existing tobacco taxation is working and would soon gain wisdom and repair those injuries by abolishing the taxes and restrictions. By freeing the industries from the prevailing impositions, they would open the way for great industrial developments and these would furnish the Government with far greater revenues than it can collect today from the tobacco taxes.

The general attention which is now being given to taxation is educating the American people to the harm done by the multiplicity of taxes, and especially the occupational, luxury and special taxes, and the necessity of confining the Government's revenue to a few simple, broadly carried taxes. This attention is bound to impress politicians and lead to better taxation methods. They will find when they come to study our present Revenue Law that the tobacco taxes are calling for immediate consideration. They are injudicious, unfair and expensive to the Government and are proving severe handicaps to every branch of the tobacco industry.

(*To be continued*)

It's more honest to waste your own money than to waste the time your employer pays you for.—*Forbes Magazine.*

## Chicago

*(Continued from page 5)*

cate orders. Asa Lemleim's visit here last week must have put new life into Gus.

"Your dollar keeps America Employed," don't delay, buy now.

The new Lucella is shown at the store of E. P. Oakes.

Klein Bros., at 20th and Halstead streets, offer Owl cigars, regular 8-cent size, at 6 for 35 cents; 17-cent Tuxedo tobacco at 4 cans for 49 cents.

### Knocking Cigar Cutter

The Health Committee of the City Council has recommended for passage an ordinance which will prohibit public cigar cutters in stores where cigars and tobacco are sold. The ordinance provides for a fine of from $10 to $100 for the owner of any store who violates its provisions.

### Boosting Lincoln Highway

Herman Werth, of the Rauch Cigar Co., Indianapolis, is here. Herman is boosting Lincoln Highway for Iwan Ries & Co., the Chicago distributors.

### Takes Five-Year Lease

The Jonah store, at the northeast corner of Wells and Madison streets, has been rented to the Central Cigar Stores Co. for 5 years, at an annual rental of $6,000

### Creating Business for Strollers

W. D. Fleak, sales manager here for Schinasi Bros., is assisting B. M. Torrence, of the Tobacco Products Corp., in the introduction of Stroller cigarettes. He has at present 60 missionary men placing this new 15 for 10 cent seller in the Chicago territory.

L. B. McKittrick, vice president of the Tobacco Products Corp., is expected for a few days in the very near future.

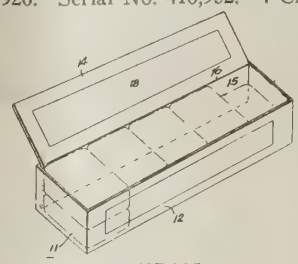
### The New Van Dyck

The new Van Dyck in the standard size, a panatela shape, to retail at 10 cents, is now being placed by the General Cigar Co., Inc. The list price to the dealer is $75.—H. L. H.

## Patents Recently Granted

By U. S. Patent Office

No. 1,407,105. Package for Cigarettes and the Like. Percy R. Walters, Montreal, Quebec, Canada. Filed Sept. 17, 1920. Serial No. 410,952. 4 Claims.

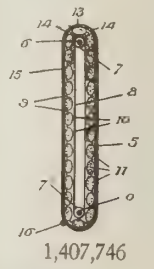


1,407,105

A package comprising a box-like body open at the top, and a removable closure for said body comprising a retaining portion normally engaged between the front of the box and the contents, and a cover portion integral with the upper edge of said retainer portion and normally assuming a rearward inclination over the box, said cover having advertising matter on the upper surface thereof, and being available as a display card in rear of the box by transfer of the retainer portion from the front to the back of the box.

* * *

No. 1,407,746. Cigarette Case. William P. J. Hagarty, Avon, S. D. Filed June 24, 1920. Serial No. 391,424. 1 Claim.

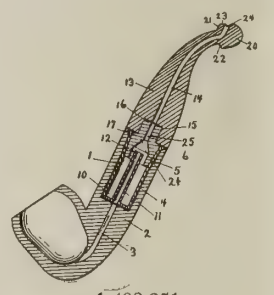


1,407,746

A device of the character described, comprising a flat case, rollers mounted in the case adjacent to the ends thereof, means for turning one roller, and an endless belt of rubber or similar material extending around said rollers and having transverse ribs on its outer surface forming grooves for snugly holding cigarettes or similar articles to be moved with the belt, said ribs being separated slightly at the points where the belt extends around the rollers, the case having a transverse slot at one end beyond one roller for removing the cigarettes or articles.

* * *

No. 1,408,251. Smoker's Pipe. Raymond L. Beselin, Omaha, Nebr. Filed Mar. 27, 1919. Serial No. 285,447. 1 Claim.

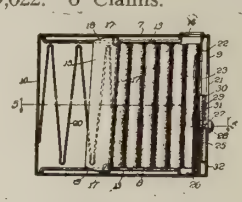


1,408,251

In a smoker's pipe, a stem, a mouth piece, said stem having a smoke passage therein and having an enlarged recess in its inner end opening into the smoke passage, and concentric thereto, said mouth piece having a tapering plug adapted to fit in the recess of the stem and the plug provided with an opening in its outer end communicating with the passage through the mouth piece, and a thimble fitting removably in said recess of the stem and extending throughout the depth of the recess and provided with a flared open end into which said plug of the mouth piece is adapted to wedge for binding the thimble in the stem and for binding the plug in the thimble, said thimble provided with a trap pipe concentrically arranged therein and opening through the bottom thereof into communication with the smoke passage in the stem, and said trap being of sufficient length to project into the opening of the plug whereby saliva passing through the mouth piece is adapted to flow from said plug into the thimble and smoke rising through the stem is adapted to pass freely from the end of said pipe into the month piece.

* * *

No. 1,408,464. Cigarette Case. Joseph F. Moeller, Chicago, Ill., assignor to Waterman W. Porter, Chicago, Ill. Filed Feb. 16, 1920. Serial No. 359,022. 6 Claims.



1,408,464

In a cigarette case, the combination of a rectangular box adapted to contain a row of cigarettes arranged side by side and having a delivery opening in one side edge thereof, a pair of guide-rods mounted on the inner sides of the side edges of said box, a spring-pressed follower head formed with holes in its ends by which it is slidably mounted on said guide-rods, said holes being sufficiently larger than said rods to permit a limited canting movement of said follower-head, and an ejector for forcing the foremost cigarette of the row endwise through said opening.

### Fire Damages Store

Madison, Wis.—The Fisher Cigar Store suffered a loss of several thousand dollars when fire destroyed a nearby building.

### P. Lorillard Co.

At the annual meeting of stockholders of the P. Lorillard Co. directors were re-elected.

# Manila Cigars of Reputation

Our Motto:

*"Not to Undersell but to Excel."*

We maintain a uniform, dependable quality and offer surprisingly good values to be retailed at

**3 for 10c** **6 for 25c** **5c straight**

*Strictly Hand Made* *Long Filler* *Mild and Aromatic*

Our most popular sizes are:

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Coronas
Coronas Grandes
Club House
Conquerors
Perfectos Grandes

*Direct Import Only*

Every Cigar Guaranteed by

MANILA COMMERCIAL COMPANY

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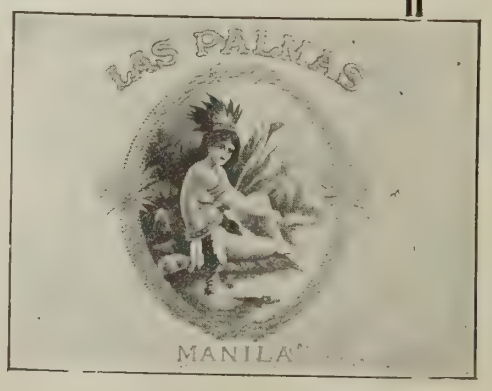
New York Office: 11 Water St., New York City



TRADE MARK

REGISTERED

TRADE MARK

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# OUR 1921 CROP OF FLORIDA AND GEORGIA WRAPPERS ARE NOW READY

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

## AMERICAN SUMATRA TOBACCO CO.

**131 Water Street** **New York City**

TRADE MARK REGISTERED

# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

**INVESTMENT SECURITIES**

60 Broadway
New York

100 Grosvenor Bldg.
Providence, R. I.

53 State Street
Boston, Mass.

557 Pleasant Street
New Bedford, Mass.


## Tobacco Securities

By Marketwise

TUESDAY MORNING, March 14.—The trend of the entire list during the past week was upward although temporary reactionary spells set in. The tobaccos almost without exception made gains; figures reached and net changes are as follows:

| | | |
|---|---|---|
| American Snuff | 130 | +4¼ |
| American Sumatra | 30⅞ | +2½ |
| American Tobacco | 137 | +2½ |
| American Tobacco (B) | 133⅛ | +2⅛ |
| Consolidated Cigar | 25 | ... |
| General Agencies | 70 | +4½ |
| Liggett & Myers | 165 | +1¼ |
| P. Lorillard | 153 | +1⅞ |
| Tobacco Products | 60¾ | + ⅜ |
| United Retail Stores | 45¼ | + ¾ |

The excellent report of the R. J. Reynolds Tobacco Company coupled with the announcement of application to list all these outstanding issues seemed to bring about a considerable rise in their stocks. The common B, of course, benefited most and at present levels is up some four points over a week ago. The preferred stock had its move within the last few days and is now selling about on a level with Liggett and Lorillard preferred for the first time in years.

The American Machine & Foundry Company declared a dividend of 6 per cent; this is the first dividend since 1918. Perhaps in this long interval the company has forgotten how to declare a dividend in the usual way. The notice first appeared in the papers March 7, while the dividend is payable to stockholders of record March 7. In the week between these two dates a stockholder might easily have sold his stock not realizing he was selling a dividend paying security.

For the first time in months good buying of American Cigar common has come into the market. The stock has been very heavy until the publication of the annual report which showed net earnings equal to dividend requirements.

MacAndrews & Forbes common continues easy and the quantity of stock coming into the market is not warranted by any facts now known. Perhaps the forthcoming annual report will shed some light on the matter.

Considerable Schulte came into the market but all offerings were readily absorbed without unduly depressing the market.

The Wengel Company has announced its annual meeting for April 5, at Jersey City. There has been quite some interest for the stocks and with but small offerings coming in it is not unlikely that this same will sell higher.

### General Cigar Co. Dividend

A quarterly dividend of one dollar and seventy-five cents ($1.75) per share will be paid on the Debenture Preferred Stock of the General Cigar Co. on April 1, 1922, to stockholders of record on March 25, at 12:00 noon.

### Increasing Its Capital

Herm. Reines & Sons, a Berlin tobacco corporation, has increased its stock capital to 10 million marks. Heretofore it was 4 millions. The new stock is entitled to dividends from Jan. 1, 1922, on.

### Income from Alsace-Lorraine

France expects to derive a net income of 124,000,000 francs from tobacco manufacturing in Alsace-Lorraine for 1922. Tobacco planting is increasing in volume in Alsace, although cultivation of small areas (less than 300 square metres) has been prohibited.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| *American Snuff | 126 | 126¾ |
| *American Snuff Pfd. | 93 | 100 |
| American Sumatra | 31½ | 32 |
| American Sumatra Pfd. | 62 | 64 |
| American Tobacco | 136 | 137½ |
| American Tobacco "B" | 133½ | 134 |
| American Tobacco Pfd. | 101 | 102 |
| Consolidated Cigar | 24 | 25 |
| Consolidated Cigar Pfd. | 50 | 58 |
| General Cigar | 69½ | 70 |
| General Cigar Deb. Pfd. | 99 | 100 |
| General Cigar Pfd. | 100 | 102¼ |
| Liggett & Myers | 160 | 165 |
| Liggett & Myers "B" | 156 | 160 |
| Liggett & Myers Pfd. | 114 | 118 |
| Lorillard, P. | 152 | 153 |
| Lorillard, P. Pfd. | 112 | 115 |
| Tobacco Products | 62⅛ | 62½ |
| Tobacco Products Pfd. | 90½ | 95 |
| United Cigar Pfd. | 107½ | 109½ |
| United Retail Stores | 46¼ | 46⅜ |

*Ex-Dividend.

### Universal Leaf Tobacco Co. Dividend

The regular quarterly dividend of 2 per cent on the Preferred Stock of Universal Leaf Tobacco Co., Inc., has been declared payable April 1, to Preferred Stockholders of record at the close of business March 22. Also a dividend of 3 per cent for the quarter on the Common Stock has been declared payable April 1, to the Common Stockholders of record at the close of business March 22.

## Tobacco Products Make Satisfactory Showing

Business of the Tobacco Products Corporation in the first two months of the current year shows substantial growth, according to President James M. Dixon. In submitting the annual report showing a net before taxes equivalent after preferred dividends to $8.45 a share on the 188,000 shares of common against $7.79 in 1920, Mr. Dixon says:

"Profits for the past year have been satisfactory in spite of the general business depression—net income of the corporation for 1921 of $2,148,431, comparing with net income of $2,023,882 for the year 1920.

"Business for the first two months of the current year indicates very satisfactory results for 1922—showing a steady growth—the volume of sales in January having increased upwards of 22 per cent over the corresponding month in 1921, with corresponding profits.

"Demand for cigarettes continues unabated—production for the year 1921 having made a new high record—and the company looks forward to a growing demand for the brands which it manufactures and controls.

"It will be noted from the annual report that a reserve of $435,000 has been appropriated for contingencies. This fund has been set up to take care of possible losses that might result from operation of affiliated companies, in which this company invested early in 1919, in foreign countries, where business has been greatly disturbed by continuation of wars, depression in exchange and generally disturbed industrial and financial conditions of the past two years."

Consolidated balance sheet of the Tobacco Products Corporation and subsidiaries, as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Real estate, etc. | $5,118,862 | $5,030,020 | $5,029,828 | $5,532,603 |
| Inventories | 6,863,176 | 9,108,737 | 11,258,868 | 8,023,623 |
| Due from other companies | 1,551,950 | 789,824 | 471,280 | 134,008 |
| Investments other companies | 3,923,469 | 3,920,553 | 3,481,766 | 1,259,250 |
| Lib. bonds & Canadian bonds | ..... | ..... | 1,057,400 | 1,057,500 |
| Notes and mortgages | ..... | 125,000 | ..... | ..... |
| Bills and accounts receivable | 902,983 | 977,189 | 1,006,200 | 1,360,105 |
| Invested in Cairo | ..... | ..... | ..... | 454,463 |
| Prepaid insurance, interest, etc. | 249,575 | 111,166 | 321,515 | 196,642 |
| Cash | 1,732,839 | 876,127 | 658,432 | 563,647 |
| Dividends receivable | ..... | 18,000 | 48,635 | ..... |
| Stock held for employees | 688,696 | 730,794 | ..... | ..... |
| Total | $21,031,550 | $21,687,410 | $23,333,924 | $18,581,841 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Preferred stock | $8,000,000 | $8,000,000 | $8,000,000 | $8,000,000 |
| Common stock | *2,600,000 | 2,600,000 | 1,760,000 | 160,000 |
| Preferred dividends payable | 140,000 | 140,000 | 140,000 | 140,000 |
| Gold notes | 4,000,000 | ..... | ..... | ..... |
| Bills and accounts payable | 1,916,249 | 6,384,831 | 8,276,443 | 3,706,365 |
| Common dividends payable | ..... | ..... | ..... | 1,600,000 |
| Dividend scrip payable | 672,387 | 1,107,481 | 1,248,000 | 720,000 |
| Reserve for taxes, etc. | 760,936 | 792,478 | 502,143 | 786,208 |
| Due subsidiary companies | ..... | ..... | 870,743 | 76,081 |
| Contingent reserve | 435,000 | ..... | ..... | ..... |
| Surplus | †2,506,978 | 2,662,620 | 2,536,595 | 3,393,187 |
| Total | $21,031,550 | $21,687,410 | $23,333,924 | $18,581,841 |

*$16,000,000 par value, consists of 160,000 shares of no par value of $100 per share, but for which the corporation received only $1 per share cash, and which were issued under Virginia law at $1 per share; and 28,000 shares of no par value of $100 per share.

†No reserve has been set up for federal taxes for year 1921.


## Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
Tel. Hanover 7728-37


## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 68 | 73 |
| American Cigar Pfd. | 85 | 90 |
| American Mach. & Fdy. | 220 | .. |
| American Tobacco Scrip. | 124 | 127 |
| Bayuk Bros. Pfd. | 85 | .. |
| British-Amer. Tob. Co. | 14 | 15 |
| Conley Foil | 14 | 16 |
| Eisenlohr & Bros. Com. | 60 | 67 |
| Eisenlohr & Bros. Pfd. | 90 | 94 |
| Geo. W. Helme Com. | 147 | 155 |
| Geo. W. Helme Pfd. | 107 | 110 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 11 | 12 |
| International Cigar Mach. | 20 | 35 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 75 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 100 | 104 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com. | 28 | 32 |
| Philip Morris | 10½ | 12½ |
| Porto Rican A. T. Co. | 50 | 60 |
| Porto Rican A. T. Scrip. | 70 | 85 |
| R. J. Reynolds "A" | 60 | 70 |
| R. J. Reynolds "B" | 43½ | 45 |
| R. J. Reynolds Pfd. | 113 | 115 |
| Schulte Retail Stores | 31 | 35 |
| Tobacco Prod. Export | 5 | 6½ |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 110 | 140 |
| Universal Leaf Com. | 124 | 129 |
| Universal Leaf Pfd. | 102 | 105 |
| United Profit-Sharing | 1¾ | 2¼ |
| U. S. Tobacco W. I. | 45 | 47 |
| Weyman-Bruton Com. | 180 | 187 |
| Weyman-Bruton Pfd. | 107 | 110 |

*Ex 50% in stock.

## Redemption of A. T. Notes

The American Tobacco Co. gives notice that it will redeem and pay on April 15, at the office of Guaranty Trust of New York, No. 140 Broadway, New York, all, to-wit: $3,334,000 at par of the Series D notes dated Nov. 1, 1918, maturing on Nov. 1, 1922, at par with interest accrued from November 1, 1921, to April 15, 1922, and with a premium of one per cent on the principal of notes. This redemption is in accordance with the terms of Article IV. of the trust agreement of Nov. 1, 1918, to which the American Tobacco Co. was party of the first part, and Guaranty Trust Co. of New York as Trustee was party of the second part, whereunder $25,000,000 at par of 7 per cent serial gold notes were issued, Series A, maturing Nov. 1, 1919, Series B, maturing Nov. 1, 1920 and Series C, maturing Nov. 1, 1921, having already been paid.

Holders of any of Series D of serial gold notes, maturing Nov. 1, 1922, may present such on, or at any time after, April 15, 1922, at the office of Guaranty Trust Co. of New York, and the notes will be paid with accrued interest up to April 15, 1922, and the premium of one

# United Profit Sharing Net Profits $266,804

The United Profit Sharing Corporation has issued its annual report for the year ended December 31, 1921, showing net profits subject to federal taxes, of $266,804, equivalent to 16 cents a share (25 cents par value) earned on the $409,537 capital stock. This compares with net profits of $240,022, or 14 cents a share in the previous year.

Income account for the year 1921 compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Net profits | $266,804 | $240,022 | $407,130 | $211,525 |
| Dividends | 122,861 | 40,954 | 122,861 | 81,908 |
| *Surplus for year | $143,943 | $199,068 | $284,269 | $129,617 |
| Previous surplus | †393,963 | †269,895 | †168,190 | 125,928 |
| Profit and loss surplus | $537,906 | $468,963 | $452,459 | $255,545 |

*Subject to federal tax for 1921.
†After deduction of federal taxes for previous year.

Balance sheet of the United Profit Sharing Corporation, as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Cash | $224,258 | $63,306 | $143,672 | $211,921 |
| Investments | 965,566 | 1,046,650 | 893,005 | 598,973 |
| Liberty bonds | ..... | ..... | 75,000 | 75,000 |
| Furniture and fixtures | 10,263 | 10,118 | 13,013 | 13,242 |
| Merchandise and supplies | 94,387 | 74,978 | 73,541 | 71,588 |
| Unexpired insurance | 686 | 537 | 2,284 | 719 |
| Accounts receivable | 491,555 | 415,647 | 256,340 | 204,449 |
| Dividends accrued | ..... | ..... | ..... | 11,200 |
| Coupon account | 16,210,691 | 13,641,354 | 10,620,907 | 7,556,239 |
| Total | $17,997,406 | $15,252,590 | $12,077,762 | $8,743,331 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Capital stock | $409,538 | $409,538 | $409,538 | $409,538 |
| Capital disct. due stockholders | 1,395 | 1,798 | 2,572 | 12,540 |
| Accounts and bills payable | 88,375 | 74,912 | 49,273 | 92,739 |
| *Proved accounts | 16,960,192 | 14,297,379 | 11,163,920 | 7,972,969 |
| Surplus | †537,906 | 468,963 | 452,459 | 255,545 |
| Total | $17,997,406 | $15,252,590 | $12,077,762 | $8,743,331 |

*,For contingent liability on coupons, taxes, fixture depreciation, etc.
†Subject to change on account of federal taxes for 1921.

per cent whether so presented or not, such notes shall cease to draw interest on April 15, 1922, and coupons for interest subsequent to that date be void.

**Liggett & Myers Tobacco Co.**

Directors of Liggett & Myers Tobacco Co. were re-elected at annual meeting of stockholders.

**National Licorice Co.**

The regular quarterly dividend of 1⅛ per cent on the preferred stock of the National Licorice Co. has this day been declared, payable on March 31 to all preferred stockholders of record March 24.

# Helme Report Shows Increase in Surplus

George W. Helme Co., Inc., has issued its annual report for the year ended December 31, 1921. Income account has already been printed and showed net earnings, after charges and federal taxes, of $1,258,463, equivalent after preferred dividend to $31.46 a share on the $4,000,000 common stock; as compared wtih $1,362,550, or $27.06 a share in 1920.

The balance sheet shows some revision from the statement submitted to the Stock Exchange in February, due largely to the deduction of depreciation funds. Total assets and liabilities are given as $14,722,337, against $14,122,562 in 1920, and profit and loss surplus was $3,728,179, compared with $3,029,715.

Balance sheet of George W. Helme Co., as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Real estate, good will, etc. | *$3,473,719 | $3,528,421 | $3,539,375 | $3,537,616 |
| Inventory | 5,885,261 | 6,178,088 | 5,699,922 | 5,110,540 |
| Cash | 990,228 | 1,101,386 | 1,236,268 | 1,001,454 |
| Bills and accounts receivable | †3,247,579 | 2,189,117 | 2,387,661 | 2,625,894 |
| Liberty Bonds | 1,125,550 | ‡1,125,550 | ‡1,124,800 | †1,295,150 |
| Total | $14,722,337 | $14,122,562 | $13,988,026 | $13,570,654 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Preferred stock | $4,000,000 | $4,000,000 | $4,000,000 | $4,000,000 |
| Common stock | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 |
| Preferred dividends payable | 70,000 | 70,000 | 70,000 | 70,000 |
| Common dividends payable | 260,000 | 260,000 | 260,000 | 100,000 |
| Accounts and taxes payable | 685,938 | 990,244 | 1,369,405 | 1,752,810 |
| Advance insurance, etc. | 1,978,220 | 1,772,603 | 1,781,456 | 1,555,646 |
| Surplus | 3,728,179 | 3,029,715 | 2,507,165 | 2,092,198 |
| Total | $14,722,337 | $14,122,562 | $13,988,026 | $13,570,654 |

*After deducting depreciation funds.
†Includes investment in bonds and notes of municipalities and non-competing corporations.
‡Includes other investments.

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

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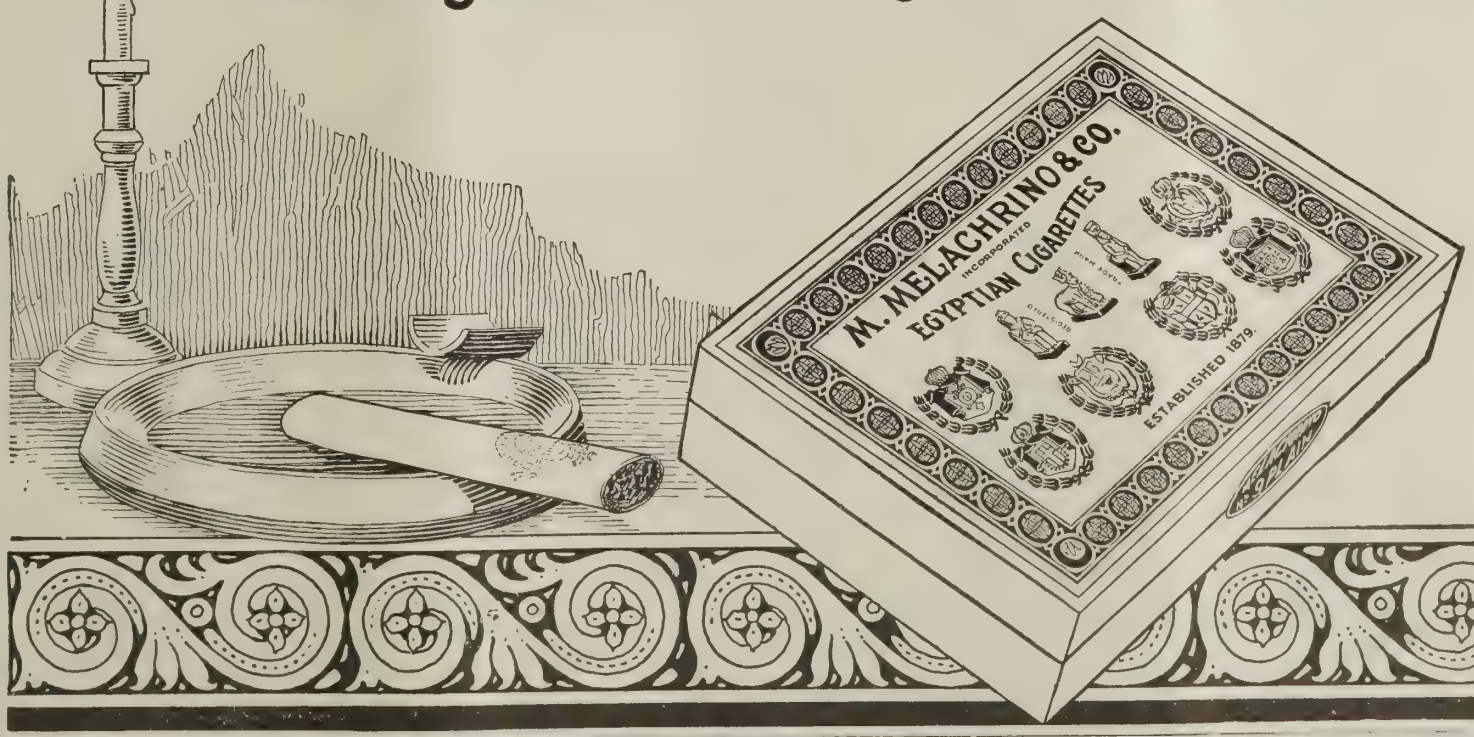
"The Cigarette Elect of All Nations"


# EL RISDAL

A Mild, Aromatic Cigar

MADE IN PORTO RICO

Thirteen Sizes

SPANISH HAND-MADE

*Correspondence Invited*

J. M. GONZALEZ & CO.

SANTURCE, P. R.



Herminio Madera

ALONSO RIERA & CO.

PACKERS OF

Porto Rico Leaf Tobacco

Importers and Exporters

*The Tobacco Palace*

SAN JUAN, PORTO RICO



OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.

PASBACH-VOICE

LITHOGRAPHING CO. INC.

ART LITHOGRAPHERS

GRAND STREET AND MORGAN AVENU

BROOKLYN, N. Y.

CIGAR -LABELS—CIGAR BANDS



A WELL-FED plant resists disease.

Potatoes, Truck Crops, Tobacco, and Sugar Beets are often attacked by diseases that thrive on ill-fed plants.

The effects produced on these crops by Potash hunger have often been mistaken for a new disease.

Fertilizers for these crops should be well balanced and should contain from 7 to 10 per cent. of Potash.

You can get plenty of Potash if you insist on having it.

SOIL & CROP SERVICE, POTASH SYNDICATE
H. A. Huston, Manager
42 Broadway New York

POTASH PAYS


## Kentucky Tobacco Sales During February

### Figures Compiled by the State Commissioner of Agriculture

FRANKFORT, Ky., March 11.—W. C. Hanna, State Commissioner of Agriculture, makes report of sales of tobacco in all warehouses in Kentucky during the month of February, 1922, as follows:

| | This month's sale of 1920 or previous year's crop | | | 1921 Crop | | |
|---|---|---|---|---|---|---|
| | Pounds | Total dollars and cents | Average price per 100 lbs. | Pounds | Total dollars and cents | Average price per 100 lbs. |
| Burley tobacco sold for growers.. | 428,583 | 47,559.63 | 11.09 | 28,831,251 | 7,631,928.52 | 26.47 |
| Burley tobacco sold for dealers.. | 3,277,745 | 410,373.06 | 12.51 | 1,982,345 | 418,774.92 | 21.12 |
| Burley tobacco resale..... | 1,946,485 | 244,182.73 | 12.53 | 1,364,794 | 213,565.20 | 15.64 |
| Total Burley and average..... | 5,652,813 | 702,115.42 | 12.42 | 32,178,390 | 8,264,268.64 | 25.68 |
| One-sucker tobacco sold for growers ..... | 40,000 | 1,920.00 | 4.90 | 586,939 | 57,438.99 | 9.79 |
| One-sucker tobacco sold for dealers ..... | 35,690 | 2,282.46 | 6.40 | 21,395 | 1,935.87 | 9.04 |
| One-sucker tobacco resale..... | 23,415 | 1,637.42 | 6.99 | 1,375 | 189.05 | 13.75 |
| Total one-sucker and average. | 99,105 | 5,839.88 | 5.89 | 609,709 | 59,563.91 | 9.76 |
| Unfired dark tobacco sold for growers ..... | ..... | ..... | .... | 2,096,525 | 260,707.69 | 12.38 |
| Unfired dark tobacco sold for dealers ..... | ..... | ..... | .... | 30,195 | 3,224.11 | 10.67 |
| Total unfired dark and average. | ..... | ..... | .... | 2,126,720 | 263,931.80 | 12.41 |
| Fired dark tobacco sold for growers ..... | 1,365,590 | 187,795.98 | 13.75 | 4,206,365 | 613,936.57 | 14.59 |
| Fired dark tobacco sold for dealers ..... | ..... | ..... | .... | 573,965 | 93,826.24 | 16.34 |
| Total fired dark and average.. | 1,365 590 | 187,795.98 | 13.75 | 4,780,330 | 707,762.81 | 14.80 |
| Green River tobacco sold for growers ..... | ..... | ..... | .... | 3,075,175 | 371,363.08 | 12.07 |
| Green River Tobacco sold for dealers ..... | ..... | ..... | .... | 77,140 | 8,613.00 | 11.16 |
| Green River tobacco resale..... | ..... | ..... | .... | 191,230 | 22,850.51 | 11.94 |
| Total Green River and average. | ..... | ..... | .... | 3,343,545 | 402,826.59 | 12.04 |
| Grand total and average..... | 7,117,508 | 895,751.28 | 12.58 | 43,038,684 | 9,698,353.75 | 22.53 |

## Mayfield Market Active

MAYFIELD, Ky., March 10.—Wright, Smith & Co., leaf tobacco dealers and exporters, report as follows:

Continued activity prevails at both auction and private sales, with prices on all grades still on an upward tendency.

In making a survey today of the buyers of this market to ascertain the total receipts to date, as well as the outstanding contracts, we find the quantity delivered and contracted for to be much lower than had been estimated by all members of our Tobacco Board of Trade, and when those figures are added to the small per cent of unsold tobacco, we further find that the 1921 crop tributary to this market will be from one and one-half to two million pounds less than was estimated.

Of the 1919 crop, this market handled about thirty-one million pounds against seventeen and one-half million pounds of the 1920 crop, and on a conservative estimate of the unsold tobacco, it now looks as though we will not exceed fifteen million pounds. In making these figures, we are not unmindful of the fact that there is a possibility, provided present prices are maintained, of tobacco coming to this point from other markets; but we do not believe, should this happen, that the quantity would amount to very much, as too much of the tobacco in the western district has already been sold and delivered.

Auction sales for the week are as follows, which sales were largely of the lower grades:

| Date | Number loads | Leaf avrg. | Lug. avrg. | Gen. avrg. | Avrg. year ago |
|---|---|---|---|---|---|
| March 4.. | 80 | $15.68 | $1.94 | $12.91 | $7.22 |
| March 6.. | 132 | 15.08 | 2.01 | 12.44 | 6.82 |
| March 7.. | 111 | 15.31 | 2.05 | 12.65 | 7.01 |
| March 8.. | 138 | 14.86 | 1.85 | 12.23 | 6.95 |
| March 9.. | 59 | 16.20 | 2.00 | 13.36 | 7.21 |
| March 10.. | 44 | 16.25 | 2.00 | 13.40 | 7.17 |

## Springfield Average, $18.84

SPRINGFIELD, TENN., March 11.—Total sales for the week, 230,770 pounds; average price per 100 pounds, $18.84. Sold to date of 1921 crop, 4,833,105 pounds; average price per 100 pounds, $20.52.

There was a small decline in market this week due to some extent to extra heavy deliveries. This decline in prices and more inferior tobacco now coming on the market than at any time during the season, caused a lower average for the week than the season's average.

Common lugs, 2 to 3 cents; medium lugs, 3 to 5; good lugs, 5 to 8; fine lugs, 8 to 12. Leaf: Common, 8 to 15; medium, 15 to 25; good, 25 to 32; fine, 32 to 40.


WM. B. SHAW

Importer and Exporter

Porto Rico and San Domingo Tobaccos

136 Front St., New York

Packing Plants: Porto Rico Santo Domingo

Cable Address: Shawleaf, N. Y.



A. M. LEÓN

257 West 116th St. New York

Porto Rican Leaf Tobacco

Representing Salvador Gallart, Cayey, P. R.



Madera, Vigil & Co.

*Importers and Exporters of*

Leaf Tobacco

San Juan, Porto Rico



RAMON MORAN & CO.

*Growers, Packers & Exporters*

MANATI, PORTO RICO

*Correspondence invited.*

PORTO RICAN LEAF TOBACCO



HERMANN J. ROSE

Packer of

PORTO RICAN CIGAR LEAF TOBACCO

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

*Quality, Not Price*

Santurce, Porto Rico

# Baltimore Market

### Active Demand for All Tobaccos

BALTIMORE, Md., Mar. 9.—Gieske & Niemann, leaf tobacco merchants, report as follows:

*Maryland.*—Receipts for the past week were 69 hogsheads besides 56 hogsheads reinspections. Sales increased to 290 hogsheads, the bulk of which were low grades.

The demand continues for all good tobaccos.

*Ohio.*—No receipts, while sales of 83 hogsheads are reported for the past week.

### Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending March 8:

**Receipts**

| | This week | Previously | Total | Net to date | Same 1921 |
|---|---|---|---|---|---|
| Maryland.. | 125 | 1,330 | 1,455 | 624 | 962 |
| Ohio..... | ... | 82 | 82 | 82 | 138 |
| Total.... | 125 | 1,412 | 1,537 | 706 | 1,100 |

Reinspection this week: Maryland, 56; to date, Maryland 831.

**Deliveries**

| | Maryland | | | | |
|---|---|---|---|---|---|
| | Coastwise and Domestic | For. | Total | Ohio | Total |
| This week. | 7 | .... | 7 | 22 | 29 |
| Previously. | 513 | 1,146 | 1,659 | 132 | 1,791 |
| | 520 | 1,146 | 1,666 | 154 | 1,820 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1..... | 16,690 | 3,904 | 20,637 |
| Receipts since..... | 624 | 82 | 706 |
| | 17,314 | 4,029 | 21,343 |
| Delivered since..... | 1,666 | 154 | 1,800 |
| Stocks today..... | 15,648 | 3,875 | 19,543 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week..... | 290 | 83 | 373 |
| Previously ..... | 2,116 | 181. | 2,297 |
| | 2,406 | 264 | 2,670 |

Ground leaves to date, 642 hogsheads.

## Burley Association Strongly Endorsed

LEXINGTON, Ky., March 10.—Director of Warehouses Ralph M. Barker, of the Burley Tobacco Growers' Co-operative Association, returned today from an inspection trip over the district, in which he directed the closing of all but one of the receiving plants in each town having more than one warehouse and talked with growers, bankers and business men in regard to the workings of the co-operative system of marketing.

"I have never seen in my life such a wonderful spirit of co-operation as was manifested at every point I visited," said Mr. Barker. "I talked with farmers, merchants, bankers and professional men in every town and county and it seemed to be the unanimous opinion that we have hit upon the right system for the disposition of our tobacco.

"In every county I visited, numerous farmers, having had opportunity to observe the workings of the new system have voluntarily come forward, asked for contracts and have signed up their crops for the next five years to be handled by the association. I also learned that the members of the association unanimously approve the expressed intention of the legal department of the organization to sue the men who have broken their contracts by selling their tobacco over the loose leaf floors and that they want this action taken as a means of protecting members of the association in future from welchers who seek to take advantage of price conditions created by the loyal members who keep their word and their contract.

"There are not many of these fellows, but some of them are prominent enough to attract attention and if they can 'get by' with such violation of their agreements, the growers declare, it will have a demoralizing effect on the loyal growers and tempt others to violate their contract should future market conditions continue this year, which is probable."

Mr. Barker said that practically all the Association tobacco would be delivered by the first of April. Leases on the warehouse plants all over the district practically have been completed, he said, and as soon as the work of receiving the tobacco is out of the way trades will be completed between the warehouse owners and the subsidiaries of the Association, which will take deeds to the property under the contracts originally signed by the owners and Mr. Barker as the authorized representative of the Association.

F. D. Williams, of Richmond, Va., leader of the growers in the sun-cured association in Virginia, North Carolina and South Carolina, was in Lexington today. He said the success of the Association in both the bright and dark districts of these three states was assured, beginning with this year's crop.

While he was away from Lexington Mr. Barker visited Camp Taylor and the re-drying plants at Louisville, Taylorsville, Bloomfield, Springfield, Lebanon, Harrodsburg, Danville, Lancaster and Carrollton.

## New Tobacco Stemming Machine

No step in the various processes of converting tobacco into one form or another for consumption has been so difficult for engineering ingenuity and skill to overcome in a practical way as that of removing the stem from leaf tobacco by mechanical means.

It can safely be said that this is the only truly manual operation today in the manufacture of tobacco. The production of cigarettes in a modern factory, once the stem is removed from the leaf, is a series of mechanical movements one following the other in rapid succession. The same is equally true of smoking tobacco or plug tobacco, and even cigars are now machine made.

Various stemming machines have been placed on the market during the past twenty years, none of which have given really satisfactory results, due either to their complicated mechanism or to the small saving over hand stemming, or to both these reasons.

The Tobacco Stemming Machine Co., of Lynchburg, Va., is now offering a machine which has been tried and proven to be a simple, economical and practical solution of the problem of stemming all grades of tobacco for cigarettes, smoking tobacco, plug tobacco and cigar filler.

The machine is easily operated by unskilled labor, as negro women from among the hand stemmers usually perform all functions necessary to the operation of the machine. One operator is required to untie the bundles which are run through the butter on an endless belt. Upon passing through this device the leaves are opened and fed into the machine by another operator. One person is also required to strip drop leaves and another to search the strip in order that this may be quite free of stem. In some cases two persons are used for searching where the strips must be entirely free of any particle of stem.

With four operators this Stemming Machine will perform the work of from ten to twelve hand stemmers and it is very significant that manufacturers who have installed these machines are unanimous in declaring that the work is superior in every way to hand stemming, especially on account of the fact that the yield from every pound of leaf is increased on account of the stems being stripped much cleaner than by hand.

One manufacturer now using 100 of these machines, which have been found entirely satisfactory, has stated that the cost of stemming tobacco on this machine, including power and replacements, is less than one-half the cost of stemming by hand.

## Hopkinsville Average, $15.52

HOPKINSVILLE, Ky., Mar. 10.—Total sales for the week, 1,509,970 pounds; average price per 100 pounds, $15.52. Sold to date of 1921 crop, 13,834,740 pounds; average price per 100 pounds, $15.31. Sold same time last year, 9,078,910 pounds; average price per 100 pounds, $10.13.—J. W. HANCOCK, Chairman Sales Committee.


A BOON to the BUYER
of Porto Rican Tobacco

GOVERNMENT GUARANTEE STAMPS

SHOW AT A GLANCE WHETHER IT IS GENUINE PORTO RICAN TOBACCO, A MIXTURE OF DOMESTIC WITH FOREIGN TOBACCO OR TOBACCO SHIPPED INTO THE ISLAND AND THEN RESHIPPED TO US.

BOXES OF CIGARS MUST DISPLAY A STAMP

STATING WHETHER THE CIGARS ARE MANUFACTURED OF PURE PORTO RICAN TOBACCO, A MIXTURE OF DOMESTIC AND FOREIGN TOBACCO OR ENTIRELY OF TOBACCO GROWN ELSEWHERE.

THIS BENEFITS THE CONSUMER

LOOK FOR THE STAMPS

THERE ARE 3 EACH
FOR TOBACCO AND CIGARS

TOBACCO:—
*WHITE—Genuine Porto Rican growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries.*
*PINK—Tobacco of Foreign growth.*

CIGARS:—
*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd. in P. R. with Tobacco not a product of P. R.*

FOR INFORMATION WRITE OR CALL

GOVERNMENT OF PORTO RICO
TOBACCO GUARANTEE AGENCY
*J. F. Vazquez, Agent*
126 Maiden Lane New York City
Telephone—John 1379

# CONSOLIDATED CIGAR CORPORATION

*Head Office.* 81*st Street and East River* *New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS

E. M. SCHWARZ & CO'S — MOZART

T. J. DUNN & CO'S — NEW BACHELOR

44 CIGAR CO'S — ADLON

44 CIGAR CO'S — 44

JOSE LOVERA CO'S — LOVERA

S. I. DAVIS & CO'S — El Sidelo

S. I. DAVIS & CO'S — HARVESTER

LILIES CIGAR CO'S — La Azora

Five in Foil 25c.

Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF

FLOR DE MOSS LA TERESA SAY-SO

**KRAUS & CO., Inc.**

BALTIMORE, MD.



GET WISE—GET WEISS

The WEISS WINDOW TRIMMING CO.

Show Cards · Signs · Posters
Price Tickets · Window Display

154 THIRD AVE. N.Y.

Between 15th-16th Sts.

Telephone Stuyvesant 9162



IT PAYS TO HAVE UP-TO-DATE INFORMATION. GET IT BY READING YOUR TRADE PAPER CAREFULLY.


# Baltimore Cigar Dealers Stocking Side Lines

## Candy, Cutlery, Photo Supplies, Chewing Gum Coming in to Help Hold Forces and Keep Down Overhead—Year Promises to Be Record-Breaker for Ideas—Trade Tidings.

BALTIMORE, Md., March 13.—Retail cigar dealers are adding side lines, such as razor blades, candy, cutlery and photo supplies. Jobbers are distributing candy, chewing gum, and matches in addition to their staple lines of cigars, and tobacco. New packings are being developed by manufacturers in an effort to hold their force and keep down overhead.

It looks as though 1922 promises to be a record breaker for ideas. The good ones should be chosen and carried through.

### Boosting National Cigarettes

The local crew boosting the sale of National cigarettes captained by W. R. Hayman has just completed a strenuous six weeks' campaign. Many prominent windows are featuring Nationals in unique and attractive trims, and numerous counter displays showing a carton give evidence of the good work accomplished. They have every right to be proud of the results obtained. Assisting them was a crew from the Frismuth factory under the leadership of W. McClain.

Geo. Cook, formerly manager of the Blackstone Restuarant, Lexington and St. Paul Sts., has succeeded L. F. Glantz as proprietor. Mr. Cook has been connected with this establishment in various capacities for twenty odd years and has realized his ambition to become its owner. His many friends wish him the best of luck. He will increase the "smoke" goods.

### To Add Live Issues

A change has been made in the personnel of the Amity Club, 2500 Eutaw Place, and A. Fineman now has charge of the cigar department. Just as soon as some "dead issues" are eliminated Mr. Fineman intends to add several new brands that will no doubt materially increase this department's sales.

Earl of Warwick, Natural Bloom, and "418" cigars are three brands the Fitzpatrick Cigar Co. is putting special efforts behind these days. Mr. Fitzpatrick, who has a large following, has developed a healthy box trade. "418" is also the number of their location on Baltimore street, and has proven a lucky number for all.

### Trade Tonic

Many times smokers of large cigars will purchase small ones if the suggestion is made to them, hinted Sam Debowis of Sopher and Debowis, Baltimore and Howard streets. Sam knows that these suggestions are excellent tonic for the cash drawer, and offers them whenever advisable. He recently made an excellent purchase of San Martin & Leon cigars and is offering them at special prices.

A twenty-five per cent reduction on pipes, cigar and cigarette cases, and holders, is in force at all United stores. Manager E. L. Kernry has recently completed some changes in the local organization and is pleased with the results obtained.

Confined to his bed with a severe cold, A. H. Rickes, 528 S. Broadway, must do most of his ordering by telephone, but is not letting his stock suffer as a consequence. In the case he has a good supply of Iraba, Ad Club, Monument Square, Fascinator, and Lord Baltimore cigars.

### An Apt Student

Simon Frahm, who succeeded S. Hirschhorn as proprietor of the store at Lexington and Calvert streets, although new at the game, is well satisfied with the progress made so far. He has made the stand attractive in appearance and stocks well known brands like Muriel, Garcia Grande, Key West, Perfectos, Don Casters, Imperio, and El Roi-Tan.

### A Gentle Hint—That's All

W. L. Taylor, Keyser Building, is perfectly content to have the manufacturer of a cigar or cigarette suggest or fix the price of an article providing the margin of profit allowed the retailer is fair. He suggests that the manufacturer should strive to maintain the good will of the dealer at all times.

La Salle, a Havana seed, shade grown wrapper cigar, packed in tins is booming the box trade of Herbert C. Whacker, 8 E. Lexington street. It is packed in tins and retails at 3 for 25 cents. La Valeta cigars are also producers of substantial sales at this stand.

### In Dehydrated Zone

Jimmy Owens, manager of the Hotel Winton, Mt. Royal avenue and Charles street, entertained a dozen or more prohibition officers last evening, and ordered the waiters to serve each one with plenty of ice water. He apologized that conditions were such as to compel him to forgo offering them something more palatable.—ORIOLE.

# Fort Wayne Waifs

FORT WAYNE, Ind., March 11.—C. A. Didier have announced a new C. A. D. cigar to retail at five cents. It is stated that the new cigar is hand made, long filler and is packed in cans.

The A. Riegel and A. C. Alter cigar stores at the Transfer Corner have been appointed sales agents by the Indiana Service Corporation for the weekly street car "passes" which are now in use on the local street car lines and which entitled holders to ride as often as they desire on the local street car lines. The passes cost $1 a week.

Rubon Feller has purchased from Walter Nichter the cigar stand in the Friar club rooms.

### Believes in Window Displays

W. C. Kaiser, proprietor of the People's Drug Store, is a firm believer in the value of attractive window displays in pushing the business of his cigar stand. Recently Mr. Kaiser had as an exceedingly attractive window display feature a few of the brands of cigars and cigarettes which he handles and he made careful note of the business done by his cigar counter on these brands before the window display and during and after the window display. He expected that this count would show a considerable increase in business but he was totally unprepared for the really unusual showing which was made. He found that during the time he had the window display the business done by his cigar counter on the brands displayed increased twenty-five per cent and that for quite a while after the display his business on these brands was fifteen per cent greater than it was before the display. Mr. Kaiser now plans to have an attractive cigar window display every month or so, believing that in this way he will give a most decided boost to his cigar counter.


HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC. | B. B. B. CO. (CANADA), LTD.
129 Fifth Avenue, New York | Montreal, Canada

Western Representatives

PAUL PIERSON | ALBERT ABENHEIMER
139 North Clark St., Chicago | Windsor Hotel, Denver, Colo.

# NEW YORK
## Doings and Sayings Goings and Comings

### G. H. P. Man Here

Sam Grabosky, of the G. H. P. Cigar Co., was in town on Tuesday.

* * *

### Here from Canada

Otto Brenner, of the General Cigar Co., Montreal, was here on Tuesday.

* * *

### Santaella Visits Town

Antonio Santaella, cigar manufacturer of Tampa, was in New York on Tuesday.

* * *

### King Comes to Town

Louis King, the well known jobber, ran down to New York from Hartford on Tuesday.

* * *

### Holzman Buying Broadleaf

L. Holzman, of Strouse & Holzman, 193 Water street, visited Connecticut last week to purchase broadleaf.

* * *

### Visits Pennsy

E. S. Brill, Jr., leaf dealer of 173 Water street, is in Lancaster County, Pa., and will remain all this week.

* * *

### From the Nutmeg State

E. H. Thalheimer, of A. Kafka, cigar manufacturer of New Haven, was in New York last Friday.

* * *

### Ruppin Back at His Desk

S. Ruppin, leaf dealer of 26 Burling Slip, returned from Havana last week. Business with this house is on the mend.

* * *

### Havana Cleaned Out

A prominent leaf merchant tells us that the Havana market is practically bare of all grades of tobacco.

* * *

### Packing Broadleaf

W. W. Meyer, Bernard Meyer and Sidney Oelbaum, of I. Meyer & Co., 160 Water street, are in Windsor Locks, Conn., superintending the packing of broadleaf.

* * *

### From William Penn's Town

Howard Stevenson, Philadelphia representative of E. Rosenwald & Bro., leaf merchants of 145 Water street, visited headquarters early this week.

* * *

### Partagas Going Well

During the months of January and February, Robert E. Lane, importer, of 107 William street, shipped and received orders for as many cigars as he imported in the whole twelve months of 1921.

* * *

### Regensburg Homeward Bound

Mortimer Regensburg, of E. Regensburg & Sons, cigar manufacturers of 47 West 34th street, is scheduled to return to New York next week after a visit to Havana and Tampa.

* * *

### Porto Rican on the Rise

A well known leaf dealer states that the market in Porto Rican is bound to rise. He states also that the acreage planted to tobacco this year is hardly 35 per cent of last year's amount.

* * *

### Then and Now

Wallace Collins, manager of Schulte Store, 932 Broadway, Brooklyn, says: "Formerly it was—'As we journey through life let us live by the way!' Now—'As we journey through life, smoke a good cigar on the way,' which is synonymous with the earlier sentiment."

* * *

### The Kohlbergs Active

Meredith Kohlberg, of E. L. Kohlberg & Son, leaf dealers at 144 Water street, leaves this week on a trip through Pennsylvania. Jerome Kohlberg returned the latter part of last week from a trip through the South. The firm reports business on the mend.

* * *

### In a Dodge, but Not Dodging Duty

Edward Schachtel, district sales manager of the Schulte Cigar Stores, has purchased a Dodge motor car in which he is making quick time over the territory of the Brooklyn, Jamaica and Coney Island stores. Be careful Mr. Schachtel, stop violating the speed laws.

* * *

### Looking Up

Adolph Loewenthal, of Loewenthal & Co., leaf merchants of 138 Water street, has just returned from a trip through the West, going as far as Denver. He finds that business is slowly picking up and that manufacturers are gaining confidence as prices become stabilized. He looks for much good business from that section this summer and fall. Harry P. Loewenthal left on Tuesday for a trip through New England. S. Murray Stone is off through the Middle West and already has made his presence known by some good orders. S. Wisan, local representative, is more than doing his share to swell the volume of spring business.

## Italian Monopoly Receipts

WASHINGTON, D. C., March 14.—The American Consul at Rome has sent the following report to the Department of Commerce regarding the Italian tobacco monopoly receipts for January:

"The total receipts of the government tobacco monopoly for the month of January, 1922, amounted to lire 220,260,708, which was an increase of lire 5,320,000 over the same period in 1921. However, they are beginning to show signs of falling off; in the last two ten-day periods of the month the sales in Italy showed decreases, respectively, of lire 3,767,000 and of 7,710,000, from the preceding period.

"To make up for the deficit of sales in Italy, the monopoly is seeking to develop greatly exportation and sales abroad. Exportation in the last third of January showed an increase of lire 2,000,000."


Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

*Write for open Territory*

E. H. GATO CIGAR COMPANY

FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

E. P. Oakes
*Western Representative*

153 North Clark St.
Chicago, Ill.

*Jobbers! Attention!*

ITALIAN CIGARS

We offer you a splendid opportunity to handle the high grade

WELL SEASONED

CAVOUR

The REAL ITALIAN CIGAR

Get in touch with us

Cavour Cigar Co., Inc.

Phone Canal 8242

428 Washington St., New York City

AROMATIC PALATABLE MILD STAPLE

If You Haven't - You Should TRY

HENRY the FOURTH

A wonderfully good cigar from TAMPA, FLA.

ALVAREZ, MENDEZ & CO., Makers, Tampa, Fla. Preferred Havana Tob. Co., Owners, 257 4th Ave., New York

Two National Favorites:

HYGIENICALLY MADE

WAITT & BOND **BLACKSTONE**

IMPORTED SUMATRA WRAPPER

Long Havana Filler

WAITT & BOND **TOTEM**

Imported Sumatra Wrapper

Long Filler

**WAITT & BOND, Inc.**

NEWARK, NEW JERSEY



5th INTERNATIONAL TOBACCO TRADE

**EXHIBITION**

To be held in

**LONDON, ENGLAND**

MAY 8, 9, 10, 11, 12 & 13, 1922

ORGANIZED BY

The Leading Organ of The British and Colonial Tobacco Trade

**TOBACCO**

(ESTABLISHED 1881)

Your opportunity to show and sell

MACHINERY (working exhibits)

NOVELTIES (Pipes, cigarette holders, leather goods, etc.)

TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS

Write now for full particulars to

**TOBACCO**

Monument Station Bldgs. LONDON, E. C. 4. ENGLAND


# Tampa Business Displaying Signs of New Vigor

## New York-Tampa Cigar Co. Leases Van Dyke Factory Building —Provides Room for 750 Cigarmakers—Vilazon & Co. Branching Out—Much Interesting News from Cigar City.

TAMPA, Fla., March 11.—The purchase, some weeks ago, by the New York-Tampa Cigar Co. of the brands and stock and good will of Francisco Arango & Co. is causing considerable changes and readjustment of forces and faces. The New York-Tampa Co. has leased the factory formerly occupied by Francisco Arango & Co., known as the Van Dyke factory, and are now very busy moving. This factory gives them room for 750 cigarmakers, all of which is needed as they will bend all their energies toward placing the Pancho Arango brands back on the market, which has been practically bare of them for several months. This, in addition to keeping their old lines running, is a full grown man's job, and vice-president Fred Davis is back here to assist manager John Levy. W. J. Seidenberg, who handled the Pancho Arango brands, will continue to do so. He also is here with Fred Davis, assisting in the reorganization of the business.

### Vilazon & Co.

The passing of the Francisco Arango & Co. ushers in and re-introduces to the smoking public many old friends under a new name. Vilazon & Co. have secured the west half of the building occupied by the Demmi Cigar Co., on 14th street. This new company is composed of many of the former associates of Francisco Arango, and is headed by Jose Vilazon as general manager, R. M. Cabarrouy as office manager, and Jose Llanes, Jose Arango, Jr., Francisco F. Busto, and Sevenia Martinez in charge of the several departments.

### To Offer Four Brands

This new firm of Vilazon & Co. will offer to the public four brands, Villa de Cuba, El Cerdo, Vilazon and La Docilla, and these, backed as they are by such well known experts as enumerated, should be a sufficient guaranty of the quality of these new brands. Other changes brought to pass through this new deal is that A. E. Deutch, formerly sales manager with J. W. Seidenberg Co., is with the new firm as sales manager. And Frank B. Struss, of Gradiaz, Annis & Co., will go to the New York-Tampa Co. as office manager.

E. Regensburg & Sons are realizing on their predictions to the tune of two million for the week, a half million in one day, Going some!

### Speeding Up

Jorge Leon has gone to Havana to buy leaf to meet the increasing demand for their San Martin y Leon and El Briche. A. T. Rollins, formerly with A. Fuente & Co., is now occupying the secretary's desk in this factory, succeeding José G. Ramirez, who has retired on account of ill health.

At the recent annual election of officers of the San Martin y Leon Co., Jorge Leon was re-elected president and treasurer.

### To Distribute Antuono Products

C. H. Morehouse, wholesale grocer here, has taken over the distribution of Val M. Antuono's C. H. S. and Duke of Belcourt in the district of south Florida. This connecting of two live wires means "something doing" in the cow-boy section of Florida.

### A Fair Exchange

Gradiaz, Annis & Co., who lost Struss in the deal with the New York-Tampa Cigar Co., has countered by taking on Elias Harrovega, formerly with Francisco Arango & Co., as their office manager. A fair exchange is no robbery.

Manuel Corral of Corral-Wodiska Co., has returned from an extended investigation of conditions in Cuba. While there he bought liberally of leaf for his Bering. Celestino Sierra has gone to his western territory to keep in touch with his trade.

C. A. Stroud, of Berriman Bros., is recuperating in Volusia county. E. C. Berriman has returned and has his finger on the pulse of the factory.

H. C. Blair, of C. Gibbs Co., of Pittsburgh, is at the Tampa Bay Hotel. He goes on to Orlando shortly.

Chicago is represented here in the person of J. Cosio, leaf dealer. He returns to the windy city next week.

A. Sariego of the Farnham Tobacco Corp., Hartford, Conn., is visiting Tampa.

### To Visit New York Office

Joe Perez of Marcelino Perez & Co., who has been recuperating in Hot Springs, will be in New York this week.

Val Antono is entertaining Robert H. Patterson, his Atlanta sales manager. He comes in from Texas.

A. L. Cuesta, Sr., leaves next week for a four weeks' trip into the middle west.

Godfrey S. Mahn and wife of Philadelphia, who have been visiting in Cuba,

(*Continued on page 25*)

# Burley Association News

LEXINGTON, Ky., March 11.—One hundred and fifty additional contracts, pledging more than half a million pounds of tobacco, were reported by Assistant Chief of the Field Service Division William Collins today as having been received within the past week. These were almost all signed voluntarily by growers who have been impressed by the success of the Co-operative system of marketing, it was said at the offices, as the campaign to enlist the growers who remained out of the Association last Fall has been postponed for a time.

### To Consider Contract Violations

Aaron Sapiro, general counsel of the Association, who spent the week in Toronto at the invitation of the government of Ontario, with a view to aiding in the organization of co-operative associations among the producers of tobacco, fruits, grain and dairy products in that province, is expected back in Kentucky immediately, and as soon as he has filled a number of speaking dates in the dark tobacco district, evidence against violators of the marketing contract will be presented to him for such court action as may be deemed advisable by the legal department of the Association.

This evidence has been prepared by Assistant Counsel Virgil Chapman on reports made by inspectors of the Field Service under the direction of Chief Joseph Passonneau, of that department. The number of contract-breakers is not large, it was said by Mr. Chapman, but the Association intends to protect its loyal members, he said, and so action against the contract-breakers will be taken promptly.

### Larger Part of Crop Sold

Manufacturers who have purchased large amounts of the Association holdings of tobacco still are taking it from the warehouse floors in winter order. The larger part of the crop controlled by the Association has been delivered and advances made on it, the money borrowed from the banks and individual friends of the Association has been returned, and the Association's credit firmly established. No further information has been given out as to sales and President James C. Stone could not be reached today, but Director of Warehouses Ralph M. Barker said that the Association was in a highly satisfactory position in a business way and that its lines were holding firm, to say nothing of the daily additions to its membership.

### Re-Dried, Ready for Manufacturers

Dr. S. H. Halley, manager of the storage department, reported today that 27,000,000 pounds of tobacco has been redried and were in storage in Association plants in the Burley district. This means that 27,000 hogsheads are ready for those manufacturers who may desire to purchase their tobacco in re-dried form. Practically all the sales so far made have been of tobacco in winter order. Of the

(*Continued on page 33*)

# Leaf Tobacco

*Virginia*
*Carolina*
*Kentucky*
*Tennessee*
*Chinese*

Communicate With Us Before Buying

China American
Tobacco and Trading Co.

Rocky Mount, N. C.
Cable Address: Chimerica

New York Offices
Cunard Building
25 Broadway, N. Y.

## Are You Stemming Tobacco by Hand?

REDUCE YOUR STEMMING COST—
INCREASE YOUR PROFITS

Our tobacco stemming machine will stem your cigarette, plug and smoking tobaccos and your cigar filler at less than half of what you are now paying.

100 MACHINES ARE OPERATING DAILY IN ONE FACTORY

*Write for Full Particulars*

**TOBACCO STEMMING MACHINE COMPANY, Inc.**
LYNCHBURG, VA.

# Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

**Danville, Va., U. S. A.**

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

**Cable Address "Dibrell"—Danville**

# THORPE & RICKS

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

# GEO. A. LEA & CO. Leaf Tobacco Dealers

DANVILLE, VIRGINIA, U. S. A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
Correspondence invited. Cable address: "Lea," Danville, Va.

# E. V. WEBB & CO.

Cable "IRVINE," Kinston, N. C.

**Leaf, Strips, Scraps and Stems**

ORDER OR CONTRACT — CORRESPONDENCE SOLICITED
COMPLETE FACILITIES — SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.

## WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

**LEAF TOBACCO DEALERS**

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

H. G. Whitehead W. P. Anderson S. H. Anderson

## WHITEHEAD & ANDERSON

# LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*
Cable Address: "Dorothy" Codes: A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"

*Largest Loose Leaf Tobacco Market in the World*

## W. T. CLARK & COMPANY

Established 1887

*Dealers in All Grades Bright Leaf, Strips, Stems and Scraps*

Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.


## Season Sales at Henderson Compared

HENDERSON, N. C., March 11.—With the prices now all in for the entire season on the Henderson tobacco market, which closed a week ago, it is possible to make comparisons with the first season following the slump, and that coming along in its wake, or the period when things began to look up, and, incidentally, the last season prior to the effectiveness of the co-operative marketing plan.

Final figures show that this market sold a total of 8,711,052 pounds, which brought the sum of $2,197,310.22, and gave an average of $25.22 per hundred pounds. These figures compare with the 1920-1921 season, which saw a total of 15,761,130 pounds handled on the Henderson market, for which the buyers paid $3,078,477.23, and made an average of $19.53. Thus, it will be seen that a little more than half as much tobacco in 1921-1922 crop sold for more than two-thirds as much as did the yield of 1920-1921. This gives an average in the past season of $5.69 per hundred more than for the previous season.

### Not So Bad, After All

All in all, the season just closed, had it come before the flush in 1919-1920 season, would have been considered unusually good. It was not nearly so bad as it was, as was the disastrous season of 1920-1921. In the season just ended the crop was made for the smallest cost of any in many, many years. Few farmers had any more help on their farms than they could get along without, and where they could do all of their work themselves, they did not hesitate to do it. Then, the drought intervened to help bring a better price. So that the net profit realized, where there was a profit to speak of, was considerably more than that of 1920, because in 1920 labor was at the highest price perhaps ever known, and could scarcely be had at any figure. In making the 1921 crop, labor was abundant and was glad to work at almost any price. Farmers with large families put every member of the household at work who could work, and saved everywhere a saving could be had. In that way the costs were greatly reduced. Where the farmer lost out in 1921, those who did lose, lay in the fact that he was compelled to buy commodities he was absolutely bound to have at prices which were not down in proportion to the price he was receiving for his tobacco. But the swing of the pendulum in the other direction had started, and he was not hit nearly so hard as he was in 1920, when the bottom dropped out of the farmer's commodity but not so pronounced in what he had to buy.

### Bore Out Prediction

The season here turned out almost exactly as was predicted it would before the Henderson tobacco market ever opened. Last September, after it was seen that the drought was a sure menace, and that much of the finest types of tobacco grown hereabouts had been burned up in the blistering sun, and without rain or sufficient moisture to give it the proper growth, well-informed tobacconists said that this market would sell around 8,000,000 pounds. They fell under the mark by 711,052 pounds, but a good estimate at that. They said the crop would average $25 per hundred. They fell under only 22 cents. They said that the whole crop would sell around $2,000,000 or a little better, and hit pretty close to the mark.

### Poor Weed at Finish

Toward the end of the season the weed offered on the floor was exceptionally poor. A lot of stuff poorer than scrap was bought in by one big company, it was said, to be used purely as a fertilizer. It brought from 50 cents to $1 per hundred pounds. Better grades offered at the same time and on the same days brought around $1 per hundred. The sale the last day of the season averaged $3.86 per hundred, but most of it was of the "fertilizer" quality.

### Highest Average

The highest average for any one day of the past season was made on October 17, with a break of 141,583 pounds, which sold for $46,659.21, or an average of $32.95. There were several days when the total average was above the 30-cent level.

The Henderson market was one of the highest in the State for its average, few of them going beyond the $25.22 level per hundred pounds.

## Nearing End at Lynchburg

LYNCHBURG, Va., March 10.—John D. Ogleby of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market.

| | Pounds |
|---|---|
| Sold this week | 69,700 |
| Sold to March 11, 1921 | 9,436,500 |
| Sold to March 10, 1922 | 8,279,100 |
| Decrease for 1922 | 1,157,400 |

The very light receipts this week show plainly that the 1921 crop is nearly all sold and that there is very little more in the farmers' hands to be brought in.

The good "seasons" for handling have enabled the farmers to get it ready for market and the remainder will be brought in by April 1, when the market closes for the season.

The offerings nearly all were of inferior grades and prices for such types hold as they have been for several weeks.

When anything good showed up it was eagerly purchased at fine prices, and it can be said that all desirable grades are selling high.

The farmers are urged to use only good land for the 1922 crop and to use every effort to make it one of good quality.

Two inferior crops in succession makes the demand for good tobacco great.

## Tri-State Trying for More Co-operative Members

HENDERSON, N. C., March 11.—Although the organization has an announced membership of 65,000 farmers in three States of Virginia, North Carolina and South Carolina, the Tri-State Tobacco Growers' Cooperative Association has advertised a new campaign for securing additional contracts from farmers not yet enlisted in the big tobacco pool. The period begins next week, and will last for thirty days or more. The State of North Carolina has been divided into six or eight districts, and a director has been named especially for this immediate work, irrespective of any other official or supervisor in the same territory.

### To Direct New Campaign

In the district of which Vance county is a part, L. V. Morrill, Jr., of Snow Hill, Greene county, has been named director, and he has already sent notices to various county seats naming chairmen to have their counties in charge. In this district the campaign will not begin in earnest before April 5, and will run intensively until April 20, Mr. Morrill has announced, although contracts will be in the hands of the county supervisors from Tuesday, and may be had and signed by any independent grower wishing to join in the movement.

Jasper B. Hicks, young Henderson attorney, whose home is in the rural section, and whose father is a large tobacco grower, and a leading spirit in the sign-up campaign, has been placed in charge of Vance county. Mr. Hicks stated today that he expects to add thousands of pounds of tobacco to the more than 6,000,000 estimated as being signed in the pool already.

### Willing to Let George Do It

There are many farmers in this section who have not signed, and who, if reports are to be credited, are planning to remain outside at least for the first year to see how the thing works out. Reports from Kentucky that the co-operative association is having difficulty in getting some members of the pool to deliver their crops have given additional arguments to opponents of the plan in this State, and have tended to encourage the idea of remaining outside the organization. Then, too, tobacco men make no secret of their lack of faith in the proposition. It may be practical, it is argued, to work successfully a co-operative association of fruit growers where oranges can be run through a hopper and all of them of a

certain size go through a certain hole into the grade to which they belong. But, it is contended, tobacco cannot be graded in a hopper, nor by any other sort of a machine, but must be done by hand. And, with some twenty different grades of tobacco, it is going to be a difficult job to teach 65,000 farmers how to sort their weed in a manner that will bring it up to a standard to pass the inspection and requirements of the manufacturer, without further attention being given to it. No counter argument on this phase of the subject has been stressed by the cooperative leaders, so far as is known, although they may have worked out a plan for getting around this difficult necessity in the handling of the weed.

### Third of Fee to Campaigners

In the new sign-up campaign, as in the old one, every worker is to be entitled to $1 of the $3 membership fee required, and the fee is to be paid in cash, it is stated, no deduction being allowed because of money paid on the pledge to reduce acreage in the 1921 crop.

By April 5, the date for the beginning of the new drive in this district, it is hoped by Mr. Hicks, leader here, to have this county organized, with a representative from each township, and meetings will be held in each township beginning on the first day of the drive and continuing on consecutive days until all of the nine townships have been covered. In that way, it is felt, every grower of tobacco who has not yet signed the contract will be given an opportunity to get into the pool. The new agreement that is to be signed is not unlike the originals offered, except as to the matter of time when the signature is attached, the old ones stating that the contract would be effective when certain conditions had been realized, and the new ones omitting this, since these things have already been brought about.

## Oxford Season Sales

OXFORD, N. C., March 11.—The Oxford tobacco market closed on February 28, and we advise the following as to the sales of the 1921 and 1922 crop:

| | Pounds | Aver. |
|---|---|---|
| Farmers' sales .... | 7,595,428 | $23.85 |
| Resales ..... | 1,513,732 | 17.72 |
| Total gross sales ... | 9,109,160 | 22.83 |

The low average for the resales is due to the fact that a large part of it was low grade tobacco from one to two cents.—W. A. ADAMS CO.

## Sales Smaller at Richmond

RICHMOND, Va., March 11.—Sales are getting smaller every week, and the farmers have sold all their loose tobacco, with exception of odds and ends, except what went into the "Pool." One more good "season" will practically close the loose-tobacco warehouses for this crop. There were only 39,405 pounds sold this week, at $17.61 average; prices being about same average as last four weeks, demand keeping active.—R. C. MORTON & Co.

## Heavy Tobacco Exports Via Charleston

CHARLESTON, S. C., March 11.—Exports of tobacco through the port of Charleston this season will practically double those of last year, according to present indications, making Charleston rank as the second port of the country in the export of this staple.

Last season something like $10,000,000 worth of the leaf was moved through this port, and a much greater volume is being exported this season. It is not improbable that the value of the current season's exports will amount to $20,000,000.

Tobacco is exported through several American ports, but it is thought that only one port, Norfolk, is ahead of Charleston in the shipment of this commodity abroad. The great bulk of the tobacco exported from Charleston goes to England and Germany, and is assembled here mainly from the South and North Carolina tobacco districts. It is the variety used mainly for the manufacture of cigarettes and pipe tobacco.

The tobacco export season usually opens in the early fall, and ends in the spring, and scarcely a steamer has sailed from this port this season, with foreign bound cargo, that has not had a consignment of tobacco. All of it has been moved aboard steamers of the Caroline line, or which were consigned to the Carolina Co. Charleston's rapid growth as a tobacco export port is due to the advantage which has been taken of the unexcelled facilities for handling this product at the port terminals.

## Winston Average, $10.74

WINSTON-SALEM, N. C., Mar. 11.—Total sales for the week, 236,924 pounds; average price per 100 pounds, $10.74. Sold to date of 1921 crop, 32,606,433 pounds; average price per 100 pounds, $23.95.

This market will remain open another week, closing Friday, Mar. 17.—WINSTON LEAF TOBACCO & STORAGE CO.

## France Exports Tobacco

The French government, under the treaty of Versailles, has fixed the amount of tobacco and tobacco goods to be exported from Alsace-Lorraine to Germany for the period January 10, 1922, to January 9, 1923, as follows: 300,000 kilograms of raw tobacco and 200,000 kilograms of tobacco products. Germany is required to admit those amounts free of duty.

## Half a Million Manilas

H. L. Judell & Co. moved exactly 500,000 Manilas into their Front street basement last Saturday. This is some basement and the space occupied by this particular shipment was as large as many a store room.—*San Francisco Grocer.*


**PINETOPS TOBACCO COMPANY**
PINETOPS, NORTH CAROLINA, U. S. A.
We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.
Cable Address: PITCO, Pinetops, N. C.

Established 1898 Cable Address: Randolph
**RANDOLPH MEADE & COMPANY**
INCORPORATED
*Leaf Tobacco Dealers*
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
DANVILLE VIRGINIA

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.
**Cobb-Gwynn Tobacco Company, Inc.**
RICHMOND, VA., U. S. A.
Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.
CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

ANDREW JAMISON, President — Established 1885; Incorporated 1910
**W. A. ADAMS COMPANY**
—BUYERS AND EXPORTERS OF—
*ALL GRADES OF OLD BELT*
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.
**E. B. FICKLEN TOBACCO CO., Inc.**
Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample Facilities for Redrying by Steam or Natural Season
Samples Furnished — Correspondence Solicited

**To Manufacturers of Scrap and Fine Cut Tobacco**
To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

**W. O. SMITH & CO.** Cable Address: "Lowbell" Established 1865
Freight Brokers and Forwarding Agents
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
Main Office: 47 Washington St., New York City
Branch Office: 431 Munsey Bldg., Baltimore, Md.

**TOBACCO SEED**
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.
**WILSON TOBACCO COMPANY**
*Dealers in* LEAF TOBACCO
Strips, Scraps and Stems — Samples submitted on request
WILSON, N. C., U. S. A.

C. O. DIXON, President — A. H. BUCHAN, Treasurer
Cable DIBUCO, Mullins, S. C.
**DIXON-BUCHAN TOBACCO COMPANY**
Dealers and Exporters
VIRGINIA-CAROLINA TOBACCOS
Mullins, South Carolina

Cable Address: "COMMAND," OWENSBORO, KY.

**ROSS-VAUGHAN TOBACCO CO.**
(INCORPORATED)
BUYERS, REHANDLERS, REDRYERS OF
**Leaf Tobacco and Strips On Order**
For Home Trade and Export
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying.
FACTORIES: OWENSBORO, KY.
Buyers on All Hogshead and Loose Leaf Markets in Burley and Dark Tobbaco Sections

Cable Address: "HODGE, HENDERSON"

**Hodge Tobacco Co.**
of KENTUCKY, Inc.
Packers of
**Leaf, Strips, Scraps and Stems**
Natural or Artificial Seasons
Head Office: HENDERSON, KENTUCKY
Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.
BUYERS ON ALL WESTERN MARKETS

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

**R. M. Barker Tobacco Co.**
INC.
CARROLLTON, KENTUCKY, U. S. A.
**Buyers and Dealers in Burley Leaf Tobacco**
We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*
We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*
We solicit your orders and will give same prompt and efficient attention.
SEND FOR OUR WEEKLY REPORTS

**G. F. VAUGHAN TOBACCO CO.**
BUYERS, REHANDLERS AND REDRYERS OF
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# Louisville Tobacco Market Reports

## Rejections Unusually Heavy

LOUISVILLE, Ky., March 11.—Rejections were unusually heavy on the Louisville Tobacco market this week, totaling 27 per cent of auction sales. The same week last year they were 15 per cent and in that of 1920 they were 27 per cent.

Sales totaled 1,892 hogsheads, including 1,345 old burley, 483 new burley, 37 old dark and 27 new dark. The same week last year sales totaled 1,862 hogsheads, in that of 1920 they were 1,372 and in that of 1919 they were 1,819.

Receipts during the week were 1,165 hogsheads, compared with 1,544 and 793 in the like weeks of 1921 and 1920, respectively.

Sales of new crop weed to date, original inspections, have been 11,144 on the local market, whereas 17,358 and 19,057 had been sold to the same date in 1921 and 1920, respectively.

The Louisville Tobacco Board of Trade issues the following tabulations:

### Tobacco Sales for the Week and Year to March 10

| Warehouses | Week: Auction sales | Week: Private sales | Week: Total for week | Year. Jan. 1 to date |
|---|---|---|---|---|
| Turner | 69 | 7 | 76 | 1,943 |
| Kentucky | 530 | 8 | 538 | 5,684 |
| Main Street | 91 | ... | 91 | 3,035 |
| Planters-Farmers. | 517 | 36 | 553 | 7,180 |
| New Tenth Street | 222 | 20 | 242 | 4,186 |
| Louisville | 388 | 4 | 392 | 4,571 |
| | 1,817 | 75 | 1,892 | 26,599 |
| Year 1921 | | | 1,862 | 23,093 |
| Year 1920 | | | 1,372 | 23,514 |
| Year 1919 | | | 1,819 | 27,394 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,345 | 483 | 1,828 |
| Dark | 37 | 27 | 64 |
| | 1,382 | 510 | 1,892 |

### Classifications of Sales Jan. 1 to Date

| | Crops Old | Crop 1921 | Total |
|---|---|---|---|
| Burley | 16,090 | 9,799 | 25,889 |
| Dark | 527 | 183 | 710 |
| | 16,617 | 9,982 | 26,599 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919. |
|---|---|---|---|
| Burley | 21,867 | 22,872 | 25,521 |
| Dark | 1,226 | 642 | 1,873 |
| | 23,093 | 23,514 | 27,394 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 13,388 | 20,800 | 22,618 |
| Sales of new crop to date. Original inspection | 11,144 | 17,358 | 19,057 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley | 481 | .... | .... |
| Dark | 18 | .... | .... |
| Total | 499 | 278 | 370 |
| Percentage of rejections to auction sales: | | | |
| Burley | 29 | .... | .... |
| Dark | 28 | .... | .... |
| Total | 27 | 15 | 27 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 5,734 | .... | .... |
| Dark | 174 | .... | .... |
| Total | 5,908 | 4,653 | 5,904 |
| Receipts— | | | |
| Receipts this week | 1,165 | 1,544 | 793 |
| Receipts, Jan. 1 to date. | 17,045 | 18,161 | 17,839 |

### Official Quotations at Louisville, March 10

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash, (green or mix.) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash, (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Common leaf, (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash, (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash, (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common leaf, (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Heavy Movement at Paducah

PADUCAH, Ky, March 10.—The movement of loose tobacco has been very heavy throughout the past week. The greater part of this was tobacco contracted for at the barn door in the country, but loose floor and wagon sales have continued heavy and prices have been very strong, on all grades. Especially is this true of common and medium grades of leaf. Very little good medium and good leaf was sold, but competition was sharp and prices firm. Common and low lugs showed more irregularity still we couldn't say that they were lower.

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On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

The common trash sold at 2½ cents while the common to medium and good sold at 3 to 6 cents.

Buying has been very free in the country and the crop is fast getting out of the hands of farmers. It is hard to estimate just what the unsold stocks are, but certainly something like 80 per cent of the crop has been contracted for or sold at auction. With a continuation of favorable weather we expect to see a steady movement until the crop has been absorbed. Prices to farmers are satisfactory and they will continue getting their tobacco to market as fast as possible, and no doubt this crop will be worked up long before the time that we are generally through with this work.

The weather has been favorable for farm work part of the time and farmers have about completed burning and sowing their plant land.

We had a cold rain yesterday that has made dirt roads very bad, which will no doubt delay the movement of tobacco in some sections, but a few drying days will remedy this.

At present the farmers and tobacco people generally are much interested in the movement of the much talked of Tobacco Association, and during the next week Bingham and Sapiro will speak to all the county precincts in the Dark district, explaining their plans. We are watching with much interest and no doubt it will be determined soon as to what this organization will mean in this district.—W. B. KENNEDY.

## Batavia Market Report

BATAVIA, Ohio, March 11.—Batavia burley market held two sales the past week, and while the receipts at the market are falling off, the prices are holding up with splendid averages. All grades sold well at these sales. The demand for all types of tobacco was splendid, showing that all grades are wanted. Nondescripts sold from $3 to $8.50 per 100; common smokers went from 10 to 14c; tips, @16 to 25c; trashes, @12 to 29c; short reds, @21 to 33c; lugs, @26 to 38c; red leaf, @31 to 43c; bright leaf, @40 to 47c.

The farmers are rapidly winding up their tobacco crop, and receipts for the week came fully up to the expectations. Total amount sold for the week was 65,835 pounds, at the general average of $24.91. The market will hold two sales next week, and on March 17 will close for the season. It will open again on December 1 to sell the 1922 crop of nonpooled tobacco.—CHAS. A. DAVIS.

## Light Sales at Owensboro

OWENSBORO, Ky., March 11.—While the demand held firm, the offerings this week were light. The sales reported by the warehouses were:

| | Pounds | Average |
|---|---|---|
| Pryor | 531,405 | $15.62 |
| Burley | 24,860 | 16.40 |

### Quotations

GREEN RIVER

| | Leaf | Lugs | Trash |
|---|---|---|---|
| Dark | 7c. to 25c. | 5c. to 18c. | 2c. to 6c. |
| Brown | 9c. to 40c. | 7c. to 20c. | 3c. to 10c. |
| Red | 15c. to 45c. | 8c. to 25c. | 3c. to 12c. |

ONE SUCKER

| | | | |
|---|---|---|---|
| Dark | 6c. to 18c. | 5c. to 10c. | 2c. to 4c. |
| Brown | 8c. to 30c. | 6c. to 20c. | 4c. to 7c. |
| Red | 9c. to 35c. | 7c. to 25c. | 5c. to 10c. |

BURLEY

| | | | |
|---|---|---|---|
| Dark to Green | 6c. to 15c. | 4c. to 12c. | 2c to 6c. |
| Dark red | 8c. to 20c. | 6c. to 15c. | 4c. to 8c. |
| Clear " | 15c. to 40c. | 10c. to 25c. | 6c. to 15c. |
| Bright | 20c. to 50c. | 15c. to 40c. | 10c. to 35c. |

### Market Comment

Warehousemen make comment on the market as follows:

Kentucky & Virginia Leaf Tobacco Co.: "Light sales with common offerings at unchanged prices is history of the market this week.

"As there is but little unsold tobacco left in the barns, it is likely the floors will close here after the next good stripping season."

Hodge Tobacco Co.: "Last week's sales were the smallest of the season. In anticipation of final deliveries next two weeks, practically all the loose-leaf houses will be closed after that date.

"The market remained firm at the close of sales Friday; a decline in quality as the season has advanced has materially affected the average for the season."

J. S. Phelon, tobacco broker: "Rather active competition on all grades maintained the prices of previous week, even although the preponderance of low grades had a tendency to lower the general average somewhat. The small offerings of burley, however, contained a better percentage of good to fine grades than usual, which met with active competition."

## Hopkinsville Sales Large

HOPKINSVILLE, Ky., March 11.—Tobacco sales were heavy on this market during the past week, the market being swamped by the large deliveries, not only to the loose sales floors but also

(*Continued on page 33*)

HAIL AND COTTON

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# Philadelphia Dealers Enjoying Better Business

## Manufacturers and Leaf Houses Receiving Considerably More Orders—Scarlett Off on New Price-Cutting "Joy Ride"—Dealers' Association Expanding Scope.

PHILADELPHIA, March 15.—With the disappearance of the flood of war babies, the surplus stock of discarded shapes and sizes, and much really good material that was dumped on the market owing to the financial stringency, there has come to the retailers a perceptibly better business. This improvement is appreciated, not only for the results in themselves, but for the moral influence. Quite a number of even the more sanguine retailers were getting to be a little bit dubious whether the betterment, which had been prophesied for springtime, really would appear. There is no disposition to jump at conclusions, but there is a general feeling that the more active sales need not be discounted and they can be justly interpreted as the advance guard of still larger ones to come.

### Leaf Trade Improved

The leaf dealers, too, were able to report better sales. The manufacturers increased the size of their orders apparently in anticipation of a growth in their output. Prices are fairly steady, although some excellent bargains have been picked up by those who could make cash offerings. Out of town buying on the part of the smaller manufacturers who, unlike the big fellows in the city, had only a short reserved stock on which to draw, particularly show an improvement. The leaf trade in general is in ever so much better frame of mind in these early days of March than it has been at any time since the year began, and there has been a recrudescence of optimism in their ranks.

### Growing Steadily Better

The story among manufacturers having a national distribution—and this holds true of virtually all the best known makers in this city—is a continuation of that which began earlier in the year, steady but slow improvement, especially in the West and South, and with an insistent demand, particularly from sections other than metropolitan, for return of the good old-time five and ten cent classification. Despite continued high labor costs and still high raw materials, the tendency unquestionably is in the direction indicated, and those old standards, which only a short time ago seemed afar off, certainly are becoming much closer every day.

### Whacking Again

In the distribution of tobacco products, the only outstanding feature of the week was the new price slashing picnic on which the proprietor of the Scarlett store at Seventh and Chestnut street, departed all on his own account. He followed his own original methods, offering all the ordinary 20 cent grades of cigarettes at 12½c per packet if bought a few packets at a time, but a trifle more than 12¾c if purchased by the carton—in other words, two packs for 25c, ten packs for $1.28. His sales under these reductions were large. He reports daily sales since the slash began of more than 200,000.

### Offers Welcome to All

The really big event was the determination of the former Retail Cigar and Tobacco Dealers' Association to throw open the doors, hitherto closed to all but strictly retailers, to the manufacturers, the jobbers and the salesmen of both, and to create a larger organization which shall stand for the entire trade. This action was taken at the first dinner meeting of the old association held in the Cafe Louis on Wednesday night of last week. There had been some apprehension on the part of officials of the organization as to the success of the dining features, but their fears were proven groundless by a large attendance. It has now been determined to make it representative of the entire industry. The membership is still small, but it is really representative, and for this reason, officials of the association are of the opinion that 60 per cent of the value of the tobacco trade done in Philadelphia passes through the hands of not more than 150 dealers, the remaining 40 per cent being distributed in small amounts among the 7,000 odd legitimate retailers.

From a number of representative manufacturers there has come assurance that they will be glad to take membership in the proposed organization and from the salesmen of both manufacturers and jobbers there has come still more enthusiasm for membership. Decision, therefore, was unanimous that the designation, "Retail," should be dropped from the title and that the Cigar and Tobacco Dealers' Association of Philadelphia should henceforth be a "Real" and not a "Retail" organization. It was tentatively decided although this feature was not unanimously adopted, to make a change in the dues so that those of the retailers will be $6 a year, the salesmen $3 a year and the jobbers and manufacturers $12 a year. A number of applications for both new classes already have been received.

The association proposes to put these tentative suggestions into final form at its next meeting and so important were they regarded that it was determined not to wait for another month, but to hold the next session at the same place on the evening of March 18. The dining feature will be continued, having proved so successful. The present officers are: President, C. D. Schoch, Broad Street Station cigar stand; secretary, N. W. Mead.

### New Blackstone Distributors

The Dusell-Goodloe Co., of which Paul Brogan is head, has taken over the Blackstone account of Waitt & Bond, one of the largest sellers in this territory, and also the Ruy Suarez Co.'s Planco, another heavy seller. Both brands formerly were distributed by the cigar department, now discontinued, of Reeves, Parvin & Co. Howard P. Farrand, formerly connected with Reeves, Parvin & Co., and especially with the Planco Brand, will be the new sales manager for the Dusell-Goodloe Co. These distributors have also taken over the Atlantic City branch of Reeves, Parvin & Co., of which L. C. Albertson is manager. J. S. Knight, formerly of the Reeves, Parvin sales force, has taken a position with M. Eiseman & Co., to distribute the Men-de-Lion through West Philadelphia and this city.

The National Adhesive Co., Twelfth and Buttonwood streets, is placing on the market a new product, the Ideal Moistener, recommended for sealing

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
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Critical Buyers always find it a pleasure to look over our samples
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cigar bands, and thus avoiding moistening by the lips.

### To Distribute El Productos

The G. H. P. Cigar Co. has just appointed Schulick Taylor Co. as distributor for its goods through West Virginia. Its headquarters are in the Hawley Building, Wheeling. The firm is widely known and for many years was located in the Pittsburgh territory. Benjamin L. Grabosky and Frank P. Will, sales manager of the G. H. P. Co., recently returned from a trip to Pittsburgh, bringing back particularly good reports of increased distribution by the new representative there, the firm of Daly Bros.

### Congress Activities

A new national campaign designed to back up the distributors of the Congress Cigar Co.'s only product, La Palina, has been launched covering the United States from the Atlantic Ocean to Kansas City. Backing up this campaign are the activities of the sales organization, working under the direction of sales manager, Willis A. Andruss. In Philadelphia alone, there are five representatives and in connection with the campaign, Jacob Paley, of the firm, is leaving for an ex-

(*Continued on page 33*)

## Pennsylvania Tobacco Is Moving Very Leisurely

**Buyers Are Traveling Various Sections of Lancaster County, But Make Few Purchases—Travel Over Country Roads Unusually Difficult in Some Parts.**

LANCASTER, Pa.—March 11.—Tobacco buying is still going on in a very leisurely way and while there are a number of buyers in the field they are not absorbing many crops, for the reason that a great deal of the 1921 tobacco does not come up to the standard in either burn or quality.

Around Milton Grove a number of farmers have sold their crops; the sales recorded are as follows: A. Eimenbauer, 12 and 3; Harry Holdeman, 9 and 3; Samuel Ober, 10 and 3; John Shank, 10 and 2; Aaron Gibble, 13 and 3; Henry Form, 12 and 2; Allen Gibble, 10½ and 3; Isaac Zug, 11 and 2; Clayton Keener, 11 and 3; Abraham Risser, 11 and 2.

Few tobacco buyers have been seen in the lower end of the county for the past 10 days. This is easily explained by the poor condition of the roads. The "dirt roads" are well nigh impassable with any kind of a machine.

Morris Levy, of General Cigar Co., is driving different sections of the county in buggy and that way, while it is a slow method of getting around, is far more safe than in a machine.

### Not Much Left

In some parts of the lower end of the county the tobacco has pretty well been cleaned up. This is particularly true in Drumore, East Drumore and Martin townships.

There is considerable tobacco in Colerain and some in Fulton. The latter township does not raise much tobacco.

Levy's bought considerable tobacco in Bart and Eden townships.

Bloch Bros. purchased nearly every crop in the "Valley" from Quarryville to Green Tree. Some of this tobacco was hit by a hail storm and fit only for "stripping out." The prices paid by the Bloch Bros. interests ranged from 6 to 8 cents, though, and this tobacco was not sorted, but only pulled from the stalk and baled without being sorted or tied. This company has also picked up a few crops in Colerain township.

The Eisenlohr interests bought tobacco in practically every section of the county, but confined their purchases mostly to tobacco raised around Gordonville, The Ronks, Intercourse and Bird-in-hand. They also bought considerable around the Gap and Sondersburg.

### Large Percentage in Hands of Growers

Two-thirds of the crop is still in the hands of the growers in Salisbury township. One farmer reported that not a buyer has been seen around Linneville.

One buyer was in the vicinity of Churchtown, but evidently got "cold feet," as he visited but one farmer and "laid down on the job."

No buyers are out around Alert, where they grew considerable long tobacco.

Most of the buyers and packers are very pessimistic about the crop, and conscientious buyers cannot pick up more than a few crops a day, as there is so much poor burning tobacco in the 1921 crop.

Those farmers who have tobacco that burns properly have no trouble in disposing of their product; while thousands of acres are waiting for buyers who are not as fastidious as the local packers.

If export business would only open it would be a God-send to farmers, both in Lancaster and York Counties, but from present indications it looks anything but favorable.

### French Regie Not in Market Yet

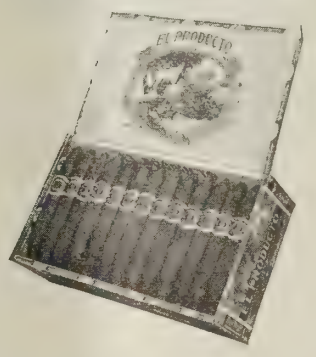
The French Government, which is a heavy user of Lancaster County tobacco, seems to be apathetic this year, and at this late day it is safe to say France will not buy this season.

A few New York firms, namely: E. Rosenwald & Bro. and William S. Brill & Son are in the field but they find it hard to find such tobacco as will appeal to their trade. It is true there is about 10 per cent of the 1921 crop that is as good as any raised in the State last or any other year, but it takes much driving to find it.

The writer knows this from personal experience, for he drove *all* last week and bought only about 50 acres, while in normal times and a good crop, he could have bought that much in a day's time.

Business with the manufacturers is still slow and draggy, and we sure should have a revival of business in a short time.—DICKIE.


# EL PRODUCTO

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Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

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PARAMOUNT

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Read Tobacco and Keep Up to Date

# Cleveland Beginning to See Rift in Cigar Cloud

## Public Apparently Convinced That Prices Are at Lowest Ebb—Optimism in Manufacturing Plans—Price-Cutting Hatchet Lost to View—Standard Goods to Be a la Mode.

CLEVELAND, Ohio, March 12.—With the public convinced that cigar prices have reached their apparent low mark for some time to come, at least, there can be seen on the horizon the break in the cloud that has dulled the cigar industry for close to a year. The optimism reflected in the manufacturing plans for the year, also was a big spike in the coffin of pessimism and ill-feeling. Near capacity-production will be the ruling style for many months to come, is the belief of those who have looked into the situation.

### Tomahawk Laid to Rest

Cleveland dealers have all apparently buried the hatchet. The war-time slogan of "what can I do to beat the other fellow" is gone if not forgotten. Standard quality goods are being featured for these bring repeaters and a "repeat customer" is usually worth two of the other kind. Then again, the consumer is familiar with all details of the cigars that are popular in regard to quality and workmanship, in other words he knows cigar value. It is but natural that he should still hear the complaints of the manufacturer whose cigar does not measure up to quality standards. But these manufacturers who complain daily of hard times are symbols of cigars that sooner or later must cease to exist.

### Jack Brill a Visitor

Jack Brill, who comes here often with a full line of Andrew Jacksons, is back again this week. Jack's "meal ticket" is very popular in this section and the orders he gets here sure make him feel happy.

### Tareyton's Going Big

A marked increase in sales of Herbert Tareyton cigarets was easily noticeable this week. The cigaret "fans" appreciate that extra nickel and that "twenty for a quarter" sign looks mighty good to them. Harry Burrows has seen to it that these signs have been many and prominent, a fact which has undoubtedly been a factor in the big increase that has been shown.

### Lou Abrams Now with A. D. Goodman

Lou Abrams, who for so many years, was associated with the J. B. Moos Co. here, has "swapped houses," and can now be seen working on the force of A. D. Goodman & Co. Lou has a host of friends here who wish him the utmost success in his new surroundings.

### Features Paramounts

Dave Rosenblum, who recently opened such a wonderful store at 105th street and Superior avenue, is surely getting his share of the business in the East End of the city. Dave's success must be due to the fact that standard brands are always featured. This week Dave has included in his display a pretentious attraction in the form of Paramount cigars. Dave tells us that Paramounts have been one of his leading sellers since the opening of the store.

### Vincent Remodels His Store

P. G. Vincent is re-arranging his downtown store at Euclid and Eighteenth streets to take care of a "sideline" that already has proven its worth in another of Vincent's stores, the one at East 105th street and Euclid avenue. This "side line" is sporting goods and P. G. intends to carry as complete a line of A. G. Spalding goods at this store as he does at his uptown place. During the winter "skating season" he sold a great number of skates and other winter sports' supplies. Now with summer and baseball approaching it can be seen that Vincent has accomplished something really worthwhile in fixing up his retail department to include sporting goods. All Vincent stores are always busy, for besides a large retail trade, the Vincent Co. is distributor here for Charles Denby, Le Fendrich, Rose-O-Cuba, and Girard, all popular and big sellers here.

### New Havana Spear Size

The S. Mechalovitz Co., distributor here of the Havana spear brand have announced the new size of this brand to sell for five cents. This size, besides being half that of the old, is also just half of its price. A big success is looked for for this new product of Selak & Hoffman.

### Camels and Lucky Strikes

Dealers are now getting their Camels and Lucky Strikes at $6.80 with the result that at some places these can be seen for fifteen cents a package retail.

### Max Frauhoff Comes and Goes

Max Frauhoff, president of the San Telno Cigar Co., was in town for exactly one day. Mr. Frauhoff got in Saturday morning, talked things over with the Baer-Wolf Co., his jobbers here, and left for Detroit and home Saturday night. "Things at the factory are just humming," says Max, "seems like we can't make enough cigars to satisfy everybody."

### G. B. Scrambling to Job Tiz Cigar

Frank Patton, local representative of the G. A. Kohler Co., has succeeded in placing his Tiz cigar with the George B. Scrambling Co. for distribution. The Scrambling distribution facilities are extremely efficient with branches at Columbus and Toledo and the Tiz, along with La Palinas and Roi-Tans are assured of effective handling.

### His First Trip

R. C. Heany made his first trip here for the Congress Cigar Co., the other day. La Palinas offer to Heany no source of worry for they are indeed, one of Cleveland's best sellers.

### Al Spellman Denies Engagement

Al Spellman of the San Telmo Cigar Co., who recently returned from Oklahoma, has flatly denied any "engaging alliances." The rumor had it that Al was specifically engaged to a girl—the one girl. Who she was no one exactly knew, the stories varying so that in one she was a cow-girl on a breezy ranch, while in another she was an Indian, an educated squaw in a jerk-water Montana

(*Continued on page 33*)

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

## Tampa

(*Continued from page* 16)

are here on their way back home. They are always welcomed by the Tobacco Colony at the Tampa Bay Hotel.

S. C. Rainey, vice-president and sales manager of Salvadore Rico & Co., is in for a few days' rest and to prepare for a fresh start. The busy factory is evidence that he gets results, and his trade keeps him busy supplying them with smokes.

### A Good Practice

H. T. Dietrich, manager of A. Alvarez & Co., believes that "when you have a good thing push it right along." He is putting out the Tampa Bay Bouquet in 5 sizes from $70 to $95 to the trade, and challenges the world to beat them. He is placing them direct with the retail trade.

### A Steady Grind

E. H. Peters, the new president and general manager of the Tampa-Cuba Cigar Co., had no news to relate. Such a simple condition as being rushed early to fill orders and late to apologize for certain anxiously awaited unfilled orders is mere daily routing. And Bob, at the desk, grinds steadily on.

### A Healthy Atmosphere

A welcome smile and a warm handshake always meets your scribe when he calls on José Arango of Cyrillas fame. Here business is good. Orders come in, are filled, and moved out with clock-like regularity. A chronic pessimist would become a "Happy Hooligan" in this atmosphere.

George Grahn, of Maximo Grahn & Son, leaf dealers, is to return from New York next week.

Pancho Gonzałez returned on the 8th from a buying trip to Cuba for Garcia & Vega's El Mas Noble.

Celestino Vega and A. Straus, who have been companioning in Havana, have returned, Celestino to Tampa, and Mr. Straus to Chicago, where he arrived on the 10th.

### To Open New Factory

Paul Watkins and M. J. Palmer, formerly connected with the Mi Principi Cigar Co., Lakeland, have embarked in business for themselves, and will open a cigar factory within the next ten days in the Herron building, where they will manufacture high grade Havana cigars. Both Watkins and Palmer have been in the cigar industry a number of years and need no introduction to the "smoking public." Mr. Watkins sold his interests out to Mr. Fitzgerald about a year ago. The new Lakeland firm will manufacture Lakeland Blunts, Five Points and Casa Marina cigars, and, according to members of the firm intend turning out a real pre-war Havana smoker for 5 cents.

### Juan B. Gonzalez Passes Away

Juan B. Gonzalez, aged fifty-seven years, died last night at his residence, 308 Henderson avenue, after a long illness. Mr. Gonzalez was foreman of J. W. Roberts & Son's cigar factory for twelve years. He is survived by his widow.

### Start Operations

Villazon & Co. commenced operations here Monday at Twelfth avenue and Fourteenth street with about forty men employed, and expect to have to increase the size of the force soon. Jose Villazon is president of the company.

## Cigar Cutter Outlawed in New York

Good-bye to the public cigar cutter, that antique Pandora's box of assorted diseases, hurled at last by a stroke of Health Commissioner Copeland's pen into the admirable desuetude of the grimy roller towel and the greasy public drinking cup. And the curious part of it is that a cigar doesn't really need to have its end guillotined, nor yet to have it bitten off, chewed, stabbed or pierced in any way.

The important secret of how to smoke a cigar without amputating its nose or otherwise mutilating its features was imparted yesterday to the New York *Sun* by a cigar merchant of many year's experience who learned the trick in Cuba. In that beauteous isle, which has been well named "the Mother of the Cigar," and where every lady and gentleman smokes 'em all day long, they understand the nature of the cigar so intimately that a slight pressure of the fingers in the right place is found sufficient to open up a draft.

"See—it is very simple," said the communicative cigar merchant, selecting an excellent Havana from his showcase, holding it with its closed and rounded end uppermost. "All you need to do is to squeeze it right here and you'll see how it cracks the end in such a way as to make a vent for the smoke without interfering with the form or structure of the cigar."

### How to Open Cigar Flue

Holding the extreme rear end of the cigar between finger and thumb, he gave it a gentle but judicious pinch. And, sure enough, the slightly flattened extremity became seamed with a slight crack, which gaped open so long as he maintained the pressure of his fingers and disappeared as soon as he relaxed it.

"That is all the perforation a cigar needs to be smoked," he said. "It is all they do to a cigar in Cuba. Our American customs of chopping, hacking, slicing, jabbing, masticating and otherwise manhandling a cigar are not only unnecessary but are also vicious, wasteful, inartistic and insanitary. To take a good cigar and maul and mouth the end of it into a mutilated and ragged remnant of spinach is not only extravagant and unsatisfactory to the smoker, but offensive to the refined onlooker.

"Treated as I have just demonstrated, a cigar will preserve its form to the last puff, and not even a morsel of wrapping will be out of place when you throw it away. As for the banished public cigar cutter, there isn't a decent cigar dealer in the city who won't rejoice at the Board of Health taboo that has been placed upon it.

"No, you may never have observed anything insanitary about it, because you're not a cigar smoker. You think everybody would use it as you would, neatly to guillotine the nose of a dry cigar, and it never occurred to you that the public cutter was capable of infecting the cigar smoker with germs of influenza, St. Vitus dance, sleeping sickness or some worse plague.

"For many a year the cigar dealers of this country have been anxious to get rid of the cigar cutter, but customers have continued to demand it. Official prohibition by the health authorities was the only possible remedy, and it's a great relief to everybody in the trade. If cigar smokers insist on cutting or stabbing their cigars, let them carry pocket cutters or knives. But they would do better to learn that a mere pinch in the right place will do the trick."


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

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de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

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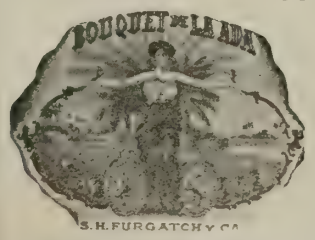
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

BRANDS THAT BUILD UP BUSINESS

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HAVANA LEAF DEALERS
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Habana, Cuba
P. O. Box 495 Cable ANTERO

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
**Havana Tobacco Stripping Co.**
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

**MENENDEZ & CO.**
Leaf Dealers, Packers and Exporters
OF
**TOBACCO**
Cable Parra 87 Amistad St., HABANA, CUBA

**ERNEST ELLINGER & CO.**
IMPORTERS OF
**HAVANA LEAF**
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**LESLIE PANTIN & SON**
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

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**B. DIAZ & CO.**
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PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502
**WALTER SUTTER COMPANY**
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

**Compañia de Abraham Haas**
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS


# So, Then, That Up-State See-Saw Still Teeters, Eh!

## Statistical Curve Now Runs Upward, Does It?—And Hot Chair Club Joy Gets Gay!—Both Business and Health Was Sick, Now Better—Cigar Buyers Not All Dead Yet.

NEW YORK STATE CAPITOL DISTRICT,
See-Saw-Week, 1922.

"Show me? Yuh should show me!" challenged Sam Ash, excitedly neglecting to shout 'Call-Again' to the customer just departing from the retail bazaar o'Stubb & Ash, Inc., wholesale tobacconists to large buyers. "Ain't we mebbe got it all we should do this year to break even yet mitout makin' a profit on these here see-saws o'trade!"

"Yes, yes, Sam, I admit we're still on a teeter," allowed Jim Stubb, returning to the Hot Chair Club after a prolonged absence of five minutes to help Sam with the rush. 'But things in general, Sam, are much better—much better!'"

"Yeh, so yuh say!" sighed Sam Ash, not forgetting this time to yell "Thank-you-call-again" to another cash consumer. "An' yuh should send it out by that there amplifier-radio, broadcast to jazzbo band leaders, so they should tear up them Arkansaw Blues!"

### Cut 'Em, Slash 'Em, Says Bill!

"Well, to make business really rushing, cut prices!" advised Bill Lakamp, leaning on the nearest cigar-cutter, merely to indicate that he, too, was a representative o'the Brunhoff Manufacturing Co., Cinci and N'Yawk. "Slash 'em? Get people coming in! What do you care, one way or another, for a few pennies profit on cigarettes or popular-brand cigars?

"And the advantage of the cut? Oh, my! Why, I have seen numerous direct instances of practically defunct stores entirely rejuvenated, simply by meeting competition from all-comers! Yes sir, competition is the life of trade!

"No one can sit down quietly these days and hope for prosperity! Not on your life! You gotta get out after it! Some steam, these days, always moving! Make 'em look to you as a live-wire, forever on the job to meet every new fact as it comes up—and long before it goes stale!

"Some dealers say chain-stores drive 'em to the wall! Rats! If there's any personality behind a store at all, it will live—providing, of course, it meets competition. No use being in business at all unless you do!

"It has been demonstrated time and again that even smokers, men-in-a-hurry, will go out of their way to save a few cents on a cigar or pack o'cigarettes. Yep, and they'll also often buy something else on which the profit hasn't been trimmed so closely. Perhaps a house-brand, or a pipe, a pouch, a box of candy! Out with the posters and after 'em!"

### Sure It's Better, Dan'l Declares!

"Our plan exactly—with the posters!" agreed Dan'l Webster Plass, he of the doug-fairbanks tasche and the Velvet grip, as he sat down for a second with the Revival Committee. "We're after 'em all the while with new advertising, and the result is action on Velvet.

"Been sick a coupla weeks myself, but the crew is busy. No difference if the boss is sick, the men plug along just the same—maybe better. Anyhow, business is picking up nicely. With more of this here springtime climate right along, I guess we'll soon be out on the highways again, covering major as well as general merchants."

### What! They're Buying Again!

"And I find all the merchants buying a little again," insisted S. M. Frechie, who reads TOBACCO every week just to see if Stubb & Ash, Inc., are doing so large a business as his firm, Louis Ash & Co., since 1856 a cigar-factory-firm in N'Yawkville. "Nobody is buying a lot, but everyone seems encouraged to order a little, as I've only missed one customer so far in my journey.

"In the local territory, distributor S. E. Fulder has the Flor de Fulder brand, which we are making for him. He sells all this end of the State, I believe, quite up to Buffalo, and his house-brand is a success everywhere."

### Another Jobber Wanted at Once!

"Well, I'm looking for a Capitol District jobber, too," stated Johnny Beltz, first time over for F. H. Beltz, of Schwenksville, south-by-east o'Schenectady, and near Philadelphia, as he wandered into the Hot Chair Club. "If I can't land one in Albany I will place my line with a wholesaler in Troy or Schenectady.

"Even the nearby north would be a satisfactory location for us to have a good, live jobber. Either in Saratoga or Glens Falls I may discover just the dealer desired. Anyway, I will return in June to follow-up the business I have done thru here this trip."

### Frat Comes Out of College!

"First trip I have made down this way in some time," figured J. H. Soden, right thru from Cohoes with the Patterson Brothers Tobacco Co. samples and order-forms in his pockets. "But our cigarettes, the Life and Virginia-Ware, are selling just the same.

"And this time I have another new brand. It is the Frat, going to the trade at $10 the M, and to smokers at thirteen cents, two-for-a-quarter. This price is necessary now, as consumers expect cut-prices, and we give 'em both—low prices and union-labels!"

### Is Babe Ruth a Chorus Girl?

"Is that so?" wept Sam Ash, wondering what was the matter with Jim Stubb's statistical curve on better business since ten o'clock. "Then yuh should have it all over this here girl Babe Ruth, I bet yer!

"For the very best this bird Ruth should do, y'unnerstan, is to git a high-price withoudt furnishin' anney of that there union-stuff-either. An' to think, unnerstan me, that the Babe was to be a cigarmaker, an' be called George Herman Ruth, at $10 per M, instead of bein' a Yank with $100,000 a year yet!"
—THE SMOKER.


**HOYO de MONTERREY**
*The Aristocrat of*
**Imported Cigars**
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

**MANUEL A. SUAREZ & COMPANY**
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

# Key West Key Notes

### Business Increasing

KEY WEST, Fla., March 11.—That business is increasing was learned from several of the manufacturers when called upon this week. This is encouraging, as is also the news that Key West will also have another cigar factory in the near future. A number of business men are offering a new enterprise to the public in which all who have the welfare of the city at heart will be expected to assist in the undertaking. It is a co-operative company for the manufacture of cigars, and the promoters believe the plan will be a success. It is expected to carry the organization to those places where the cigars are expected to be sold outside of Key West, and as the cigars are to be manufactured as well as sold on a strictly co-operative basis, there will be a personal interest in its success, both by the makers who sell the product and by the consumers.

### Thoroughly "Mutual"!

The capital stock of the Co-operative Cigar Co. will be $50,000, 5,000 shares of the par value of $10. The sale of the stock to be in the hands of the board of directors. The board of directors to be responsible to the stockholders for all sums of money paid in, and the board will incorporate the Co-operative Co. under the laws of Florida.

Those having the organization in charge are well known business men of this city, long identified with tobacco interests, and fully informed in all branches of the business. President of the Co-operative Co. is Maximo Vasquez; vice president, Carlos Nestor Recio; treasurer, Enrique Gispert; secretary, Anselmo Baez.

The people of Key West will view with interest the fulfillment of the plans as outlined by the board of directors.

### Late Arrivals

S. A. Romero, Pancho Albertis, Mendo J. Parnello and Francisco L. Ambres, all cigar manufacturers of Havana, Cuba, were arrivals in this city this week enroute to New York where they will spend a few weeks on business and pleasure.

### En Route Home

Simon Ruppin, wholesale tobacco dealer of New York, arrived from Cuba and after spending a few hours in Key West, left over the Florida East Coast Railway for his home in New York.

### Tampans

Francisco Arango and Jose Corralles, well known manufacturers of Tampa, were among the passengers on the steamer *Cuba* from Havana and proceeded to Tampa.

### Havana Tobacco Through Key West

According to a report made by Hon. Domingo I. Milrod, consul for Cuba to this port, and sent to the Cuban government, it is shown that during the year 1921 4,137,526 pounds of tobacco were imported from Cuba to the United States through the port of Key West. The value of this item of imports is shown as $5,075,707. This item was the largest of all imports received from Cuba during the same period. The total of imports is shown as $8,100,860.

# St. Louis News and Notes

ST. LOUIS, March 11.—Business in cigars and tobacco is satisfactory, according to general reports. Conditions are slightly better than last reported. Jobbers and retailers are having fairly good sales in all brands and both branches of the industry are, as a rule, well pleased with what business they are doing.

### Reports Satisfactory Business

Ed. V. Marlin, representing V. Guerra Diaz & Co., manufacturers of the La Mega brand blew in from the East this week, after an absence of several weeks. He went East as far as Youngstown, Ohio, and covered the leading towns in Michigan, Northern Illinois, including Chicago, Indiana and Ohio. He stated he did a good business. While not big it was satisfactory in every respect. He intends to remain in St. Louis for several days and then go west by the way of Kansas City.

Ralph L. Stanley of the Chas. P. Stanley Cigar Co., is back from a trip to New York and Cuba. He was accompanied by his wife.

### Among Those Present

Many cigar salesmen have been here recently. Among the most prominent were Victor Thorsch, of the Consolidated Cigar Corporation; Martin Sachs, of the Rush Manufacturing Co.; F. M. Freeman, of S. J. Fernbach & Co.; J. W. Merriam; Jim Batterton, of E. P. Cordero & Co.; Ben Block, of Park & Tilford; Max Crow, of the Manila Cigar Co., and Mr. Gans, of Gans Bros.

### Hors Du Combat

Two cigar representatives have been laid up in St. Louis with La Grippe. They are C. E. Terry, of Bayuk & Bros., and Ben Obermer, of the General Cigar Co. Both are getting better and will soon be able to return to their duties.

Tom P. Connor, has been here recently for Teijeiro & Garcia, with which concern he has recently become affiliated.

### Notable Window Displays

Displays seen here during the past few days have been those of Gonzales & Sachez, shown in the window of Stickney-Hoelscher Cigar Co.; Reginella by the Chas. P. Stanley Cigar C.; Flor de Cuba by Moss & Lowenhaupt; Robert Burns by the General Cigar Co.; La Preferencia by Wm. A. Stickney Cigar Co., and the Regreso by Louis Friedman.

### Contract for 1,500 Acres of Cobs

Such success has attained the efforts of the farmers in the vicinity of Mound City, Mo., in raising cob-pipe corn that the Phoenix-American Pipe Works of Boonville, Mo., has decided to contract for 1,500 acres with farmers for the coming season. Last year only 500 acres were planted.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE HAVANA, CUBA

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

Established 1870
Incorporated 1902
Phones Worth 9547 9548 9549
B. Wasserman Co., Inc.
Importers and Jobbers of
Cigars & Cigarettes
77 Chambers St., New York

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

HAVANA LEAF DEALERS

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
Charles the Third Cigars, 10c. and upwards.
123 Liberty St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

HAVANA CIGARS

*The Leader in All the World's Markets*

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

*Sweet and Aromatic*

INDEPENDENT CIGAR FACTORY

M. L. FERNANDEZ, Proprietor

Cable: "Belinda"

96-98 GERVASIO STREET HAVANA, CUBA

N. E. NICHOLS

United States Representative

8-10 WEST 45TH STREET - - - - - NEW YORK

Telephone: Murray Hill 8427

# Chicago Leaf Tobacco Business Looks Brighter

## Dealers Doing More Steady Business Than During Latter Months of 1921—Orders Growing Larger—Competition Keen—Prices Firm—Salesmen Report Awakening.

CHICAGO, March 11.—Along Chicago's "Tobacco Row" this week the attitude of the leaf trade was very much like the weather—brighter.

"Business is gradually coming around to a more normal and staple basis," was the remark of one of the leaf merchants. "We are doing a more steady business than we did during the latter months of last year, and the future is beginning to show signs of promise."

This leaf man's opinion on the local leaf situation seemed to be that of most all of the trade here.

### Growing Better

Business as a whole has been growing better. Buying, it is said, is picking up. The orders for leaf being placed are still small, but they are growing larger and the manufacturers, who are said to be doing a fairly good business, will soon be figuring their needs in advance again if the present indications mean anything.

Competition is very keen, it is said. However, this fact has not affected the price of leaf, which remains steady and firm.

For some time the feeling on the part of the manufacturers who do their buying in the Chicago market has been that prices would suddenly, without warning, take a slump. Salesmen traveling out of this city have been given instructions to relate the situation in the leaf market as regards the possibilities of reductions of any vast amount, and to try and instil some confidence along these lines in the minds of the manufacturers.

"The situation with which we have been confronted in the leaf business is very similar to that which other industries have had to face," it was said here this week. "During what we call the boom days, the manufacturers loaded up to get the edge, if possible, on a price advance. They stocked up and carried as much leaf as they possibly could, feeling that the market would climb up higher at any time, and by having a lot of leaf on hand they could save, and probably make, a little money in this way. And then the tide changed and instead of going higher the market dropped. The manufacturers in our business, like the retailers in other lines, found a lot of stock on their shelves for which they had paid an advanced price. This stock began to decrease in value rapidly. Some of them lost money on the surplus they were carrying. It naturally made them feel that they had been played with and wrongly. The leaf merchant found it hard to explain to the manufacturer that he was in the same boat, and had stock on hand which he would of necessity have to accept a loss on, if he wanted to continue in business. Consumption slumped and the demand for the finished article dropped. The manufacturer for a while could see nothing ahead of him but hard times, with a stock of leaf on hand which was priced far above the current quotations.

### Interests Are Mutual

"We had to endeavor to show the manufacturers that we were behind them and for them, and I believe that there isn't a progressive leaf merchant in Chicago now who would deliberately overload a customer, for while we are sure that with the market as it is today, this would not prove detrimental, it is not in keeping with the desires of the manufacturers just now and the manufacturers are slowly but surely coming to believe us when we say that they are our best customers and therefore we must work for their interests."

Chicago leaf salesmen on the road are writing in to the home offices saying that they are finding business opening in the various sections of the Middle West.

### Returning to Better Business

The consumption of cigars is said to be on the increase, and while this increase spoken of is not very heavy, it anticipates a better future, and announces the beginning of the return to better business.

Many of the cigar factories in the central western territory are reported to be working full time and some of them overtime. They are all fast liquidating their surplus if that has not already been done. They are gradually getting into a position where they will be prepared to give the industry as a whole their full support in helping to bring about a bigger and more prosperous business.

### Collections Easier

The recent better business being enjoyed by most branches of the industry is being felt in the collection end of the business here in Chicago. While collections have not become simple, and credit is still being extended, it is said that bills are being paid more promptly, and most of the manufacturers are attempting to keep their finances in as good a condition as they possibly can.

It was said here recently, that the industry is now in a "restoration period" which will be continued for some time, until most of the firms identified with the industry and its allied branches can say that they have passed over the chance of failure entirely.

Many of the manufacturers were pretty hard hit during the period of depression, but they are now reported to be gaining a new foothold and this condition is in itself very promising.

### Pipe Smoking Not Wholly Due to Economy

The pipe and pipe tobacco trade in Chicago is said to be fairly good. Due to present industrial conditions, certain members of the trades say, the pipe has had a good call. However, it is the contention of the pipe manufacturers and jobbers that while industrial conditions may have some effect upon their sale, the demand recently noticed is not entirely due to a desire on the part of the smoker to economize, and most of them do not feel that the pipe smokers look upon this method of using tobacco from an economical standpoint.

### Pipe Has Its Devotees

As a smoking economy, the pipe is conceded to hold first place by a great many persons. But it is further conceded that the pipe has its ardent followers and devotees, the same as have the cigar and the cigarette. During the period of inflated prices the cigar took a firm hold upon the smoking populace, especially in the big cities, for the simple reason that it seemed to bespeak prosperity, and many pipe smokers started smoking cigars for the simple reason that they were easier to carry and could be passed around.

### Back to "First Love"

It is now the contention of the pipe manufacturers and jobbers that these same former pipe smokers have turned back to their "first love" and again are smoking their pipes, for the period of inflation in prices and ideas has passed, and the man who likes to smoke a pipe can do so in public without feeling cheap about it.

Many stores, it is said, which did not carry pipes for about two years, to any extent, are now handling them, and with quite a degree of success. Some dealers, who have felt the call, have put a jar of pipe tobacco on their counter. When a man buys a pipe he is told to fill it gratis. This method is said to be selling both pipes and tobacco very nicely.

### Few Retailers Complain

There are few of the local retailers who are grumbling about the lack of business. It is true some of them say that business could be a lot better, but most of them admit that it is growing more encouraging with regularity. However, there always are kickers, the ones who for some reason or other like the pessimistic angle in preference to the cheerful hope in the future.

(*Continued on page* 33)

## Penn's spells quality. Why? Because

Penn's is packed *air-tight* in the patented new container—the quality is sealed in.

So Penn's is always fresh—an entirely new idea for chewing tobacco.

Ask your customers if they have ever chewed fresh tobacco.

Then ask them to try Penn's. Ask them to notice the fine condition.

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PLANTATIONS West Suffield, Poquonock, South Windsor, E. Windsor Hill

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Warehouses: Hartford, Conn.; Portland, Conn.
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GEORGE W. HELME COMPANY
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# Connecticut Sees More Activity in Weed Buying

## Buyers Show Preference for Tobacco in Bundle—Prices Being Paid Range Around 40 to 45 Cents—Many Growers Refuse "Figures" Offered—Discuss Mutual Marketing.

HARTFORD, March 11.—More activity in the buying of the 1921 crop of Broadleaf has been shown during the week and many sales have been reported.

The buyers have been more alert and have shown more of an inclination to buy and some are still looking for their purchases to be on the bundle basis, preferring to assort it themselvse rather than to buy it from the growers assorted.

### Some of Those in Field

Among the buyers who are now in the field are representatives of the American Cigar Co.; Keiser & Boasberg, of Buffalo; L. B. Haas & Co., Inc., of Hartford; Kaffenberg Bros., of Boston; F. H. Graham, representing Cullman Bros., of New York; Yocum Bros., of Reading, Pa.; Meyer & Mendelsohn, and Bluestein & Adler. The prices as reported, for assorted crops, range from 40 to 45 cents per pound.

There have also been some sales of 1920 reported.

Next week will see more activity on the part of the buyers and it is expected that a large amount of the 1921 crop will change hands.

A good many growers have already turned down offers made during the week and will not yet sell for the "figures" offered by the buyers. The growers feel that the buyer in making the offer does not take into consideration that they cannot get out "from under" with the cost of production at the prices offered, and are going to hold on for better prices.

### Represented Farm Bureau

The conference of the northeastern states federation of farm bureaus, held March 8-9 at Burlington, Vt., was attended by three delegates representing the Hartford County Farm Bureau. Experts were at the conference from Washington and the main theme was co-operative marketing of farm products. A tobacco committee from this section who attended were L. P. M. Hickey of East Hartford, Louis Grant of Buckland, and S. F. Brown of Windsor.

During the past week announcement was made that the fertilizer pool committee was ready to have the members of the pool sign up their orders on any of the different formulas which they were ready to submit, on which they had received rock bottom quotations from Olds & Whipple, Inc., of Hartford. These formulas are to be mixed by Olds & Whipple at their plant in East Hartford.

The East Windsor Tobacco Growers, Inc., has been given entire charge of sale of the crop of 1920 tobacco belonging to members of the association and efforts are now being made to find a market for it.

No error has been found in the decision setting aside the verdict for $995.65 by the Superior Court by the Supreme Court in the case of John Matula against Max Rosenfield. The case shows that the defendant had agreed to buy Matula's tobacco at the rate of 35 cents per pound and to be delivered on clear days. A delivery of 201 bales was made on January 10, 1920, and paid for, and the defendant wanted 100 more bales, delivery, on January 24, but the plaintiff was unable to do so, and did not offer the tobacco for delivery until March 22; the defendant did not then want it. The Supreme Court in upholding the setting aside of the verdict held that the plaintiff used reasonable effort in preparing his tobacco for shipment on "damp days" and that the entire lot could have been ready for shipment as ordered.

Judge Maltbie of the Superior Court, before whom the case of Nussbaum, et al, against Frank Urbansky was heard, has denied the motion to set aside the jury verdict giving Urbansky $4,356.25 in an action over a crop of tobacco.

A few more days of this mild weather will be bad for tobacco lying in the bundle and something must be done with the tobacco.

There are still many lots lying among the growers unassorted and they will have to sell it at the going prices, or else get a hustle on themselves and get busy assorting.

## Connecticut Tobacco Crop

In 1921 Connecticut planted 31,000 acres to tobacco, an increase of 1,000 acres. It is estimated the crop will amount to 45,074,000 pounds, against 44,400,000 pounds in 1920 and 46,950,000 in 1919. Average farm price December 1 was 41 cents a pound compared with 35 cents the year before and 46.3 cents in 1919.

On the basis of these figures, the 1921 crop would have a value of $18,480,000, or approximately $3,000,000 above 1920, and about the same proportion below 1919.

Following gives estimated crop, December 1 farm price, total value and value per acre for last three years:

| | Crop (lbs.) | Dec. 1 price | Total value | Value an acre |
|---|---|---|---|---|
| 1921.... | 45,074,000 | 41 | $18,480,000 | $596.14 |
| 1920.... | 44,400,000 | 35 | 15,540,000 | 518 |
| 1919.... | 46,950,000 | 46.3 | 21,738,000 | 724 |

Estimated yield an acre in 1921 was 1,454 pounds, compared with 1,480 pounds in the preceding year and 1,565 pounds in 1919. The planter in buying his materials for the 1921 crop had to some degree advantage of the decline in prices which set in during latter half of 1920.

Some grades of sun grown, used for binder, are bringing 55 cents compared with 80 cents the year before. Top grades of shade grown wrapper which brought $5 a pound a year ago will probably bring around $4. Notwithstanding lower prices, it is expected crop will bring more because of better grades.

The 1921 crop has not yet geen graded, but leaf men who have visited Connecticut report from the looks of the crop the planter will get a much higher percentage of good grades than in the preceding year.

## Unemployment in Switzerland

Switzerland's tobacco industry is passing through a severe crisis. Many factories have been closed entirely and in many others the men are working only part time. The Swiss valuta is unimpaired and the cost of imports, therefore is not the cause of the prevailing depression. Formerly Switzerland used to export a considerable part of her cigar and cigarette production. This business is dead now, since the adjoining countries, "enjoying" a depreciated valuta, cannot afford to pay for Swiss goods. In order to keep alive, the tobacco industry has petitioned the Government for State subventions.

**W. S. PINNEY & CO.**
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

# Tobacco Exports from New York

**Custom House Figures for December, 1921**

### Leaf Tobacco

| | Dollars | Pounds |
|---|---|---|
| Belgium | 15,149 | 85,585 |
| Denmark | 47,139 | 234,869 |
| France | 332 | 1,662 |
| Germany | 29,498 | 118,594 |
| Italy | 11,500 | 29,024 |
| Malta | 1,803 | 20,075 |
| Netherlands | 103,281 | 393,855 |
| Norway | 47,491 | 172,020 |
| Portugal | 35,054 | 326,970 |
| Spain | 52,550 | 1,023,808 |
| Switzerland | 13,630 | 85,571 |
| England | 204,297 | 482,813 |
| Scotland | 2,566 | 5,402 |
| Ireland | 2,764 | 11,641 |
| Panama | 2,443 | 6,981 |
| Barbados | 215 | 1,192 |
| Jamaica | 78 | 203 |
| Trinidad | 21,622 | 74,036 |
| Other Br. W. Indies | 4,046 | 18,085 |
| Danish West Indies. | 318 | 1,415 |
| Dutch West Indies. | 654 | 2,300 |
| French West Indies. | 1,694 | 8,625 |
| Haiti | 27,290 | 123,548 |
| Argentine | 4,052 | 10,120 |
| Brazil | 4,434 | 10,206 |
| Chile | 10,589 | 15,572 |
| Colombia | 619 | 1,050 |
| British Guiana | 5,385 | 26,000 |
| Dutch Guiana | 5,131 | 24,094 |
| French Guiana | 338 | 1,207 |
| Venezuela | 65 | 200 |
| British India | 24,744 | 30,176 |
| British West Africa | 112,650 | 426,263 |
| British South Africa | 8,144 | 6,971 |
| Canary Islands | 12,144 | 88,787 |
| French Africa | 67,181 | 251,956 |
| Liberia | 108 | 514 |
| Total | 335,998 | 4,121,390 |

### Cigarettes

| | Dollars | Pounds |
|---|---|---|
| Denmark | 370 | 40 |
| France | 5,818 | 645 |
| Germany | 52 | 9 |
| Gibraltar | 368 | 110 |
| Norway | 1,445 | 300 |
| England | 1,666 | 405 |
| Bermuda | 923 | 204 |
| Costa Rica | 1,403 | 319 |
| Honduras | 75 | 15 |
| Nicaragua | 2,214 | 455 |
| Panama | 76,499 | 17,644 |
| Mexico | 1,989 | 270 |
| Barbados | 30 | 10 |
| Jamaica | 1,300 | 600 |
| Other Br. W. Indies | 1,403 | 360 |
| Cuba | 3,451 | 745 |
| Danish West Indies. | 1,910 | 606 |
| Dutch West Indies. | 1,419 | 376 |
| Haiti | 6,004 | 1,407 |
| Santo Domingo | 7,611 | 1,790 |
| Argentina | 2,410 | 425 |
| Chile | 16,643 | 5,598 |
| Colombia | 5,437 | 1,328 |
| Dutch Guiana | 789 | 215 |
| Uruguay | 850 | 200 |
| Venezuela | 310 | 72 |
| China | 2,210 | 1,098 |
| Kwant | 6,113 | 6,113 |
| British India | 78,446 | 35,450 |
| Dutch East India | 1,074 | 205 |
| Japan | 200 | 50 |
| Australia | 377 | 130 |
| Philippine Islands | 2,337 | 388 |
| S. Pal. | 250 | 50 |
| | 233,896 | 77,632 |

### Cigars

| | Dollars | Pounds |
|---|---|---|
| Other Br. W. Indies | 174 | 3 |
| New Zealand | 491 | 32 |
| | 665 | 35 |

### Plug Tobacco

| | Dollars | Pounds |
|---|---|---|
| Gibraltar | 714 | 1,115 |
| Norway | 3,362 | 5,352 |
| Sweden | 4,962 | 6,036 |
| England | 18,674 | 44,146 |
| Bermuda | 586 | 1,612 |
| Canada | 97 | 150 |
| Nicaragua | 6 | 12 |
| Panama | 3,367 | 9,928 |
| Mexico | 54 | 84 |
| New Foundland | 7,224 | 19,408 |
| Barbados | 1,210 | 2,758 |
| Jamaica | 301 | 959 |
| Other Br. W. Indies | 3,011 | 6,724 |
| Cuba | 6,781 | 19,765 |
| Danish West Indies. | 26 | 48 |
| Dutch West Indies. | 1,268 | 2,760 |
| Haiti | 136 | 244 |
| Santo Domingo | 591 | 1,022 |
| British India | 143 | 184 |
| Hong Kong | 320 | 545 |
| Australia | 2,776 | 4,907 |
| New Zealand | 668 | 996 |
| Br. Oce | 6,204 | 11,280 |
| | 62,481 | 140,035 |

### Smoking Tobacco

| | Dollars | Pounds |
|---|---|---|
| France | 489 | 1,320 |
| Gibraltar | 40,055 | 98,815 |
| Norway | 284 | 288 |
| Spain | 150 | 136 |
| Sweden | 2,854 | 3,340 |
| England | 3,694 | 2,368 |
| Bermuda | 339 | 461 |
| Cos.a Rica | 35 | 50 |
| Nicaragua | 55 | 70 |
| Panama | 7,533 | 10,375 |
| Mexico | 159 | 189 |
| Newfoundland | 970 | 1,072 |
| Barbados | 150 | 500 |
| Other Brit. Islands | 320 | 693 |
| Cuba | 3,500 | 3,914 |
| Dan. West Indies | 152 | 170 |
| Dutch West Indies | 164 | 219 |
| French West Indies. | 28 | 20 |
| Haiti | 577 | 694 |
| Santo Domingo | 386 | 522 |
| Bolivia | 811 | 796 |
| Chile | 185 | 174 |
| Colombia | 63 | 31 |
| Uruguay | 190 | 220 |
| China | 1,892 | 1,967 |
| British India | 794 | 1,635 |
| Dutch East India | 2,534 | 4,540 |
| Hong Kong | 57 | 54 |
| Australia | 233 | 216 |
| New Zealand | 492 | 1,040 |
| Philippine Islands | 61 | 54 |
| Brit. East Africa | 8,250 | 16,500 |
| | 77,456 | 152,443 |

### Other Manufactured Tobacco

| | Dollars |
|---|---|
| Belgium | 2,500 |
| Norway | 94 |
| Sweden | 10 |
| England | 15 |
| Scotland | 20 |
| Costa Rica | 11 |
| Panama | 85 |
| Barbados | 720 |
| Jamaica | 1,720 |
| Trinidad | 20 |
| Other Brit. West Indies | 17 |
| Cuba | 420 |
| Haiti | 5 |
| Santo Domingo | 38 |
| Argentina | 25 |
| Chile | 529 |
| Canary Islands | 1,533 |
| Poland | 25 |
| | 7,787 |

## New Enterprises in Germany

The Cigar and Plug Manufacturing Co. of Liebhold, Heidelberg, has been converted into a stock company, the capital stock amounting to 18 million marks.

A new "Macedonian" cigarette manufacturing company has been formed at Hamburg, the capital stock amounting to one million marks. The company is doing business under the name of "Matag," which is a contraction.

For the purpose of manufacturing brier pipes the firm of A. Brons & Co. has been organized at Cologne. A new factory is to be built and the latest kind of machines are to be employed by the most up-to-date experts, it is reported.

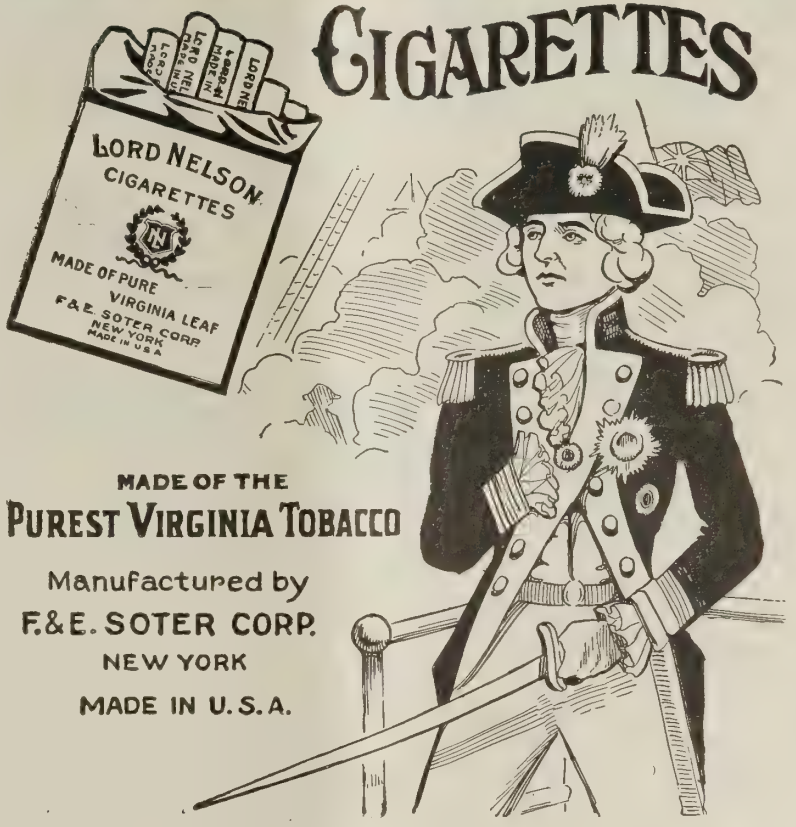
### Box of Matches, 8 Marks

The Association of Polish Match Manufacturers has reduced the price from 50,000 to 30,000 Polish marks per case containing 5,000 boxes of matches. The retail price of a box of matches is now 8 marks in Poland.


SMOKE

LORD NELSON

CIGARETTES

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723 BRYANT STREET, SAN FRANCISCO, CAL.


# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Tobacco from Cuba

*S. S. Toloa* —March 13
S. N. Goldberg & Son.....20 barrels

### Cigars from Porto Rico

*S. S. Sagua* —March 12
V. Martinos .....1 box

*S. S. Porto Rico* —Mar. 13

| | Cases |
|---|---|
| Porto Rican American Tob. Co... | 162 |
| United Cigar Stores Co..... | 65 |
| Jose Pastrana & Co..... | 4 |
| Villar Lanza & Co..... | 4 |

### Cigarettes from Porto Rico

*S. S. Porto Rico* —Mar. 13

| | Cases |
|---|---|
| United Cigar Stores Co..... | 2 |
| Porto Rican American Tob. Co.... | 1 |

### Tobacco from Porto Rico

*S. S. Sagua* —March 12

| | Bales |
|---|---|
| P. Lorillard & Co..... | 268 |
| Universal Leaf Tob. Co..... | 24 |

| | Barrels |
|---|---|
| William Schall & Co..... | 69 |
| Nitrate Agencies Co..... | 36 |
| Bosch Bros. ..... | 16 |

*S. S. Porto Rico* —Mar. 13

| | Bales |
|---|---|
| Pedro Costa ..... | 11 |
| J. B. Lichtenstein & Co..... | 28 |
| Leimdorfer & Dale ..... | 10 |
| Rosenstadt & Waller ..... | 20 |
| Durlach Bros., Inc..... | 44 |
| Julius Marqusee & Son ..... | 365 |
| Porto Rican American Tob. Co... | 25 |
| Portocuba Corp..... | 60 |
| Leo Hirsch ..... | 60 |
| Stern-Mendelsohn Co., Inc..... | 7 |
| Robert Gans ..... | 13 |
| American Sumatra Tob. Co..... | 400 |
| Hamburger Bros. & Co..... | 43 |

| | Barrels |
|---|---|
| William Schall & Co..... | 32 |
| Hamburger Bros. & Co..... | 116 |
| Pedro Costa ..... | 25 |
| J. B. Lichtenstein & Co..... | 26 |
| Colon & Perez ..... | 23 |
| Rosenstadt & Waller ..... | 104 |
| Wm. Quanjer ..... | 3 |
| Julius Marqusee & Son ..... | 91 |
| Portocuba Corp..... | 160 |
| Leo Hirsch ..... | 115 |
| Stern-Mendelsohn Co., Inc..... | 111 |
| Isidoro Cohen ..... | 14 |
| Max Gans & Sons ..... | 20 |
| American Sumatra Tob. Co..... | 200 |

### Tobacco from Glasgow

*S. S. Algeria* —March 8
Grosvenor Nicholas & Co.....5 cases

*S. S. Cameronia* —March 8

| | Cases |
|---|---|
| G. Nicholas & Co..... | 4 |
| J. Cotton, Ltd. ..... | 1 |

### Cigarettes from Glasgow

*S. S. Cameronia* —March 8
W. R. Grace & Co.....1 case

### Tobacco from Marseilles

*S. S. Braga* —March 7
Davies, Turner & Co.....20 bales

### Tobacco from Southampton and London

*S. S. Olympic* —March 8
Globe Shipping Co. .....21 packs
C. B. Richard & Co.....1 case

### Smokers' Articles from London

*S. S. Olympic* —March 8
Murray Hill .....6 cases

### Cigarettes from Alexandria

*S. S. Sagadahoc* —March 9
Arnold, Cheney & Co.....1 case

### Cigars from Belawan Deli

*S. S. Banda* —March 11
S. L. Van Nierop & Co.....2 cases

### Tobacco from London

*S. S. Michigan* —March 12

| | Cases |
|---|---|
| Adolph Frankau & Co..... | 9 |
| B. Ackerly & Son..... | 1 |

### Cigarettes from London

*S. S. Michigan* —March 12
B. Ackerly & Son.....2 cases

### Briar Pipes from London

*S. S. Michigan* —March 12
Adolph Frankau & Co.....1 case

### Tobacco from Bremen

*S. S. Hanover* —March 13
H. Neuberger .....1 case
H. Neuberger .....1 parcel

### Cigar Moulds from Bremen

*S. S. Hanover* —March 13
H. Neuberger .....20 cases

### Tobacco from Liverpool

*S. S. Baltic* —March 13
Quebec S. S. Co. (In transit to Bermuda) .....4 cases

### Tobacco and Cigarettes from Liverpool

*S. S. Baltic* —March 13

| | Cases |
|---|---|
| Quebec S. S. Co. (In transit to Bermuda) ..... | 33 |
| Quebec S. S. Co. (In transit to Bermuda) ..... | 2 |

(*Continued on page 33*)


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EDGEWORTH
and
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are manufactured by
AXTON-FISHER TOBACCO CO., INC.
Louisville, Kentucky
If your jobber does not handle these brands, write us, giving us his name, and we will see that you are supplied.

## Directory of TRADE ASSOCIATIONS

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Louis Lichenstein, New York, vice-president.
H. F. Shelton, Winston-Salem, N. C., vice-president.
W. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Revised Regulations

(*Continued from page 3*

their determination, in order to protect more fully the interests of the Government.

Under "Provisions Common to Two or More Subjects," Chapter VII, the subjects of factory premises, Section 118, withdrawal of imported scrap, Section 131, reworking products, Section 132, and returning taxpaid goods to the factory, Section 133, have been made more explicit.

The chapter of the old regulations relating to assessments has been rewritten without important change, except as contained in Section 149, where the allowance for manufacture of cigars and cigarettes from materials used have been modified. Stemmed leaf or scraps, cuttings and clippings allowance has been increased to 20 pounds, and damp or resweated stemmed leaf to 22 pounds per thousand. Provision is also made for the keeping of a supplemental account of manufacturers whose large cigars finished average from month to month 18 pounds or more per thousand.

A change has also been made in the rule for determining the equivalent of excess of scraps, cuttings and clippings or stemmed leaf in terms of unstemmed, in manufacturers' accounts.

Chapter X embraces the subjects of importation, reimportation and the bringing into the United States of manufactured tobacco products from its noncontiuous territories. Each subject has been taken up in order and has been brought down to date. Important provisions will be found in Sections 165 and 167 concerning shipments from Porto Rico.

Chapter XI covers the sale of tobacco products, and deals with the liabilities in respect to such products wherever found off the bonded factory premises where made, or in case of manufactures imported or brought into the United States from the Virgin Islands after release from customs custody, or in case of manufactures from Porto Rico after landing of the same in the United States. This chapter includes applicable statutes grouped so as to make them clear to taxpayers and revenue officers.

The regulations in Chapter XII relate to peddlers of tobacco and follow closely the old regulations.

In regard to exportation without payment of tax, Chapter XIII makes Regulation No. 29 applicable under the latest statute.

## Imports

(*Continued from page 32*)

**Ciarette Paper from Liverpool**

*S. S. Baltic* —March 13
British American Tob. Co.....80 cases

**Tobacco from Belfast**

*S. S. Eastern Tempest* —March 12
Geo. A. Henshaw & Son.....915 bags

**Briar Pipes from London**

*S. S. Valacia* —March 13
Martin Benscher .....3 cases

**Pipes and Pouches from London**

*S. S. Valacia* —March 13
A. Oppenheimer & Co.....2 cases

**Cigarette Paper from Havre**

*S. S. La Savoie* —March 9
Surburg Co. .....38 cases

## Burley Association News

(*Continued from page 16*)

27,000 hogsheads re-dried, 14,544 are stored in Lexington plants.

Closing of most of the receiving plants will mean a great reduction in operating expenses, as the warehouse staffs and their employes were employed on a monthly basis. In most of these plants the cost of operation was not as large as the expense of auctioneers, it was said at the office of the warehouse director, and the new system will mean a considerable reduction in the cost of handling the tobacco over that necessary under the old auction plan.

## Chicago Leaf

(*Continued from page 28*)

Very recently there have been indications of expansion coming from the chain store outfits which might be taken as an expression of the fact that these companies feel that the business is stepping into an era of improved trade.

But, while some of the trade look upon these expansions dubiously, others smile and say that it merely backs up their personal feelings regarding the future, and they, too, expect that business will continue to grow better from now on.

### To Open Cigar Store No. 6

On March 1 the Central Cigar Stores Co., with headquarters at State and Harrison Sts., took a lease on the 12½ by 30 foot shop at the corner of Madison and Wells St., where this company will open its sixth retail store in Chicago. The lease was for a term of five years at a term rental of $30,000. This company also has stores at Halsted and 63d Sts., Wentworth and 63d St. and Ashland Ave. and 47th St. The leasing of the sixth store, the company has announced, is in line with its plans to ultimately have stores throughout the entire city.

## Philadelphia

(*Continued from page 23*)

tensive trip through the west. Wm. Noonan, so widely known in the trade, and connected with several of the largest concerns at various times and lastly with Louis Martinez, of New York, has joined the Congress Cigar Co. organization, beginning his activities with Louis Jeselsohn, Inc., of Boston, distributors in that city and vicinity for La Palina.

### New Cigar Factory

A new cigar manufacturing enterprise has been established by the well known western firm of El Predomino Cigar Co. on Cherry street above Third. It will be in charge of Louis N. Cohen as manager and will be known as the Della Casa Cigar Co., after a brand which has been on the market for the last six years and made by the El Predomino for over 20 years in Chicago. The new Philadelphia factory means to conduct an aggressive campaign to secure for its products the same popularity in the East as it enjoys throughout the West. It will be made in 10 sizes and will retail at from 10 cents up.

William P. Bushell, representing the Consolidated Cigar Co., is concentrating efforts on the Mozart brand. Mr. Bushell is in Pittsburgh this week.

Leon Hirsch and John Barkle, for many years employees and executives of the Juan Portuondo Cigar factory, have severed their relationship with it. Mr. Barkle has joined the forces of the Congress Cigar Co., with Wilmington as his working field. Harold Bedard will look after the work formerly done by Mr. Hirsch. Mr. Bedard has just returned from Ohio and the Middle West and shortly will go South where he will continue his aggressive sales campaign in behalf of the Portuondo five cent specialty ace.

Jacob Langsdorf Cigar Co. is placing on the market a new class C cigar, El Dora, to be in six sizes.

Proprietor Samuel Olster of the Ruyera Lopez Co., will leave in a few days for middle west and western roundup. George Goldstein of the Lopez factory is a proud possessor of a new Dodge Sedan.

Charles Bobrow of Bobrow Bros., of Bold fame and other brands, is travelling through the West.

Meyer Bayuk, of Buyuk Bros., spent last week in Connecticut sampling leaf. The firm reports large and steady increase in business on all its products.

M. Zifferblatt, proprietor of the Puritan Cigar Co., 4th above Cherry streets, has been confined to his home for several weeks, suffering from the grip.

Jacob Langsdorf, of the company bearing his name, is on the sick list with the grippe. Fred Suss, manager, is covering the Middle West with the Langsdorf Selecion Deluxe which is made in 13 sizes.

Yahn & McDonnell are distributors for the Le Roy Myers Co.'s Savannah, sold in tin foil packages of five for twenty-five cents. Active sales of this brand are reported by the many centrally located retailers on whose shelves it is now appearing.

## Cleveland

(*Continued from page 24*)

town. The boys had already started to chip in but now that Al says "no," their money is sewed to them—for a while, anyway. Al is still on the eligible list and any day may see the monotony broken.

### White Owl Advertising Campaign

A big feature of the week's news in tobacco circles was the extensive advertising campaign on White Owl cigars. Big newspaper ads stand in enticing form the virtue of the General Cigar Co.'s product. The three for a quarter size in packages of twelve for a dollar was particularly stressed. A new White Owl illuminated electric sign about eighty-five feet long has been put up on Playhouse Square, one of the city's busiest spots. White Owls, distributed here by the Wallace & Schwarz Co, have long been one of Cleveland's best sellers.

### Leaves on Trip

Charley O'Donnell of the Phillip Morris Co., leaves on a trip through Ohio and Kentucky. Charley has his English Ovals hitting on all six and very few are the stores that do not have this brand on their showcases for they are sure repeaters.

### Cigar Cutters Taboo

Retailers here are rapidly doing away with their cigar clippers. The public cigar clipper is in disfavor with the board of health and will be, no doubt, officially banned in a short time. The pocket clipper has always been popular and will, no doubt, become even more popular now.

### A Trade Visitor

Edward A. Hecht, with the Demmi Cigar Co., was here last week. Ed reports business as good, his Gonzalo de Guzman being very popular in this section.

### Going Up

The Orrison Cigar Co., of Bethesda, Ohio, has increased its capital from $25,000 to $50,000, and is preparing to spread out in both production and sales. The Orcico, their main "push," is a good quality cigar that is popular, a winning combination.

### Harry Kozier in Town

Harry Kozier, who handles Rameses cigarets through this way, got in town this week. Harry is a real hustler and the wonderful sales of this brand are due largely to his good hard work.

### Val on Western Trip

Val Keough left the other day on an extensive western business trip through Indiana and Illinois. If Henry the Fourths are as popular out there as they are here, Val will come back all smiles.

### Around Town

"Doc" Wilson was seen around town this week as happy as ever. "Doc" handles the Orlich brand of pipes here.—HERB.

## Hopkinsville Sales Large

(*Continued from page 21*)

direct from barns to prizing houses on purchases made privately. All of the prizing houses had all they could handle and some were so overcrowded that they had to ease up on further buying until they could catch up.

The report of J. W. Hancock, chairman of the sales committee, shows total sales for the week on the loose floors of 1,509,970 pounds. This is actual sales, rejections not being figured in. The average price on this was $15.52 an increase of 16c over the preceding week. This paid the farmers $234,347.34.

On nearly all grades the market held firm, the possible exception being medium tobacco which was somewhat easier in tone. But on the lower grades there was a stronger tone apparent.

For the season to date total sales are 13,834,740 pounds, which has sold at an average of $15.31. At the same time last year total sales were 9,078,910 pounds and the average was $10.13.

No report is available as to the amount of tobacco delivered on private contract direct from barns to the prizing houses but this has also been very heavy.

Loose floor prices for the week ranged: Trash—$2.50 to $3. Lugs—Common, $3 to $5; medium, $5 to $8; good, $8 to $12; fine, $12 to $15. Leaf—Low, $10 to $12; common, $12 to $20; medium, $20 to $25; good, $25 to $30; fine, $30 to $36.—M. E. BACON.

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Mr. Enrique Alonso Riera.
" Javier Alonso Riera.
" Filiberto Gonzalez.
" A. Leon.
" P. Pruna.
" C. W. Boom.
" R. Leon.
" V. Alonso.

Before doing any business in tobacco either in Porto Rico or in Santo Domingo ask for the references of the Directors of "COMBATE" and write to the main office at 14 Tetuan St., San Juan, Porto Rico; or see Mr. J. A. Riera at the Hotel McAlpin some time this month.

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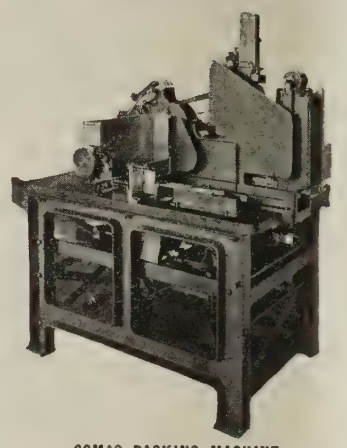

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# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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## National Cigar Leaf Association Protests Tax

### Strong Letter Sent to Senate Finance Committee Opposing Duty Increase on Wrapper Tobacco—Cigar Production in 1921 Referred to as Smallest Since 1900.

Charles Fox, chairman Legislative Committee, Joseph F. Cullman and Willian L. Crounse, of the National Cigar Leaf Tobacco Association, sent a strong letter under date of March 16, to the Senate Finance Committee, protesting against the proposed increase of duty on wrapper leaf tobacco.

The following is a complete copy of the text:

"We have just learned with great regret that the Finance Committee has tentatively agreed to increase the House rate of $2.10 per pound on wrapper leaf tobacco to $2.35. This means an increase of 50 cents per pound over the old law rate of $1.85 and spells disaster for an industry that is already in a most depressed condition, and it will *seriously injure every cigar leaf growing district in the Union,* including, we believe, that of the State of Connecticut.

"If you will examine the official statistics you will be astonished to note that the production of cigars during the past twenty years *shows no increase whatever,* notwithstanding the fact that the population has grown and notwithstanding the surprising increase in the production of cigarettes, which since 1900 has recorded a twenty-fold gain. The output of cigars in the calendar year 1921 was *smaller than in any year since* 1900.

"The cigar industry is struggling to maintain itself and is striving to meet the popular demand for lower prices. As in the case of all other industries, it is impossible at the present time to increase the price to the consumer of any grade of cigar but, on the contrary, in order to maintain *even the current rate of consumption* it is absolutely essential that prices shall be lowered.

"An increase of fifty cents per pound in the duty on Sumatra wrappers will mean an increase in the factory cost of cigars of $1.00 per 1,000 and, counting the overhead of the manufacturer, jobber, and retailer and the additional Internal Revenue tax which would result from the slightest addition to the retail price, the consumer would be called upon to pay at least one cent more for each cigar. In the present state of mind of the consuming public *such a proposition is absolutely impossible.*

"If the manufacturer determines that he will not increase the price of his cigar he has two alternatives: first, to *cut the wages of his workmen,* which will mean strikes, labor trouble and general factory demoralization, or, second, to reduce the cost of his binders and fillers, which would mean *lower prices to the growers of these tobaccos* in Connecticuit, Massachusetts, New York, Pennsylvania, Ohio and Wisconsin. In the United States 200,000,000 pounds of cigar leaf tobacco are now raised, every pound of which, with the exception of the wrappers grown under shade in Connecticut, would be adversely affected by the proposed increase in the duty of Sumatra. Only 2,000,000 pounds of the crop of the entire country are grown under shade in New England, and of this amount not to exceed 40 per cent can be used for wrappers. In other words, *all the cigar leaf tobacco growing farmers of the country would be penalized in the interest of the producers of less than one per cent of the cigar leaf crop.*

"For many years the cigar industry and the cigar leaf growers of the country have patiently *paid tribute to the small coterie of corporations* engaged in producing wrapper leaf tobacco under shade in Connecticut. The result is that today we are making fewer cigars than at any time during the past twenty years. Knowing, as we do, from the experience of our own members that the old rate of $1.85 per pound on Sumatra tobacco has proven such adequate protection to the shade growers of Connecticuit that during recent years they have been the *most prosperous contingent of the entire cigar leaf industry,* we submit that it is no longer the part of wisdom for Congress to *further penalize the multitude for the benefit of the few.*

"Every cigar expert knows that because of the inherent differences between domestic and foreign cigar leaf tobaccos is is absolutely essential, not only for the prosperity of the cigar manufacturer and his employes, but for the welfare of the domestic cigar leaf grower, that an adequate supply of Sumatra wrappers and Havana fillers should be at all times available. The Connecticut wrapper growers *demand a supply of Cuban fillers* for the production of the best grade of cigars. Equally the producers of the fillers and binders in Pennsylvania, Ohio, Wisconsin, and other states *must have the economically worked Sumatra wrappers* in order to make a cigar that can be sold at a price the average consumer will pay."

## La Confesion Has New Distributors

J. B. Rovira, vice-president of Benito Rovira Co., 315-321 East 62nd street, New York, under last Saturday's date, made the following announcement:

"S. Bachman & Co., Inc., of San Francisco, are no longer distributors of our La Confesion cigar in Northern California and Nevada. Skinner & Knecht, of Los Angeles, who have been our distributors on the La Confesion brand for the past twenty years in Southern California, and whose volume of business on this brand is very large, have taken the entire state of California and also the state of Nevada for the distribution of this brand and they will shortly open a branch house in San Francisco. This arrangement was made with Skinner & Knecht by the writer, J. B. Rovira, on his recent visit to Los Angeles and San Francisco last month.

"I have just returned this week from my Western trip and found the La Confesion selling very well in the California territory, Denver, Salt Lake, Omaha and Kansas City. We have recently made our La Confesion Conchas Especial size, which was formerly 2 for 25c., 10c. straight, and our La Confesion Perfecto is now the 2 for 25c. size. While these two sizes are selling bigger than ever, the Club House and Waldorfs which retail at 15c. straight are also getting their share of the business."

## Laboratory at Quincy

TALLAHASSEE, Fla., March 18.—The contract for erecting a laboratory building at the tobacco experiment station near Quincy was awarded by the state plant board to the Southern Construction Company, of Pensacola. The bid of this concern was $10,731 and was the lowest received.

The building is to be a two-story brick and will be built on the 21-acre site donated by citizens of Gadsden county. The 1921 session of the legislature passed an act providing for the station.

## Tobacco Duty Agreed on

WASHINGTON, D. C., March 21.—The Senate Finance Committee, it is understood, has taken action on the tobacco schedule. While it is possible that some revision may be made, the tentative rates are understood on very good authority to be as follows: Wrappers, $2.35; fillers, $.35; scrap, $.55, and the percentage clause 35 per cent ad valorem.

It is understood that the committee has refused to accede to the request of the California tobacco growers who claim to be producing "Turkish" tobacco and that the committee has decided to leave the present 35 cents per pound duty as it is. The Fordney bill provides a duty of $1 per pound.—LAMM.

### New Schulte Store

CHATTANOOGA, Tenn., March 18.—The new Schulte cigar store is now open and doing business.

## Extending Felicitations to the Manila Tobacco Association

The Manila Cigar Importers' Association of America has put itself on record as follows:

*"Whereas,* in a communication, appearing in the *Daily Bulletin,* at Manila, P. I., on January 23, 1922, it is ably and most convincingly shown that the Manila Tobacco Association, having a membership of manufacturers accredited with 90 per cent of the cigar production of the Philippine Islands, is strongly opposed to the exportation of low grade, machine-made, short-filled, unguaranteed cigars to the United States,

*"And Whereas,* it further appears, from the praiseworthy statements of M. Prieto, the president, the Manila Tobacco Association is active and determined in its opposition to any modification of the Philippine law that prohibits the shipment of sub-standard cigars from Manila to this country,

*"And Whereas,* it seems evident, from what President Prieto says, that the Manila Tobacco Association is disposed to exert its influence and use its power to uphold and guard the good reputation of Manila cigars,

*"And Whereas,* the Manila Cigar Importers' Association of America is vitally interested in the maintenance of standards, because we importers know that the exportation of low grade, machine-made, scrap-filled, inferior, unguaranteed cigars from the Philippines to the United States soon would cause the deterioration and ruin of the reputable Manila trade that has been established and built up by merchants in this country,

"BE IT THEREFORE RESOLVED that, in the stand it has taken, relative to the exportation of low grade, machine-made cigars, from the Philippines to the United States, the Manila Tobacco Association is assured of our hearty support; that, in expressing our approval and appreciation, we give, to the Manila Tobacco Association, sincere assurances of our readiness to co-operate in every effort calculated to bring important benefit to the Manila cigar trade; that we hereby pledge our assistance in opposing any lowering of present standards; that, in extending thanks and commendation, for what has been done in the matter referred to, we voice also the hope that, between the cigar manufacturers in the Philippines and the cigar distributers in the United States, there may be an understanding that will enable each to be of greater service to the other, to the end that present trade will increase largely and become more satisfactory, stabilized and prosperous."

* * *

### Strongly Endorsed

Practically, so unanimously as it is possible to be, the resolution in opposition of the shipment of low grade, machine made, short-filled, unguaranteed cigars from the Philippines to the United States, is supported and approved, unhesitatingly, by all the important importers and large handlers of Manila cigars in the United States.

Throughout the trade, from coast to coast, the well founded belief is that the importation of cheap, sub-standard, low grade, machine made, scrap-filled cigars from Manila soon would be prejudicial and ruinous to the Manila cigar business in the United Sates.

Manilas, undoubtedly, are the best moderate-priced cigars on sale in the United States to-day. They obtain prestige, they maintain popularity because they are hand made, all long filler cigars. They are backed by a guarantee of the Philippine Government and they have the quality that appeals to smokers. In workmanship, appearance, packing and all that adds to salability, they can challenge comparison with other cigars costing much more.

The importation of inferior, low grade, machine made cigars would impair Manila reputation, upset market conditions and cause a serious setback to trade.

Obviously, inferior, low grade, machine made, short-filled, unguaranteed Manila cigars are not wanted by reputable dealers.

* * *

### Unanimously Adopted

At the regular meeting of the Manila Cigar Importers' Association of America, held at the Whitehall Club, New York, March 14, 1922, on motion made by S. J. Freeman and seconded by E. F. Pipe, the resolution above set forth in full was unanimously adopted.—C. A. BOND, Sec.

# Baltimore Manufacturers Worrying About Shades

## Unjustifiable Demand for Claros—Fad Causing Scarcity of Light Wrappers—Educational Campaign Among Smokers Might Move Shelf Warmers of Richer Hue—Cheer Up!

BALTIMORE, Md., March 20.—Nature didn't produce all men of one color, and doesn't grow all tobacco light. Consequently it is impossible to manufacture all cigars in true claro color.

The unusual demand for light colors is causing cigar manufacturers considerable worry, and to meet the hectic demand for claros, many have had to "mark them up" as it were. Wrappers cost too much to afford scraping a quantity because they will produce dark cigars.

Although the color of the wrapper determines the strength of a cigar to a certain degree, it is so slight that an educational campaign on the part of the dealer to the smoker would lessen the abnormal demand for claros, and move some of the shelf warmers, because the sun happened to be a little less kind to their "skin."

### In-B-Tweens Reduced

Kraus & Co. announced to the trade the new price on In-B-Tween 5's wrapped in foil, packed 100 to the tin. They now wholesale for $37.50 per 1,000. The other sizes remain at $40 per 1,000.

Melly Retler is showing the new individual foil wrapped Melachrino No. 4's packed 50 to a tin. He has placed them in all of the high class shops and awaits duplicate orders with confidence.

### Healthful Work

"At my age the best thing a man can do on his birthday is work," remarked Col. J. H. Joyce, proprietor of Hotel Joyce, on the anniversary of his 57th natal day. But the colonel doesn't believe in all work and no play, and agrees that everyone should have a hobby and enjoy it to the fullest extent. He enjoys a good cigar and sees that the stock in the hotel stands is complete and varied so that his patrons can always be suited.

### Boosting Ten Centers

Convinced that the local market is ripe for the merchandising of a dime cigar, A. Fader & Son are introducing to the public Lucado, a blended cigar, perfecto shape. Their retail stand at 210 E. Baltimore street is giving the new product a decided boost with an attractive window trim.

Members of the Clear Havana fraternity visiting the local trade this week were: N. Ackerman, Cuesta Rey & Co.; O. C. Schneider, Havana-American; José P. Perez, Marcelino Perez & Co., who was returning to Tampa from New York, and Geo. Quinlan, Park & Tilford.

After spending most of February in Florida, Geo. R. Curtis is greeting his many friends again at the Equitable Building Stand. Since his return he notices that cigarettes are selling at their usual brisk pace but cigars are showing a tendency to lag behind. To improve sales of cigars he is offering special inducements on La Eligida, La Calesa, Regreso, and Corridor brands.

The gala opening of the Cafe de Beaux Arts took place on Tuesday evening, and those fortunate enough to gain admission were treated to splendid music and real entertainment. Fred. Botta, maitre d'hotel, provided an excellent menu and extended toward each guest genuine service. In the cigar department one sees a complete line of high grade cigars.

E. F. Requard (Requard Cigar Co.), has been interviewing salesmen this week in order to make several additions to their sales force. They intend developing new territory besides working the local field more intensively to secure a wider distribution of El Reposa, and El Requa cigars, two brands which they manufacture.

Many months ago Sam Myers (Myers Bros.), Charles & Redwood streets, predicted a popular demand for nickel cigars in 1922, and today he realizes that his prediction has become an actual fact. Presto coronas, packed in tins, and La Molle House cigars are repeating rapidly at that price. General business has improved at this store during the past week.

Due to the unsettled conditions of the past year the Balto. Candy and Tobacco Co., 13 W. Pratt street, did not launch a campaign on a new brand of cigars as intended, according to M. A. Kartman. "But business is improving, and in the near future we expect to feature a real cigar in a novel manner."

Although prices of imported cigars have been reduced considerably Col. John Pleasants, local representative for Grosvenor Nicholas & Co., notes but little improvement in demand of imported brands. To take up the slack on the order pad he is featuring Trebor pipes and John Cotton smoking tobacco with gratifying results.

Distributors fortunate enough to keep their brands on the top of the counter at John A. Reed's establishment, 149 W. Camden street, are getting repeat orders as a consequence, because, Mr. Reed says, "that's the place to sell 'em." Masterman's Monumental, El Dallo, Chancellor, El Reposa, Uncle Jake, New Batchelor, and Monument Square all have good locations.

M. Engelman & Son, 119 E. Fayette street, are making a drive on Havana Factory Smokers at 5 cents each, this week. Their main Fayette street window is given over to the display and a big poster announces, "Back again at the old time prices."

Assisted by several local jobbers' entire sales force, Geo. L. Branzell and his crew have been thoroughly acquainting Baltimore smokers with the new package of 111's, 15 for 10 cents.—ORIOLE.

# Dark Fired Growers Hear Co-operation Speeches

HOPKINSVILLE, Ky., March 18.—The speeches delivered in this part of Kentucky and Tennessee this week by Aaron Sapiro, co-operative marketing expert of California, and Judge Robert W. Bingham, of Louisville, prime mover in organizing the tobacco growers of Kentucky and Tennessee into association along the California plans, went over big at every appointment and the first steps in the movement to organize the dark tobacco growers is regarded as having been most successfully accomplished.

This will now be followed by the more permanent work, such as organizing the county committees in every county of the district, circularizing the district thoroughly and often so as to let each grower study for himself the plan and purposes of the proposed organization, the continuation of the speaking dates so as to explain by word of mouth the plans, etc.

No pledges have been asked yet, although hundreds of farmers after hearing the speeches offered to sign them. The actual signing of pledges will perhaps not be for some days yet, for it is not the purpose at all to work up the enthusiasm of the growers and get them to sign while they are in this frame of mind. Rather they are solicited by some friend or neighbor and asked to sign on a cold collar, as the saying is, and after having had due time to consider and weigh the proposition from every angle.

No one doubts now but that the proposed organization will be formed with even more than the required two-thirds of the acreage pledged. While a comparatively small part of the farmers of the district were personally reached by the speeches last week, their immediate and most unanimous acceptance of the proposition, is believed to be typical of the feeling which will be shown all over the district.

The speech-making this week began Monday with Aaron Sapiro speaking at Hopkinsville and Judge Bingham at Mayfield. On Tuesday Mr. Sapiro spoke at Henderson and Judge Bingham at Paducah. On Wednesday Mr. Sapiro was at Owensboro and Judge Bingham was to have been at Murray. But on account of the death of a relative of Judge Bingham he could not fill that appointment and R. E. Cooper, tobacconist of Hopkinsville, and Joseph Passoneau, director of the organization work, filled the date to the entire satisfaction of the crowd. Thursday was a day of rest and Friday Mr. Sapiro spoke at Clarksville, Tenn., and Judge Bingham at Benton, Ky. Today, Saturday, wound up the initial speaking campaign, Mr. Sapiro being at Springfield, Tenn., and judge Bingham at Bowling Green, Ky.

At every appointment large crowds greeted the speakers, although they had rain, high water and other adverse conditions to contend with. And at every place the plan was heartily approved, generally by a standing vote of the audience.

The only points at which any opposition was indicated in advance was at Clarksville and Springfield. At these places the people had taken exception to the naming of Hopkinsville as the central headquarters of the association, they getting the idea that this meant that Clarksville and Springfield would lose their identity and much of their business as tobacco markets, and that Hopkinsville would profit thereby.

But when Mr. Sapiro spoke at those places he explained that this was not the case and that warehouses would be operated, expert tobacco men would be employed as graders and handlers of the tobacco, and business would be continued just the same at those places as at Hopkinsville, except that Hopkinsville, because of its central location would be known as the headquarters. This clarified the situation entirely.

At Clarksville, Mr. Sapiro revealed a movement on the part of certain business interests there, he claimed, to defeat organization of any kind by a division of force. The growers cheered and applauded and demanded the names of the men behind the movement, but Mr. Sapiro refused to give them.

At Springfield Mr. Sapiro had another most enthusiastic hearing.

Mr. Passoneau has opened his offices in a suite of five rooms in the heart of the business section here and is organizing his force preparatory to the big job ahead of him. One of the first things for him to do is to get up his mailing list of thousands of farmers, and he has already made much progress on this.

From now on there will be no letup in the campaign. Local speakers will be organized and sent out in every county in the district, the mailing of literature will be kept up constantly, Mr. Sapiro, Judge Bingham and other notables will speak from time to time in the district and when October 1 rolls around it is confidently believed that far more than the minimum of two-thirds of the acreage will be pledged and it will be in position to handle the 1922 crop.—M. E. BACON.

# Martin Propper Resigns from United Cigar Stores Co.

Martin Propper, manager of the Pacific Coast Agency Department of the United Cigar Stores Co., announces his resignation from that firm as of March 1.

His association with the United covered a period of 21 years, he having entered the ranks in Store No. 38, New York City, on September 5, 1901.

Mr. Propper is well known throughout the entire system, having represented the United in various capacities in practically every town where their offices and stores are located.

He was selected as manager of the Agency Department at its inception, and his establishing of a chain of 125 United Agencies that are operating successfully on the Pacific Coast, is the result of his ability as a leader of men.

In commenting upon his resignation from the United, Mr. Propper states that he is leaving of his own free will and accord, to go into a business enterprise of his own, which will be announced at a later time. He will be located in New York City.

### Sumter Sells Out

LONG BEACH, Cal.—James Sumter, proprietor of a cigar store at 121 E. Seaside boulevard, has sold out to Wm. B. Berkowitz.

# R. J. Reynolds Co. Profits Make New Record

For the year ended Dec. 31, 1921, R. J. Reynolds Tobacco Co. report net earnings after all charges and federal taxes of $16,258,322, equivalent after preferred dividends to $6.19 a share (par $25 earned on the $60,000,000 combined common stock. This compares with net earnings of $10,691,294, or $3.87 a share in the previous year.

Income account for the year 1921 compares as follows:

| | 1921 | 1920 |
|---|---|---|
| *Net earn. | $16,258,322 | $10,691,294 |
| Pfd. divs. | 1,400,000 | 1,400,000 |
| Com. divs. | 4,800,000 | 3,600,000 |
| Surplus. | $10,058,322 | $5,691,294 |
| P & L surplus | 12,122,425 | 2,064,102 |

*After deducting all charges and expenses of management and after making provisions for interest, taxes (including maximum federal income and excess profits taxes) allowances, depreciation, advertising, etc.

Balance sheet of R. J. Reynolds Tobacco Co. as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 |
|---|---|---|
| Cash | $7,202,990 | $9,683,456 |
| Accounts rec. | 10,471,696 | 7,642,043 |
| Inventories | 63,052,313 | 69,017,778 |
| Real Estate, plant and equipment | 13,603,805 | 13,315,565 |
| Liberty bonds and other invest. | 10,133,058 | 3,600,198 |
| Other accounts and notes rec. | 3,590,296 | 2,072,929 |
| Goodwill, pat'ts, trademarks etc. | 1,357,737 | 1,307,583 |
| Prepaid items | 310,338 | 466,816 |
| Total | $109,722,233 | $107,106,369 |

**Liabilities**

| | | |
|---|---|---|
| Bills payable | ..... | $622,892 |
| Accounts pay. | $2,800,333 | 1,348,515 |
| Accrued int., fed. taxes, etc. | 7,864,944 | 3,649,766 |
| Gold notes | 1,700,000 | 15,000,000 |
| Reserves | 5,234,531 | 4,421,094 |
| Pref. stock. | 20,000,000 | 20,000,000 |
| Common stock. | 10,000,000 | 10,000,000 |
| New Class "B" common stock. | 50,000,000 | 50,000,000 |
| Surplus | 12,122,425 | 2,064,102 |
| Total | $109,722,233 | $107,106,369 |

# Newark Salesmen Meet

A regular meeting of the Tobacco Salesmen's Association of Newark, N. J., was held on Friday evening, March 17, at 9 Belmont Ave., that city. A goodly number of members attended and enjoyed a very pleasant evening.

The Newark branch was graced by a visit from Harry M. Konwiser, chairman of the New York State Regional District, and President Albert Freeman of the New York Branch, and Leo Reiders, Secretary of the New York Branch, with quite a delegation from New York. President Herbert H. LeShaw, President of the Jersey City Branch and Irving Wertheim, Secretary, respectively, of the Jersey City Branch, were also present.

The meeting was called to order at 8 p. m. by President Abraham Brown and after the usual roll call of officers, reading of the minutes, etc., the House Committee served a very appetizing buffet and plenty of smokes.

There were interesting talks given by President Albert Freeman, Harry H. Konwiser, President Herbert H. LeShaw, Leo Reiders.

Recording Secretary Woodruff, of the Newark Branch has been succeeded by Irving Keller.

The meeting was adjourned at 11 o'clock and all those present left happy and contented.

# Marie Antoinette Cigars

The Marie Antoinette cigars have been placed with the Bretzfelder Cigar Co., of Dayton, Ohio, by A. Salomon, of E. Kleiner & Co., Inc., manufacturers, 320-22 East 63rd street, New York. The Bretzfelder Cigar Co. will proceed to distribute the Marie Antoinette throughout their territory.

# Florida Facts

### Bostick Warehouse Burns

QUINCY, FLA., March 20.—At an early hour Saturday morning Mrs. Bostick discovered that the warehouse which is just opposite the home, of H. F. Bostick, was afire and well under way. Help was summoned from Quincy, and every possible effort was made to get the fire under control, but the flames had gotten beyond control before the Fire Department could reach the scene which is two miles from the city, and has no available water connections.

In an interview with Mr. Bostick he stated that the building was covered by a small amount of insurance, but not enough to replace the warehouse. This warehouse was being operated this year by the Lloyd Tobacco Co., and as Mr. Lloyd is at this time in Pennsylvania no accurate estimate can be made as to the loss. It is generally understood that the warehouse contained about 75,000 pounds of tobacco, most of which was shade grown, although some sun tobacco was being stripped at the time. The following crops were in the warehouse: The S. E. Key, A. J. Key, Kirk Gregory, Bostick, Sullivan & Young Crop, and other smaller crops owned by the Lloyd Tobacco Co. A large portion of this tobacco had been sold and was held, awaiting the shipping instructions of the buyers.

### From Buckeye State

John W. Swisher of John H. Swisher & Son, manufacturers of cigars at Newark, Ohio, is a visitor in Quincy this week. He is here in the interests of his firm looking over the packings in Quincy. Mr. Swisher is accompanied by his wife and will visit Tampa, and Havana, Cuba, before returning home.

### Visiting Old Stamping Grounds

Jack Covington has been in Quincy for the past two weeks on a visit. Mr. Covington was formerly of Quincy and is now employed by the Sunny Brook Tobacco Co., of Dade City, and has charge of their packings.

### Planning Expansion

Arthur Corry, who has the reputation of being the largest independent packer of Florida wrappers in this section, is now making plans to add another important branch to his business. All arrangements have been made and Mr. Corry will leave Quincy April 1, to open a branch office in York, Pa. Mr. Corry states that he has built his business to its present size through his endeavor to give better service and satisfaction to his customers, and expects to be in even better position to serve the trade through this new branch. In order to take care of this increase of business, which he contemplates, Mr. Corry has already made large contracts for the 1922 crop, which he will handle in connection with his own large farming interests.

### Watching "Round Tip"

A great deal of interest is being manifested on the Round Tip crop for the coming season, and with the announcement of several of the packers that they are now ready to make contracts for this type. All of the farmers are becoming interested. A few seed beds have been sown with Round Tip seed, and these are all looking healthy and green at this time. However, there will be only enough plants to take care of a few hundred acres, unless more beds are sown. Some of the contracts are made for the tobacco to be grown in the sun or open fields, while others take only the shaded type. This type was only grown in this section in an experimental way last year, but remarkable results were obtained. The packers and the farmers are both anxious to see the outcome of this year's crop.

### Plant Setting Under Way

Some of the early planters have begun to set their plants, and more will begin next week. The conditions have been extremely favorable this year, and the plant beds are looking fine. With the early start and the advantage of the fine weather, which we are now having, the planters all look forward to producing the best crops of light wrappers.

### Made Some Good Sales

John Shaw returned this week from the Northern markets and states that he found conditions much better than he expected, and has made some very good sales on this trip.

### On the Wing

Geo. W. Munroe is in New York. Mr. Munroe represents the Altchul Tobacco Co., of this city, and is calling on his customers in the North. From New York he will go to Chicago and points in the West before returning to Quincy.

### Back from Gotham

M. L. Floyd has just returned from a visit to New York and Washington. Mr. Floyd has placed the sale of the tobacco of the M. L. Floyd Tobacco Co. with Morris Neuberger of New York City, and is very optimistic over the sales made by Mr. Neuberger.

### Optimism Is Prevalent

The packers feel very optimistic over the sales made so far and, while neither the dealers nor manufacturers are inclined to stock heavily with tobacco, a great many repeat orders are received from both the large manufacturer, and the small, while others are now using Florida wrappers who were previously using other types.

### No Site Yet for Club House

No site has yet been selected for the newly organized Country Club. The committee has succeeded in getting an expert here, Mr. McIntoch, who had charge of building a large Country Club at Buffalo, N. Y. Mr. McIntoch has inspected several available sites which would be suitable for a golf course, but no decision has been reached, several places have been offered and it is expected that a purchase will be made this week. All of the members are anxious to have the buildings under way, and we hope to be able to give Tobacco buyers an enjoyable time when they come to inspect the 1922 crop.

### On Visit to Old Home

Mrs. Peter Miller of New York City is visiting friends and relatives in Quincy. This was Mrs. Miller's home until a few years ago when Mr. Miller gave up his position as Manager of the Owl Commercial Co., and moved to New York, where he is now connected with the Tobacco Products Corp., in the Advertising department.

## Springfield Market Report

SPRINGFIELD, Tenn., March 18.—Sales for the week ending March 18, 521,485 pounds; average per hundred pounds, $18.63. Sales for the season, 5,354,590 pounds; average price for the season, $20.34.

### Quotations

Common lugs, 2 to 3 cents; medium lugs, 3 to 5 cents; good lugs, 5 to 8 cents; fine lugs, 8 to 12 cents. Common leaf, 8 to 14 cents; medium leaf, 14 to 24 cents; good leaf, 24 to 33 cents; good to fine leaf, 33 to 40½ cents.

### Much Sold at Barns

Sales for the season, as shown above, do not include the barn selling, but only loose floor sales. A very large amount of tobacco, in fact more than will be sold over the loose floors, has been sold by farmers at their barns. Most of the tobacco that has been sold at the barns is of good quality and had this tobacco been sold over the loose floors, the average price for the season of the floor sales would be considerably higher.

Our market normally handles about 20,000,000 pounds, but will probably fall short of that amount this season. It is estimated that there now remains unsold of tobacco that usually comes to this market about 2,000,000 pounds.

There is a great deal of interest in this section in the proposed "Co-operative Marketing Association" for dark tobacco, known as the "Sapiro" plan or system. Mr. Sapiro, a Californian and leader of fifty-four Co-operatives, spoke here today to a large gathering of farmers and the sentiment of the majority of the farmers that heard him seemed to favor such an association.—J. A. CROSSWY, Secretary Tobacco Board of Trade.

## Progress of Tri-State Co-Operative Association

HENDERSON, N. C., March 18.—Growers in the co-operative tobacco pool in North Carolina report that they have been approached recently by a large number of the owners of warehouse properties in the State who wish to turn over their holdings for the use of the organization during the coming season for the handling of the 1922 crop under the co-operative plan. Announcement comes from Raleigh headquarters of the Tri-State Association that plans for marketing this year's crop of the 65,000 organized tobacco growers of North Carolina, South Carolina and Virginia are being perfected rapidly.

### Warehouse Director Selected

According to the information made available to directors of the organization at their monthly meeting in Raleigh this week, a very large number of actual applications have come in for the disposition of warehouse and storage facilities for the season, especially in the large marketing centers of the association. T. C. Watkins, of South Boston, Va., was elected by the directors as warehouse manager. Mr. Watkins is a vice-president of a national bank in his home town, is a large tobacco planter himself, and is a director of the tobacco growers' association. A favorable report was made to the directors by the committee on warehouses, consisting of the following directors: N. H. Williams, of Chas City, Va.; J. Y. Joyner, LaGrange, N. C.; T. B. Young, Florence, S. C.

### Much Pleased with Process

In making his report following his choice as manager for warehouses, Mr. Watkins told the directors that he was very optimistic over the securing of warehouse facilities, and stressed further the necessity of "the immediate assistance of our members in the important matter of economic production." Continuing, he said: "Let us all remember that the quality of our tobacco, rather than the quantity, will measure our success as individuals and as an association.

This week's meeting of directors was attended by Oliver J. Sands, president of the American National Bank, of Richmond, Va.; Norman M. Williams, president of the Virginia Bankers' Association, and J. M. Galloway, of Greenboro, said to be the largest single grower of tobacco in the world, and whose crop last year amounted, it is said, to more than 600,000 pounds. It was said that all tobacco growers in the 96 counties of the three States who have not joined in the pool would be given another opportunity to get into the organization before the actual marketing of the 1922 crop is begun, and to that end the campaign for new members is now well under way in all three States.

Tobacco growers are being told that increased membership means increased power and profits for the association and its members, and the success of the burley growers association in Kentucky is constantly referred to as evidence of the success that is to be in store, since better prices have been obtained there under the plan of the pool than was secured before the organization operated.

### A Beautiful Picture

A picture of a "flourishing tobacco belt that will bring us better homes, better schools, better standards of living and a civilization here in our Southland worthy of the great traditions of our past," is painted in the statement by M. O. Wilson, secretary of the association and director of field service.

In this county the campaign has not yet been actively begun. The date for the beginning was fixed for the three States as Tuesday, March 14, to extend for approximately a month. L. V. Morrill, Jr., of Snow Hill, who has been placed in charge of the district in which this county is located, has notified all chairmen he has selected in the various counties that he plans to make an intensive drive for new members and greater acreage during the period from April 5 to April 20, and the intervening time is to be devoted by him and his assistants, he has announced, to organizing the counties in their respective townships for the campaign, with the end in view of making a whirlwind drive for the goal set.

Jasper B. Hicks, chairman for this county, is active in the work of getting ready for the canvass, and he expects to add materially to the membership of the organization during the two weeks of the campaign. Township meetings are to be held daily in every one of the nine townships in this county after the drive is begun.

## Jersey City Salesmen Now in National Body

The Tobacco Salesmen's Association of Jersey City, N. J., is now the fourth full-fledged member of the Tobacco Salesmen's Association of America, Inc. The new aggregation of good fellows received their official charter from the National Board at a well attended meeting in Jersey City, last Thursday night.

Among those present were President Jonas J. Ollendorff of the National Board and his staff of officers, Emanuel M. Freeman, chairman of the New Jersey Regional District, and Governors, Harry M. Konwiser, chairman of the New York Regional District and Governors. W. F. O'Brion, chairman of the Massachusetts Regional District sent his regrets as he was busily engaged and that neither he nor members of the Governing Board could attend. President Albert Freeman of the Tobacco Salesmen's Association of America, Inc., and President Abraham Brown of the Tobacco Salesmen's Association of Newark, N. J., were also present.

The instituting of the branch was conducted by Emanuel M. Freeman, chairman of the New Jersey Regional District, who was ably assisted by Abraham Brown, president of the Newark Branch, who acted as chairman of the Initiation Committee. Ferd. Schwabacher, also of Newark, acted as sergeant-at-arms. President Jonas J. Ollendorff, of the National Board, installed the officers, who are as follows: President, Herbert H. LeShaw; 1st vice-president, Joseph Ogush; 2nd vice-president, Sidney A. Grunenberg, treasurer, Morris W. Grunenberg; secretary, Irving Wertheim; recording-secretary, George W. Werner; sergeant-at-arms, Paul V. Goldberg.

### Interesting Speeches

Interesting talks were made by Sidney J. Freeman, who dwelt on the subject of living up to the tenets of salesmen; Jack A. Martin of Newark, who very eloquently defined the meaning of "brother" and instilled by his speech in the minds of those present how necessary it was for each and every brother of the Tobacco Salesmen's Association to be brothers.

President Ollendorff, of the National Board stated in his address what the Tobacco Salesmen's Association had done for the boys in general. In the days of yore, he said, it was a common custom for salesmen going into a man's store to sell him a bill of goods, to keep his customer occupied for an hour or two in order that some competing salesman would get disgusted and go away. The Tobacco Salesmen's Association has eliminated that for each man now realizes that this broad land of ours is big enough for us all. He furthermore brought out that the employment bureau of the National Board of Tobacco Salesmen's Associations is now in working order and that it has been instrumental in placing some of our boys who have been out of positions.

### Invited to Gotham

Lou Sherrick, chairman of the House Committee of the New York Branch, invited the members of the Jersey City Branch to attend a smoker and open meeting which will be held by the New York Association on Friday, March 24. He also invited the members to attend the annual vaudeville show and ball of the Tobacco Salesmen's Association of America, Inc., which will be held at the Biltmore Hotel on April 8.

The Tobacco Salesmen's Association of Jersey City entertained those present with an elegant buffet lunch and plenty of smokes. Meeting adjourned at midnight, each and every brother in a happy mood.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MARCH 23, 1922.

## CONSIDER THE FUTURE

It is generally conceded among bankers that a buyer's market is at hand, and it has been here for some time. The well informed bankers are firm in declaring that no violent upheaval is to be expected, but most of them agree that hereafter there will be an increasing need for aggressive sales work.

We can all give thought to the changed conditions that the tightening credit system will bring about. We can well ask ourselves a few pertinent questions. Have we become soft during the "seller's market" that we have passed through? Are we getting the most out of our day? Are we digging ourselves in as deep as we should, so far as selling "good-will" is concerned; or are we drifting along without paying much attention to the future?

The next few months are going to be just what we make them. The calamity howler who spreads panic propaganda instead of selling good-will is going to reap just what he is sowing. The happy-go-lucky individual who figures that he can slide through the summer on the strength of his spring showing is going to hit a hard bump before he stops sliding. The empty-headed optimist who believes that he can meet tomorrow's problems some time next week is also in line for an awakening.

The next few months will show up the real salesmen in every organization. The men who have gone out and laid a ground work of good-will are going to forge to the top. The laggards are going to drop behind.

The turning point is at hand. The measure of your success during the next twelve months will depend on how thoroughly you build your foundations during the next twelve weeks!

## MISREPRESENTING ONE'S SELF

It is a well established principle of law that a party to a contract has the right to know with whom he is dealing. Thus, where a certain company has sold its business to another company, and the latter continued to deliver goods to the customers of the former company without notifying them of the change in ownership, they could not collect for the goods so delivered, as there was no contract for its delivery.

An interesting decision has been rendered bearing on this question. A man whose real name was Roche called on Green and bought some personal property. Roche told Green that his name was Frank A. Towle, and signed notes and a mortgage on the property with that name. A little later he sold the property to another, who later again sold it to one Martin. A month or so later Green learned where the property was and took it away from Martin, who then brought suit to recover it.

The question of law was as to whether the title to the property had ever passed from Green to Towle (or Roche). Green claimed that it had, and that since Roche had deceived him as to his name, there was no sale; that Roche had no more right to the property than if he had stolen it. In that case, of course, Martin would not have had good title to the property, and Green could have recovered it; for the principle of the law is well established that a thief can give no title to stolen property, as against the rightful owner.

But the court held differently. The opinion of the Chief Justice is that while there was fraud, it did not render the sale void. As between Green and Roche, the sale was voidable. That is, Green might have demanded the return of the property from Roche on the ground that Roche had deceived him as to his identity. But when the property passed into the hands of an innocent purchaser, such third party was vested with good title.

The point is that while Green was deceived as to the *name* of the person with whom he was dealing, there was no mistake as to the *person*—the actual human being to whom he sold the property. He meant to sell to the man before him, whether his name was Roche or Towle. The minds of the parties met, and Green could not afterward claim that he did not mean to sell to that particular man.

The court also cited a case in which certain shippers of goods sought to recover from the transportation company for the value of the goods shipped, claiming that delivery had been made to the wrong party. The history of the case was that a swindler appeared in Boston and represented himself to a certain reputable merchant by the name of Edward Pape. He bought goods which were shipped to Pape, and delivered to the man who bought them. The shippers claimed that the transportation company should have delivered the goods to the man with whom they were dealing.

But the court held otherwise. The opinion says, "There was a *de facto* contract, purporting, and by which the plaintiffs intended to pass the property and the possession of the goods to the person buying them; and we are of the opinion that the property did pass to the swindler who bought the goods. The sale was voidable by the plaintiffs; but the defendant, the carrier by whom they were forwarded, had no duty to inquire into its validity. The person who bought them, and who called himself Edward Pape, owned the goods, and upon their arrival had the right to demand them of the carrier."

The common sense of the rule is this: If the seller allows himself to be deceived as to the identity of the person he is dealing with he cannot expect an innocent party to discover the fraud, or to make good the result of the deception practised on the seller.

A nice distinction is brought out in this case. At one store the swindler said he was the brother of Edward Pape, instead of Mr. Pape himself. In that case it was held that there was no contract, as the seller thought he was dealing with Edward Pape, through his agent, and not with the man who stood before him; and in this case the carrier could not defend upon the ground that they had delivered the goods to the real owner.

The law seems to be plain that when you sell goods to the man before you, you give him title, and cannot recover the goods in the hands of third parties, if he defrauds you. That is, if you mean to sell to a given man, you cannot avoid the sale on the ground that his name is not what he told you it was.

This does not mean, of course, that the man who perpetrates a fraud of this kind cannot be punished. As between the original parties, the sale is voidable, and the seller can recover the goods and damages for the fraud—if he can find the swindler.

## NOW TOBACCO PROHIBITION

Those who think there is no force in the tobacco prohibition movement should look about them a bit. The forces that make for good, that are determined to have humanity according to their own bigoted standards, regardless of individual liberty or economic considerations, are already gaining the co-operation of cowardly and political agents.

Governor McRae, of Arkansas, in proclaiming March 22 No-Tobacco Day, says: "The general use of tobacco by men and women from youth up, generation after generation, is contributing to unmistakable degeneracy." Here and there other time-serving politicians, with no sense of statesmanship whatever and completely ignorant of the economics involved, are making preparations to seize on another paramount for the purpose of gorging their political ambitions.

Is there no danger? That was said of the prohibition movement only a few years before it became an actuality.

Now tobacco is spotted. There was a time when one prime purpose of government was to encourage industry and the profitable employment of its citizens. The tobacco industry of the United States is not only the one industry that it monopolizes throughout the world, but is in its financial aspect and in the number of people it employs, directly and indirectly, one of the first five industries of America. It contributes a living to thousands of tobacco growers in great areas of the nation which because of soil and climate conditions lend themselves peculiarly to such a crop. It likewise contributes a living to hundreds of thousands of workers in the various factories and warehouses, to say nothing of merchants, salesmen, etc. In all of these respects it stands close to cotton and corn. And it is the remaining principal source of revenue from the internal revenue sources.

The light-thinking reformers want to destroy this industry and the happiness and prosperity it affords to a tremendous population. They think only in terms of morality, according to their own fixed standards. They give no thought whatever to the wretchedness and misery that must always follow the striking down of a great industry. They do not use tobacco themselves; therefore it is highly immoral and injurious for anyone else to use it.

If tobacco prohibition is forced upon the country—and there is a vicious and malignant minority seeking to accomplish that—the baneful effects which have followed the adoption of the Eighteenth amendment are nothing in comparison to what will follow. In addition to destroying a great productive industry which contributes enormously to the employment and happiness of the republic, it will be necessary to spend hundreds of millions of dollars annually in the futile attempt to enforce such a law.

The reformers will have succeeded in creating additional millions of lawbreakers and criminals, as has been the case with prohibition, and not one single case of genuine temperance or reform will have been accomplished. The country will not only be decisively worse than before, but it will be vastly poorer in the way of business and income.

And yet the men who pose as statesmen—to whom we must look for guidance in our political affairs, cowardly and traitorously lend encouragement to such a movement! Impractical reform and hypocritical morality is costing this republic terrifically!—*Tampa Tribune.*

# The Taxation of Tobacco and Evil Effects of Unwise Legislation

**Irritation Caused by Constant Changes in Levies—Old Laws Laden with References to Tobacco Taxes and Licenses—British Politicians Long Ago Saw the Revenue Possibilities—Interesting History from Early Colonial Days Down to Date.**

By DR. ARTHUR SELWYN BROWN

(*Continued from issue of March* 16)

### State Licenses, Taxes and Restrictions

STATE legislatures are just as keen as Congress in taxing the tobacco industries to the utmost. There is a multiplicity of ever changing state legislation, and numerous laws and regulations of a restrictive character in many of the states. Legislators look upon tobacco as a proper subject for levying revenues on and pay no attention to the injuries their ill-considered restrictions inflict on an important industry.

The state legislatures today think no more about putting on additional tobacco taxes and licenses than the old Colonial councils did. There has, in this respect, been no political awakening regarding the changes wrought in the industrial conditions of the country and the present important status of the tobacco industries.

It appears to be quite usless to impress upon politicians the fact that specific taxes, rates, imposts, licenses and duties all tend to restrict and injure industries, whereas the freeing of industries from such impediments leads to greater general business prosperity, greater trade and more flourishing revenues from general sources and from the activity in business. Our economic history clearly furnishes us with brilliant examples of the truth of these principles. Only politicians appear to lose sight of them. In some countries the tobacco industries have been declared the special privileges of the state to be exploited exclusively for revenue purposes and to be operated as state, profit-making, commercial monopolies.

### Tobacco Laws of Idaho

The tobacco licensing laws of Idaho may be quoted as typical of primitive, punitive state laws which are working serious injury to the tobacco industries of America.

Chapter 262 of the Idaho Session Laws, 1921, page 576-7 states: "Any person, firm or corporation bartering, selling, or having in possession for sale, any cigars, cigarettes, smoking tobacco, chewing tobacco, or any tobacco, or product, or compound of tobacco in any form, or any cigarette papers or wrappers, or any paper prepared, or made for the purpose of making cigarettes, without having previously secured from the Commissioner of Law Enforcement of the State of Idaho a license permitting the same, as hereinafter provided, and without having such license conspicuously displayed at the place where goods, wares or merchandise of the above enumerated kinds or descriptions are bartered, sold or kept for sale, is guilty of a misdemeanor, and, upon conviction thereof, shall be punished by a fine of not less than $100, nor more than $300, or by imprisonment, or by both such fine and imprisonment.

"The Commissioner of Law Enforcement of the State of Idaho is authorized and directed to issue to any and all persons, firms or corporations applying to him for this same, and not disqualified under the terms of the act, licenses permitting the licensee to barter, sell and have in their possession for sale cigars, cigarettes, cigarette papers, tobacco and tobacco products and compounds of all the various forms, upon payment to him by the applicant of an annual license fee in the sum of $50 and the deposit with him of a bond to the State of Idaho in the penal sum of $500, executed by sureties qualified and justifying as is required of sureties on the bonds of executors and administrators, to be approved by the Commissioner of Law Enforcement, which bond shall be conditioned that the licensee will, in addition to all other fines and penalties imposed by law, pay and forfeit to the State of Idaho, the full penal amount of said bond, if he is convicted during the term of said license of violating any law of the State of Idaho respecting the barter, sale, gift or possession of tobacco in any form, product or compound, or of cigarettes, cigarette papers, or of Section 8263 of the compiled Statutes of Idaho (regarding prohibition of sales of tobacco to minors).

"If the same person, firm or corporation barter, sell, keep or have in possession for sale cigars, cigarettes, cigarette paper or tobacco in any form, in more than one place, separate license shall be required for each such separate place."

### Ignorant of Science

Modern science is based upon the theory of evolution developed by Charles Darwin. Today, in many states numerous prominent men, perfectly ignorant of the first principles of science, are campaigning with the view of prohibiting the teaching of the Darwinian theory in schools. The politicians who devise and administer legislation, like the Idaho tobacco laws, and, perhaps, the people who submit to the laws, do not appear to be any more enlightened than the opponents of the evolutionary theory. They do not see that the use of tobacco is as necessary and as harmless as that of coffee, sugar or tea.

### Louisiana License Law

Louisiana imposes an annual license tax on all persons, associations, firms and corporations pursuing any trade, profession, vocation or business. In other words, there is a general license tax on business. In order to secure revenues the local legislature knew no better than to cripple business by a stringent, harassing and complicated business tax.

The law is known as Act No. 233 of the Laws of 1920. The tobacco trades are covered by section 16, which says: For carrying on the business of manufacturing tobacco, cigars or cigarettes, the license shall be based on the gross annual receipts, and shall be fixed and graded. The license tax on gross receipts amounting to $2,500,000 is fixed at $7,500 yearly, and is graduated down to a license tax of $45 on gross annual receipts of $15,000.

When the gross annual receipts are less than $15,000 the license rate is $25.

### Cause of Frequent "Inspections"

Graduated taxes of this character require very careful bookkeeping. They also lead to frequent visits of tax inspectors, are inquisitional and open the way for the disclosure of business and trade secrets. This form of taxation is crude, uneconomical and is always opposed to the best interests of the state subjected to it. It is a standing emblem of financial incompetence and poor legislative abilities.

There is an inspector's fee of twenty-five cents per hogshead, box or case of tobacco inspected in tobacco warehouses and other expenses payable under sections 6041-6063 of the General Code.

The distribution and sale of cigarettes is dealt with in section 12680-83 of the code which regulate the display of tax receipts in a conspicuous place in the store, the distribution of cigarettes containing deleterious substances and the offering of inducements by cigarettes.

Each of these sections is an unwarranted interference with a substantial and representative American business.

### Ohio State Restrictions

Chapter 6 of the Ohio code contains the numerous restrictions on the selling and handling of cigarettes. There is an annual tax of $50 on each store selling cigarettes or cigarette wrappers at retail and $200 at wholesale.

### The Mississippi Tax Levies

The State of Mississippi under code sections 6940-1, taxes cigar stands $10 per annum and each firm, person or corporation which sells, or gives away cigarettes, cigarette paper or tobacco with cigarette paper attached or in any way a part of the sale of tobacco, in wholesale lots or in distributing any of these, is taxed $100 per annum, Retailers are taxed $12.50 per annum. The mere display of cigarettes in a store renders the payment of the tax necessary.

### The Kentucky Tax

Kentucky penalizes venders and jobbers of cigarettes $50 per annum on wholesale transactions.

### Georgia Hits Hard

Tobacco trades are severely taxed in Georgia. Under the General Tax Act of 1921, cigar manufacturers who employ not more than five cigarmakers must pay an annual tax of $10. Where more than five persons are employed the tax is $50.

Wholesale vendors, in cities of less than 50,000 population, pay a tax of $50 per annum for each store or place of business. In larger cities the tax is $100.

Retail dealers in cigars pay a tax of $40 in cities of 50,000 and from that the tax is graduated down to $5 in towns of 2,000 or less.

The tax in larger cities is $75 per annum. Cigarette vendors are taxed $25 per annum for each place of business.

Georgia also has a law regulating the keeping of statistics of all leaf tobacco sold.

The cigar dealers in Georgia are fighting these tax laws. They contend that the $75 tax on the stores selling cigars in cities with populations of more than 50,000 is unconstitutional, in that it is not levied alike on all people in the State; that it is unconstitutional because it is confiscation of property without due process of law, in that it is prohibitive and will force many of the small dealers out of business, that it is unconstitutional because it imposes a tax of $75 on the large chain cigar stores, operating numerous places of business and the same $75 tax on the store operating one place of business.

The State's attorneys contend that the law is not unconstitutional and it was within the constitutional province of the legislature to enact such a law; that it may be more embarrassing on some dealers than others, but it is not prohibitive and not discriminatory.

The trade's sentiments regarding these special

occupational taxes, as reflected by M. Greenwood, of Greenwood & Co., Savannah, are as follows:

"By such an excessive taxation, tenancy, trade and industry would be seriously, if not disastrously, affected. Numerous stores would be vacated, as well as homes, and the consumption and volume would be lessened, and the farmer, our chief concern, would be most seriously hurt.

In 1915, Georgia planted only 1,700 acres in tobacco, which yielded 1,496,000 pounds with a value of $344,000. In 1920, this industry increased to 26,700 acres, produced 16,020,000 pounds at a value of $5,927,000 (actual U. S. government statistics).

"Is there any other farming industry that could show such a rapidly increasing money value to the farmer in five years from $344,000 to $5,927,000? Surely this is a big factor in diversification of agriculture for Georgia, now coming to the forefront as a tobacco growing state.

"During 1921, there were seventy-three cigar factories in this state, which produced 27,871,097 cigars, and much of Georgia's tobacco was employed in the manufacture, to say nothing of the employment of labor, etc.

"Excessive or prohibitive taxation when it curtails the number of places of business, is hurtful to municipalities in the loss of revenue from specific licenses. In 1921 the city of Savannah issued 634 licenses to retail dealers in cigars at $15 each, totaling $9,510 collected.

"If the present State tax of $75 is collectible, there would not be more than 134 of such places left, as the small volume done heretofore by the other 500 would not admit of a $75 state tax, and the consequent loss to this city would be $7,500 for 1922.

"In Savannah there were approximately eight dealers retailing cigars to every 1,000 inhabitants, while in the small towns of 2,000 or less, there were less than five to every 1,000. Therefore the local or city dealers had less to draw from and were asked to pay fifteen times as much.

"Another important fact that our legislature overlooked is that by imposing an excessive tax they would not alone lessen the number of the small retail dealers, but that it would discourage people of small means getting a start in life, and furthermore this excessive license tends to strengthen the non-resident chain stores, and if this high retail tax prevails, Georgia will soon find her retail tobacco business almost entirely in the hands of the strong retail chains, operating under foreign corporations that are only too eager to grasp such an opportunity as this tax would present.

"For, under the present act a single tax of $75 permits any individual, firm or corporation to operate an unlimited number of retail stores in one city, while the wholesaler must operate under one roof, if he pays one tax. By this act, the Georgia legislature was probably unwittingly or unknowingly hurting its farmers, dealers and other tax payers by placing the tobacco business of their state more strongly in the hands of non-resident interests."

In addition to special taxes of the character referred to above, many states impose salesmen taxes and numerous other troublesome penalties upon the tobacco trades. Although these do not single out tobacco salesmen in particular, but apply to all traveling salesmen, together with the numerous special taxes and regulations all engaged in the tobacco industries are subject to, they seriously increase the difficulties in effecting tobacco sales in the states imposing such taxes or licenses.

## POLAND'S TOBACCO TROUBLES

Poland has not only a tobacco monopoly, it has more than one. And it has the free system besides. In other words, the systems prevailing before Poland was consolidated are still in force, more or less. The Warsaw government is in favor of one monopoly covering all Poland, and the independent tobacco manufacturers are fighting against the plan. Delegate Wierzbicki, speaking for the independents in the Warsaw parliament, pointed out that the government would receive higher revenue from taxation than from a monopolized tobacco industry. He reminded the government of the experience France and Austria had had with their monopolies. In both countries monopoly had reduced consumption and, as a result thereof, income too. Finance Minister Michalski replied a monopoly would yield 78 billion marks per annum, while taxation would only yield 56 billions. Although these figures are mere speculation, the monopoly bill is expected to pass. Poland needs money to pay its soldiers and employees. Of every 15 Poles one is on the public pay roll. Establishment, or enlargement, of the tobacco monopoly, of course, will increase the number of officials and tax-eaters.

## GERMANY REGULATES EXPORT OF PIPES

Export of pipes and cigarholders to countries having a higher value than Germany is subject to approval by the German government. Sales have to be made on the basis of foreign money. In addition, Germany is again placing an export duty on cigars and cigarettes, for the purpose of protecting the consumer at home.

## THE GERMAN "DETAG" IS DEAD

The German "Detag," the organization which during and after the war controlled the German tobacco business, is now dead, according to an official announcement.


# ALL TOBACCO FROM PORTO RICO

**Either in the Leaf or Cigars**

## MUST NOW SHOW ITS EXACT ORIGIN

**by displaying**

# GOVERNMENT GUARANTEE STAMPS

### CIGARS

*WHITE—Manufactured in P. R. with tobacco produced in P. R.*

*BLUE—Manufactured in P. R. with Porto Rican and other tobacco.*

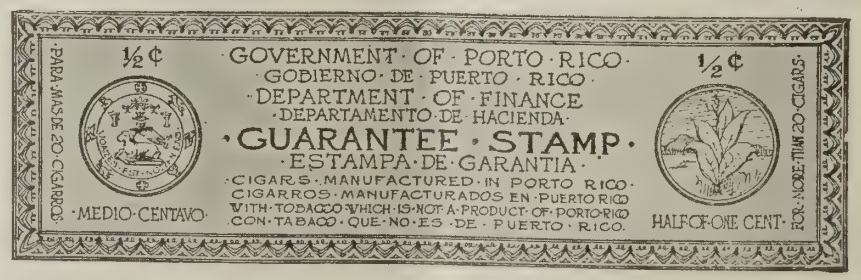
*PINK—Manufactured in P. R. with tobacco not a product of P. R.*

### TOBACCO:

*WHITE—Genuine Porto Rican growth.*

*BLUE—Mixture of tobacco grown in P. R. and other countries.*

*PINK—Tobacco of foreign growth.*




**WRITE OR CALL FOR INFORMATION ABOUT GUARANTEE STAMPS**

## GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

123 Maiden Lane — *J. F. Vazquez, Agent* — Tel. John 1379 — New York City.

## Would Improve Philippine Leaf Tobacco

MANILA, P. I., February 7.—Representative Miguel Binag from Isabela yesterday proposed to the lower house two bills intended for the improvement of the tobacco industry in the islands. The first bill would create a technical commission composed of the directors of the bureaus of agriculture and commerce and industry, the collectors of customs and internal revenue and Filipino and American merchants to be named by the governor general, to study the tobacco problem and report to the chief executive within six months recommendations for the improvement of the industry.

The second bill would appropriate 1,000,000 pesos to be spent in the construction of tobacco bodegas in tobacco producing provinces. Such bodegas would be placed under the administration of the director of agriculture.

According to Representative Binag, "one of the greatest difficulties encountered by the agriculturists of the country, especially those of Isabela, in the development of agriculture, is the lack of bonded warehouses where their products might be stored to await an advantageous market."

The technical commission provided for in the first bill would also be authorized to extend its investigations to other countries. Twenty thousand pesos is carried by the bill to cover the expenses. The government officials in the body would get nothing except traveling expenses, but the merchants to be named by the governor would be entitled in addition to traveling expenses up to 30 pesos per diem.

## Warehouse Licenses

WASHINGTON, D. C., March 20.—Increased activity in the licensing of grain, tobacco and wool warehouses by the United States Department of Agriculture has marked the past two weeks.

The tobacco warehouses at Lexington, Ky., of the Central District Warehousing Corporation, a subsidiary of the Burley Tobacco Growers Cooperative Association, were licensed last week. The warehouses have more than 44,800,000 pounds capacity. Applications for licensing three other warehouses of this corporation at Paris, Cynthiana, and Winchester, Ky., have been received recently. These warehouses have about 8,000,000 pounds combined capacity. Applications from three tobacco warehousemen in Pennsylvania are pending.

## General Office Moved to Tampa

Gradiaz, Annis & Co., makers of the Don Julian line of cigars, announce the removal of their general office from 75th street and East River, New York, to Tampa, Fla., where all routine and general business will be transacted.

A New York office will be maintained at 99 John street, telephone 0219 Beekman, for the purpose of sales promotion work, under the direction of J. B. Annis.

## Tobacco Man Fails

PORTLAND, Me., March 18.—Business embarrassment encountered in Havana, Cuba, caused Harry Mendelsohn, tobacco operator, to file a bankruptcy petition in the Federal District Court this week. Liabilities were given as $139,180 and assets, $102,254. The heaviest creditors are located in Havana and New York.

# UNITED STATES TOBACCO IMPORTS FOR JANUARY

**Figures Compiled by The Department of Commerce—Values Stated in Dollars**

| ARTICLES, AND COUNTRIES FROM WHICH IMPORTED. | UNIT OF QUANTITY. | JANUARY— 1921 Quantity. | JANUARY— 1921 Value. | JANUARY— 1922 Quantity. | JANUARY— 1922 Value. | SEVEN MONTHS ENDING JANUARY— 1921 Quantity. | SEVEN MONTHS ENDING JANUARY— 1921 Value. | SEVEN MONTHS ENDING JANUARY— 1922 Quantity. | SEVEN MONTHS ENDING JANUARY— 1922 Value. |
|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | |
| Leaf, product of the Philippine Islands—free | Pound | 206,643 | 60,228 | 44,629 | 7,792 | 1,498,793 | 386,836 | 278,367 | 32,261 |
| Leaf, suitable for cigar wrappers—dut | do | 265,926 | 660,670 | 117,595 | 200,640 | 8,472,666 | 16,042,205 | 3,174,790 | 6,494,526 |
| *Imported from—* | | | | | | | | | |
| Netherlands | | 162,622 | 345,930 | 106,279 | 173,710 | 6,480,502 | 12,871,898 | 2,965,160 | 6,174,867 |
| Canada | | | | | | 1,338 | 2,584 | 1,158 | 2,150 |
| Cuba | | 1,220 | 6,793 | 5,446 | 24,196 | 18,451 | 78,683 | 30,561 | 98,423 |
| Dutch East Indies | | 101,816 | 307,764 | | | 1,970,456 | 3,086,085 | 172,041 | 216,351 |
| Other countries | | 268 | 183 | 5,870 | 2,734 | 1,919 | 2,955 | 5,870 | 2,734 |
| All other leaf—dut | Pound | 4,332,676 | 4,896,889 | 7,410,703 | 5,380,414 | 27,417,784 | 28,971,650 | 30,774,954 | 24,797,527 |
| *Imported from—* | | | | | | | | | |
| Greece | | 1,746,145 | 2,324,518 | 2,531,804 | 1,882,371 | 4,169,442 | 5,241,437 | 5,423,563 | 3,845,971 |
| Turkey in Europe | | 62,455 | 82,004 | 582,700 | 613,412 | 624,313 | 599,990 | 2,636,436 | 2,955,766 |
| United Kingdom | | 2 | 4 | 318,394 | 241,596 | 306,307 | 279,691 | 776,068 | 557,607 |
| Mexico | | | | | | 154 | 43 | 1,563 | 1,072 |
| Cuba | | 895,853 | 1,188,779 | 1,722,622 | 1,553,760 | 11,201,192 | 13,954,706 | 11,297,593 | 11,940,059 |
| Dominican Republic | | 40,183 | 12,180 | 11,020 | 496 | 584,023 | 196,808 | 182,139 | 13,374 |
| Turkey in Asia | | 1,398,281 | 1,154,210 | | | 7,346,410 | 5,644,846 | 11,325 | 7,443 |
| Other countries | | 189,757 | 135,194 | 2,244,163 | 1,088,779 | 3,185,943 | 3,054,129 | 10,446,267 | 5,476,235 |
| Total leaf | Pound | 4,805,245 | 5,617,787 | 7,572,927 | 5,588,846 | 37,389,243 | 45,400,691 | 34,227,911 | 31,324,313 |
| Manufactures of— | | | | | | | | | |
| Cigars, cheroots, and cigarettes— | | | | | | | | | |
| Products of the Philippine Islands— | | | | | | | | | |
| Cigars and cheroots—free | do | 364,420 | 762,260 | 140,562 | 264,381 | 3,558,060 | 7,299,441 | 809,751 | 1,470,867 |
| Cigarettes—free | do | 900 | 1,643 | 710 | 1,110 | 4,489 | 6,669 | 1,480 | 1,552 |
| All other— | | | | | | | | | |
| Cigars and cheroots—dut | do | 13,325 | 128,916 | 14,599 | 135,122 | 366,773 | 3,229,160 | 197,565 | 1,775,383 |
| Cigarettes—dut | do | 803 | 4,037 | 805 | 3,833 | 6,667 | 31,784 | 3,797 | 18,722 |
| Total cigars, etc | do | 379,448 | 896,856 | 156,676 | 404,446 | 3,935,989 | 10,567,054 | 1,012,593 | 3,266,524 |
| All other—dut | do | 20,553 | 12,115 | 14,187 | 15,491 | 212,583 | 141,229 | 166,554 | 128,945 |
| Total manufactures of | | | 908,971 | | 419,937 | | 10,708,283 | | 3,395,469 |

# UNITED STATES TOBACCO EXPORTS FOR JANUARY

| ARTICLES, AND COUNTRIES TO WHICH EXPORTED. | UNIT OF QUANTITY. | JANUARY— 1921 Quantity. | JANUARY— 1921 Value. | JANUARY— 1922 Quantity. | JANUARY— 1922 Value. | SEVEN MONTHS ENDING JANUARY— 1921 Quantity. | SEVEN MONTHS ENDING JANUARY— 1921 Value. | SEVEN MONTHS ENDING JANUARY— 1922 Quantity. | SEVEN MONTHS ENDING JANUARY— 1922 Value. |
|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | |
| Leaf tobacco | Pound | 46,851,665 | 21,084,644 | | | 278,830,361 | 142,026,292 | [1] 250,452,933 | [1] 88,633,751 |
| Unstemmed | do | | | 28,272,731 | 11,186,790 | | | [2] 28,272,731 | [2] 11,186,790 |
| Stemmed | do | | | 3,992,480 | 1,687,725 | | | [2] 3,992,480 | [2] 1,687,725 |
| Total | do | 46,851,665 | 21,084,644 | 32,265,211 | 12,874,515 | 278,830,361 | 142,026,292 | 282,718,144 | 101,508,266 |
| *Exported to—* | | | | | | | | | |
| Belgium | | 2,280,655 | 343,545 | 1,641,530 | 294,025 | 16,261,941 | 3,560,974 | 11,919,143 | 1,906,663 |
| Denmark | | 381,161 | 99,491 | 457,107 | 90,169 | 4,104,937 | 1,453,905 | 2,327,054 | 441,332 |
| France | | 5,255,020 | 1,278,715 | 1,775,083 | 198,239 | 32,444,745 | 9,316,983 | 21,212,474 | 2,772,052 |
| Germany | | 1,552,133 | 391,335 | 884,398 | 205,999 | 11,201,305 | 3,219,783 | 19,920,502 | 3,478,887 |
| Italy | | 1,562,295 | 334,563 | 174,025 | 17,385 | 28,656,255 | 8,150,171 | 30,999,815 | 7,144,194 |
| Netherlands | | 3,984,100 | 1,478,227 | 1,166,258 | 203,144 | 16,699,850 | 4,930,356 | 15,477,968 | 2,956,909 |
| Norway | | 749,203 | 325,510 | 221,510 | 60,309 | 2,740,143 | 1,089,366 | 2,403,843 | 701,893 |
| Portugal | | 328,777 | 78,715 | 494,508 | 99,578 | 2,335,853 | 659,452 | 3,662,559 | 696,359 |
| Spain | | 964 | 650 | 42,000 | 4,185 | 964 | 650 | 12,509,536 | 1,434,952 |
| Sweden | | 419,920 | 162,062 | 6,995 | 2,798 | 5,343,911 | 1,637,028 | 2,346,618 | 535,734 |
| Switzerland | | 423,697 | 119,795 | 85,230 | 21,509 | 2,425,790 | 740,030 | 2,238,536 | 602,636 |
| United Kingdom | | 16,910,979 | 10,588,609 | 15,543,428 | 8,011,479 | 100,303,446 | 78,130,921 | 99,190,886 | 63,115,719 |
| Canada | | 2,911,418 | 1,554,646 | 2,322,846 | 552,247 | 11,273,652 | 6,337,890 | 10,470,352 | 2,986,999 |
| Mexico | | 68,249 | 20,101 | 130,210 | 56,153 | 1,026,572 | 246,826 | 2,323,607 | 483,757 |
| Argentina | | 34,729 | 13,535 | 7,905 | 1,187 | 1,301,644 | 476,549 | 874,758 | 267,615 |
| China | | 1,772,528 | 903,826 | 2,888,336 | 1,093,099 | 10,515,076 | 6,901,203 | 10,102,472 | 3,888,850 |
| Hongkong | | 111,328 | 37,851 | | | 2,026,310 | 893,581 | 241,055 | 45,560 |
| Japan | | 163,323 | 96,083 | 770,444 | 422,153 | 1,998,072 | 1,536,578 | 1,889,629 | 839,417 |
| Australia | | 5,515,796 | 2,456,429 | 1,944,221 | 1,003,757 | 12,750,725 | 6,976,272 | 8,577,102 | 3,664,950 |
| British West Africa | | 726,725 | 290,792 | 825,092 | 264,920 | 5,495,461 | 2,178,142 | 3,079,404 | 963,179 |
| French Africa | | 502,379 | 148,118 | 226,901 | 52,525 | 2,470,657 | 807,582 | 1,318,837 | 285,787 |
| Other countries | | 1,196,286 | 362,046 | 657,184 | 219,655 | 7,453,052 | 2,782,050 | 6,831,994 | 2,294,822 |
| Stems, trimmings, and scrap tobacco | Pound | 699,738 | $38,405 | 962,496 | $41,466 | 7,181,633 | $357,360 | 5,199,711 | $279,075 |
| Manufactures of tobacco (total) | | | 4,142,516 | | 1,964,655 | | 23,212,718 | | 11,118,726 |
| Cigars and cheroots | Thousand | 1,592 | 35,934 | 4 | 306 | 13,272 | 291,173 | 309 | 13,966 |
| Cigarettes | do | 1,723,331 | 3,388,506 | 781,738 | 1,778,532 | 8,894,654 | 19,366,359 | 4,598,837 | 9,540,090 |
| *Exported to—* | | | | | | | | | |
| Belgium | | | | 80 | 419 | 6,800 | 45,800 | 1,572 | 5,641 |
| Denmark | | 400 | 1,000 | 360 | 1,200 | 5,250 | 19,725 | 1,906 | 5,766 |
| France | | 910 | 4,150 | 551 | 4,347 | 3,332 | 13,784 | 3,969 | 27,745 |
| Italy | | | | 17 | 54 | 773,237 | 2,223,854 | 579 | 5,634 |
| Netherlands | | 30,130 | 56,280 | | | 51,394 | 134,557 | 22,689 | 23,064 |
| United Kingdom | | 646 | 5,102 | 201 | 2,465 | 44,649 | 103,634 | 3,239 | 19,266 |
| Panama | | 9,990 | 82,178 | 21,283 | 78,626 | 66,603 | 250,294 | 96,122 | 393,722 |
| British India | | 135,483 | 421,275 | 4,500 | 11,500 | 769,505 | 2,308,622 | 107,510 | 281,668 |
| Straits Settlements | | 46,000 | 72,600 | 77,600 | 109,560 | 314,950 | 483,248 | 522,350 | 717,485 |
| China | | 1,431,420 | 2,548,950 | 546,450 | 1,154,845 | 6,256,798 | 12,052,535 | 3,253,393 | 6,313,504 |
| Philippine Islands | | 15,430 | 69,443 | 11,595 | 51,663 | 142,689 | 604,270 | 91,901 | 389,623 |
| Siam | | 15,000 | 18,900 | 14,900 | 23,980 | 167,250 | 214,830 | 122,400 | 159,420 |
| Other countries | | 37,922 | 138,628 | 104,201 | 339,873 | 292,197 | 911,206 | 371,207 | 1,197,552 |
| Plug tobacco | Pound | 444,410 | 243,630 | 220,870 | 113,458 | 3,073,385 | 1,742,391 | 1,369,368 | 709,517 |
| Smoking tobacco | do | 1,237,969 | 387,962 | 118,582 | 60,006 | 4,278,655 | 1,542,639 | 1,744,409 | 584,433 |
| Snuff | do | | | 78 | 77 | | | [3] 78 | [3] 77 |
| Other tobacco manufactures | do | | 86,494 | 51,421 | 12,276 | | 270,156 | | 270,643 |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*JOBBERS*
Dont Delay—Get this brand for your territory.
Henry Ottenberg
146 Front Street New York

## Tobacco Securities

By Marketwise

TUESDAY MORNING, March 21.—In a market that was characterized mainly by the large volume of stocks turned over, the tobaccos in the main held the gains recorded in the previous week. Figures reached and net changes are as follows:

| | | |
|---|---|---|
| American Snuff | 126¾ | — ¼ |
| American Sumatra | 32½ | +1⅝ |
| American Tobacco | 137⅛ | + ⅛ |
| American Tobacco "B" | 133½ | + ⅜ |
| Consolidated Cigar | 25 | — .. |
| General Cigar | 69½ | — ½ |
| Liggett & Myers | 163 | —2 |
| P. Lorillard | 150⅛ | + ⅛ |
| R. J. Reynolds "B" | 45¾ | +1¾ |
| Tobacco Products | 62⅛ | +1⅜ |
| United Retail Stores | 46½ | +1¼ |

The newcomer on the Board, Reynolds "B," gave an excellent account of itself and at the figure reached represents the high in its history both for the new "B," par $25, and for the corresponding figure 548 on the old stock, par $100. The preferred also showed an advance of about two points. The excellent report of the company, coupled with the publicity attendant to the listing on the Exchange, drew in a wealth of buying. While the "A" stock has also been listed, it is probable that this stock, because it is so closely held, will have its market "over the counter" as in the past.

The declaration by the MacAndrews & Forbes Co., of the regular quarterly dividend of 2½% set aside is one explanation of the recent heaviness in the stock. Considerable odd lot buying has come and served to give the stock the first sign of strength in a month.

The sudden improvement in Mengel during the past week is probably in anticipation of the annual report to be published shortly. The buying is of the best character, that is, by people who ought to know and in pieces of fifty and hundred shares.

Universal Leaf common has been rather active during the week and as is characteristic of a stock having a limited distribution is very sensitive to a sizable order either on the buy or sell side. It is safe to say that many new stockholders have been added to the company's list during the past couple of weeks, as a result of the initial dividend.

## American Tobacco 4s of 1951

Statement of American Tobacco Co. for 1921 affords ample explanation for present quotations for its bonds, 80 bid for the debenture 4s of 1951 and 114 bid for the debentures 6s of 1914, with none offered.

From time to time small blocks come into the market, but are taken up very quickly. During 1921 bids on the 4s ranged from 60 to 71½, whereas the few offerings made ranged from 69 to 74. On the 6s bids were 112 to 114, but none offered.

The 4s, now outstanding amount to $1,365,300; the 6s, to $371,950; a total funded debt of less than $2,000,000 in contrast to cash of $10,853,000. Company has out about $13,334,000 in serial gold notes, final maturities being for 1923, and other liabilities totaling $10,284,000, against which are tangible assets valued at over $135,000,000.

## TOBACCO STOCKS

Closing Prices Tuesday

Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 125 | 126¾ |
| American Snuff Pfd. | 94 | 100 |
| American Sumatra | 32½ | 33 |
| American Sumatra Pfd. | 64 | 66 |
| American Tobacco | 136½ | 137½ |
| American Tobacco "B" | 133½ | 134 |
| American Tobacco Pfd. | 100 | 100¾ |
| Consolidated Cigar | 24½ | 25 |
| Consolidated Cigar Pfd. | 52 | 55 |
| General Cigar | 68 | 69⅞ |
| General Cigar Deb. Pfd. | 101 | 101½ |
| General Cigar Pfd. | 100 | 102¼ |
| Liggett & Myers | 160 | 163 |
| Liggett & Myers "B" | 156 | 160 |
| Liggett & Myers Pfd. | 112¼ | 115 |
| Lorillard, P. | 148 | 150 |
| Lorillard, P. Pfd. | 113 | ... |
| Tobacco Products | 62¾ | 63 |
| Tobacco Products Pfd. | 90 | 95 |
| United Cigar Pfd. | 106 | 109 |
| United Retail Stores | 46 | 46⅜ |

### The Stag Co., Inc.

MEMPHIS, Tenn., March 18.—The Stag Company, cigar business, incorporated capital, $10,000. Incorporators, B. H. Gotthelf, Sam A. Meyer, John A. Meyer.

## American Tobacco Co. Had Record Year in 1921

Report of the American Tobacco Co. for twelve months ended December 31 revealed 1921 as the company's biggest year both in turnover and profits.

Sales, profits and percentages on turnover all made new highs. Balance sheet shows the strongest financial position in the company's history.

Total income was $20,068,774 after provision for federal taxes, compared with $18,615,398 in the previous year.

Surplus after charges was $18,254,664, equivalent after deduction of preferred dividends to $16.84 a share on the $89,586,600 combined common and common B stocks. This compares with surplus of $15,151,155, or $13.38 a share on the $89,542,600 combined common and common B stocks in the previous year.

Income account comparisons:

| | 1921 | 1920 |
|---|---|---|
| Tot sales | $155,963,752 | $143,106,332 |
| *Net earn | 18,117,236 | 14,277,250 |
| Other inc | 1,951,538 | 4,338,148 |
| Total | $20,068,774 | $18,615,398 |
| Int, bond prem, etc. | 1,814,110 | 3,464,243 |
| Balance | $18,254,664 | $15,151,155 |
| Pref divs | 3,161,982 | 3,161,982 |
| Com divs | 10,748,733 | §9,396,796 |
| Surplus | $4,343,949 | $2,592,377 |
| Prev surp | 14,655,900 | 49,346.443 |
| Stock prem | ..... | †1,092,489 |
| Total | $18,999,849 | $53,031,300 |
| Surplus adj | ¶4,250,182 | ‡38,375,400 |
| P & L sur | 14,749,667 | $14,655,900 |

*Net earnings after expenses, charges and federal taxes.

§Includes dividends paid in scrip.

†Additions to surplus from issuing common stock B of par value $10,924,800 to take up and cancel $12,017,280 scrip maturing March 1, 1921.

## Inactive and Unlisted Stocks

Closing Prices Tuesday

Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 70 | 75 |
| American Cigar Pfd | 85 | 90 |
| American Mach. & Fdy. | 220 | .. |
| American Tobacco Scrip. | 124 | 127 |
| Bayuk Bros. Com. | 30 | 35 |
| Bayuk Bros. Pfd. | 85 | 90 |
| British-Amer. Tob. Co. | 14 | 15 |
| Conley Foil | 13 | 15 |
| Eisenlohr & Bros. Com. | 60 | 67 |
| Eisenlohr & Bros. Pfd. | 90 | 94 |
| Geo. W. Helme Com. | 147 | 155 |
| Geo. W. Helme Pfd. | 107 | 110 |
| Hav. Tobacco Com. | 1/1 6 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 11 | 12 |
| International Cigar Mach. | 23 | 33 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd | 90 | 100 |
| McAndrews & Forbes Com. | 101 | 105 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com. | 31 | 35 |
| Philip Morris | 10 | 12 |
| Porto Rican A. T. Co. | 45 | 55 |
| Porto Rican A. T. Scrip. | 60 | 80 |
| R. J. Reynolds "A" | 70 | 80 |
| Schulte Retail Stores | 31 | 35 |
| Tobacco Prod. Export. | 5 | 6½ |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 110 | 140 |
| Universal Leaf Com. | 127 | 134 |
| Universal Leaf Pfd. | 102 | 105 |
| United Profit-Sharing | 1¼ | 2 |
| U. S. Tobacco W. I. | 45 | 47 |
| Weyman-Bruton Com. | 180 | 187 |
| Weyman-Bruton Pfd. | 107 | 110 |


## Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

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**52 William Street, N. Y.**

**Tel. Hanover 7728-37**


‡Surplus capitalized into common stock B distributed pro rata to holders of common stock (including stock B) August 20, 1920.

¶Dividends of $4.75 in the par value of The Mengel Co. common stock distributed August 15 on each share of common stock (including common B stock).

Balance sheet of the American Tobacco Co. as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 |
|---|---|---|
| Plant eq., etc. | $ 9,202,881 | $ 9,201,638 |
| Inventories | 78,386,968 | 81,559,574 |
| Stk & bds | 25,219,297 | 29,123,870 |
| Cash | 10,853,913 | 10,023,983 |
| Bills & accts. received | 11,735,559 | 10,081,522 |
| Prepayments | 548,590 | 568,125 |
| Due from other cos. | 415,605 | 2,398,686 |
| Good will, pat, etc. | 54,099,430 | 54,099,430 |
| Total | $190,462,243 | $197,056,828 |

**Liabilities**

| | | |
|---|---|---|
| Pfd stock | $52,699,700 | $52,699,700 |
| Com stock | 40,242,400 | 40,242,400 |
| Com stk B | 49,344,200 | 49,300,200 |
| Bonds | 1,737,250 | 1,814,300 |
| Gold notes | 13,334,000 | 16,667,000 |
| Pfd divs pay | 790,496 | 790,496 |
| Div ctfs | 8,058,834 | 5,372,556 |
| Scrip | 11,440 | 55,440 |
| Accrd int | 398,800 | 314,590 |
| Accts & bills payable | 1,134,499 | 9,992,953 |
| Due other cos. | 1,199,121 | 211,495 |
| Res for adv tax, etc. | 6,761,836 | 4,939,798 |
| Surplus | 14,749,667 | 14,655,900 |
| Total | $190,462,243 | $197,056,828 |

Net profits of $200,000,000 compare with $13,500,000 in 1917. This result was achieved notwithstanding the fact that "other income" representing chiefly dividends from subsidiaries in 1921 amounted to $1,900,000 compared with $4,338,000 in the preceding year.

Percentage of profit on turnover was 11½ per cent. This is a tribute to the efficiency of the management of the company, for it is not only the highest profit ratio in the company's history, but probably exceeds the margin of any of the other large manufacturers.

Current assets of $101,000,000 are approximately ten times current liabilities. Inventories were reduced $3,200,000 to $78,386,000. Notes and accounts payable December 31 were $1,134,000 compared with $9,992,000 at the close of 1920, and this was accomplished without appreciable change in cash. At the same time, outstanding gold notes were reduced by $3 333.000 to $13.334,000.

## American Net Is Equal to $14.31 on Common

The American Snuff Co. has issued its annual report for the year ended December 31, 1921, showing net income after charges and federal taxes of $1,811,680 equivalent after preferred dividends to $14.31 a share earned on the $11,000,000 common stock as compared with net income of $1,906,759, or $15.18 a share in the previous year.

Income account for the year 1921 compares as follows:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| *Net income | $1,811,680 | $1,906,759 | $1,774,412 | $1,533,892 |
| Preferred dividends | 237,168 | 237,168 | 237,168 | 237,168 |
| Common dividends | 1,320,000 | 1,210,000 | 1,210,000 | 1,210,000 |
| Surplus | $254,512 | $459,591 | $327,244 | $86,724 |
| Reserve working capital | 698,273 | 698,273 | 698,273 | 698,273 |
| Previous surplus | 2,631,306 | 2,171,714 | 1,844,470 | 1,757,745 |
| Profit and loss surplus | $3,584,091 | $3,329,578 | $2,869,987 | $2,542,742 |

*After charges and federal taxes.

Balance sheet of American Snuff Co., as of December 31, 1921, compares as follows:

**Assets**

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| *Plant, etc. | $12,046,405 | $11,994,934 | $11,811,046 | $11,736,800 |
| Merchandise | 5,004,995 | 6,335,792 | 4,150,007 | 4,216,890 |
| Securities | 1,237,374 | 1,329,516 | 1,424,469 | 1,331,271 |
| Cash | 1,491,575 | 745,202 | 1,063,438 | 993,388 |
| Bills and accounts receivable | 1,269,523 | 924,076 | 1,581,555 | 1,527,187 |
| Total | $21,049,872 | $21,329,520 | $20,039,515 | $19,805,536 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Preferred stock | $3,952,800 | $3,952,800 | $3,952,800 | $3,952,800 |
| Common stock | 11,000,000 | 11,000,000 | 11,000,000 | 11,000,000 |
| Dividends payable | 389,292 | 279,292 | 279,292 | 389,292 |
| Insurance reserve | 244,175 | 236,621 | 265,307 | 297,506 |
| Depreciation reserve | 1,229,065 | 1,139,746 | 1,036,550 | 919,466 |
| Accounts payable | 650,449 | 1,391,482 | 635,579 | 703,730 |
| Surplus | 3,584,091 | 3,329,579 | 2,869,987 | 2,542.742 |
| Total | $21,049,872 | $21,329,520 | $20,039,515 | $19,805,536 |

*Includes real estate, machinery, fixtures, patents, good will, etc.


**CIGARETTE PAPERS**

**IN BOBBINS, REAMS AND BOOKLETS**

**ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS**

**MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York**

## Tobacco Companies' Net Made New High in 1921

Net profits of twelve leading manufacturing and retailing tobacco companies established a new high record in 1921. They were $67,328,186 compared with $62,354,734 in the preceding year, an increase of 35 per cent in the last four years. Following gives net after taxes of principal companies for last four years:

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| American Cigar Co. | $1,802,393 | $2,489,869 | $2,175,799 | $2,318,982 |
| American Snuff Co. | 1,811,680 | 1,906,759 | 1,744,412 | 1,533,892 |
| American Tobacco Co. | 18,117,236 | 14,277,250 | 15,922,687 | 17,496,733 |
| General Cigar Co. | 2,113,885 | 3,400,419 | 2,772,932 | 1,659,886 |
| G. W. Helme Co. | 1,538,463 | 1,362,550 | 1,254,967 | 1,074,702 |
| Liggett & Myers | 12,650,739 | 10,572,966 | 8,917,232 | 10,050,221 |
| P. Lorillard Co. | 7,616,545 | 7,796,258 | 6,242,459 | 6,896,595 |
| P. R. American | †2,704,395 | 998,947 | 137,934 | 708,378 |
| R. J. Reynolds Co. | 16,258,322 | 10,691,294 | 11,272,753 | 7,042,763 |
| Tobacco Products | *2,148,431 | *2,023,882 | 1,782,886 | 1,962,700 |
| United Cigar Stores | 4,101,656 | 5,029,005 | 4,436,479 | 4,434,492 |
| Weyman-Bruton | 1,873,231 | 1,805,535 | 1,727,205 | 1,487,984 |
| Total | $67,328,186 | $62,354,734 | $58,387,745 | $56,667,328 |

*Before federal taxes. †Loss.

Earnings of cigarette companies made new highs, but cigar companies reflected the trying conditions of readjustment which were experienced during the year. Snuff companies had a good year. United Cigar Stores Co. of America, the largest retailer, reported the small net after taxes in the last four years.

## Lorillard's Working Capital Twice Funded Debt

The annual financial statement of P. Lorillard Co. was about as expected. Net after taxes was $7,616,545, against $7,796,258 in the preceding year, and a balance equivalent to $18.15 a share on the 303,048 common shares, compared with $18.98, was not at all surprising in view of the conditions that prevailed in the cigar industry during the early part of 1921. While a large manufacturer of Turkish cigarettes, Lorillard also does a substantial cigar business. This accounts for the slight recession in earnings.

Balance sheet as of December 31, last, revealed the company's bonds and preferred stock in a remarkably strong position. Accounts and bills payable of $4,222,183 show a contraction of $9,600,000 from the year before. This was accomplished partly through liquidation of $4,500,000 Liberty Bond holdings.

In the following table, giving working capital position at close of last four years, it would appear it had increased $5,700,000 in 1921. The $4,500,000 of Liberty Bonds sold account for part of this, leaving actual increase $1,200,000. Insofar as the company has in past year lumped these Liberty Bonds with holdings of other securities, they have been excluded from the compilation.

There are $10,084,350 7 per cent bonds maturing in 1944 and $10,617,450 5 per cent bonds due in 1951. Thus net current assets are more than twice the $20,701,800 of bonds outstanding. Deducting these bonds at par, there remains net current working capital of $22,327,000, or slightly less than $200 a share on the $11,307,600 preferred stock.

**Assets**

| | 1921 | 1920 | 1919 | 1918 |
|---|---|---|---|---|
| Inventory | $39,391,354 | $43,453,371 | $35,590,949 | $36,027,563 |
| Cash | 4,653,776 | 3,735,683 | 6,656,550 | 2,866,250 |
| Receivables | 8,221,099 | 9,955,590 | 11,575,130 | 10,272,451 |
| Total | $52,266,229 | $57,144,644 | $53,822,629 | $49,166,264 |

**Liabilities**

| | | | | |
|---|---|---|---|---|
| Accrd. int. | $397,674 | $399,320 | $400,946 | $402,495 |
| Pfd. div. pay. | 197,883 | 197,883 | 197,883 | 197,883 |
| Com. div. pay. | 909,144 | 909,141 | 727,398 | 727,383 |
| Res. tax., etc. | 3,510,380 | 4,431,923 | 4,683,070 | 8,866,290 |
| Payables | 4,222,183 | 13,842,034 | 17,416,690 | 9,747,443 |
| Total | $9,237,264 | $19,780,301 | $23,425,987 | $19,941,494 |
| Net W. C. | 43,028,965 | 37,364,343 | 30,396,642 | 29,224,770 |

## Key West Key Notes

### Working Force Increased

KEY WEST, FLA., March 19.—The management of the Cortez Cigar Co. announces that the force at this factory has been increased gradually for the past two weeks. This is encouraging news, and is indicative of increasing business.

### Thompson Factory Reopened

Thompson & Co.'s factory reopened this week. This factory was closed for two weeks and the resuming of work, coupled with the increased force at the Cortez, show that business is picking up slowly but surely.

### Going Ahead

The E. H. Gato Cigar Co. continues to work under the usual conditions. Other factories which are working steadily are the R. Lopez Trujillo and the S. & F. Fleitas Co.

### To Remain in Tampa for a While

It was expected that A. Santaella & Co. would open here on April 1, according to plans outlined by a representative of this company while in this city several weeks ago, but it has been learned from reliable sources that this company will continue to operate in Tampa for a while at least. Several workers who had anticipated employment with this company upon the opening of the factory here, left this city Saturday night upon learning that the company would not open the factory here on the date announced. These workmen will be taken on at the factory in Tampa.

### Keeping in Touch

Clark Cutler, of the Elson & Cutler Co., of Chicago and New Orleans, is a visitor in this city. Mr. Cutler first visited Key West in 1898 and has kept in touch with conditions in the cigar business in this city ever since. Occasionally he takes a vacation and at once comes to Key West. It has been several years since his last visit here, and he was surprised at the development and growth of Key West since his last visit.

A much needed rest is Mr. Cutler's reason for his visit here this week. His duties as president and manager of the Elson & Cutler Company made a rest imperative.

The firm of Elson & Cutler handle cigars by the millions. While he had no comment to make on the local cigar business, Mr. Cutler stated that Key West is no worse off than any other city that caters to the cigar business. When asked the reasons for the existing conditions in the cigar business Mr. Cutler said: "The cigar makers refused to stick by the managements of the factories when the war prices began to drop, the result was that many factories were obliged to suspend operations and now that they have reopened they are unable to secure their old orders."

Two men seated in the lounge room of a prominent club were discussing their favorite pipes and tobaccos.

"I have a rack full of pipes," said Morgan, "but I must admit that this old WDC Milano has given me more smoke pleasure than the others. It broke in easily, and has grown sweeter with each successive smoke."

"I think I will buy one," said Langden. "Where are they sold?"

"I picked this one up on 5th Avenue," Morgan replied, "but you can purchase them at any of the leading stores throughout the country."

Langden bought his WDC Milano, and a can of his favorite blend that afternoon, at a nearby store where Milanos were displayed.

It pays to display Milanos as the smoker who can afford the best often makes his other purchases of smoking requisites where Milanos are displayed.

WM. DEMUTH & CO.

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# Chicago Leaf Men See Signs of Better Business

## No Reason for Trade Feeling Pessimistic, Says Merchant—Business Keeping Up Fairly—Buying Being Done on Conservative Basis—Price Reductions Not Expected.

CHICAGO, March 20.—It was explained lost week by a member of the Chicago leaf trade that men do not stop smoking cigars like they stop buying shoes, for instances, or printing or furniture or anything else.

"Cigars are selling today as well as they sold before. Men do not stop smoking cigars as they stop buying furniture. If a man has an old chair in his house, it can be repaired at a nominal cost perhaps, and therefore he has it repaired; but he hasn't access to such tactics in buying his cigars. Perhaps if the man is unfortunate enough to be financially embarrassed, he might cut down on his smoking, but he still smokes, or maybe he buys a cheaper brand."

### Keep Plugging

It was the opinion of this leaf merchant that there is no reason for the trade to feel pessimistic regarding the future. Everything indicates better business ahead, and "all that is necessary is to keep plugging," and increase your advertising.

Business among the local leaf houses has been keeping up fairly well during the past week or so. With the exception of a few of the smaller houses reports would indicate a growing betterment. Buying is said to still be done on a conservative basis, for the manufacturers are not anxious to overstock. There is said to still be a feeling among some of the manufacturers that price changes in leaf are in order, and will be evidenced. This feeling holds back a lot of business that ordinarily would be coming in, it is felt.

However, the Chicago leaf merchants do not lack for reductions to any great extent. According to one leaf man there is small chance for any reduction in the near future.

### Better Conditions Indicated

General business conditions are in favor of a heavier cigar trade, the leaf merchants here say. Business is said to be picking up in most all lines of industry, and while this pick-up is slow, it is toward a better situation. The number of unemployed is continually on the decrease and the leaf merchants here look upon these developments as very favorable for their business.

It was said here last week that the dealers are showing more competitive ideas than they have for some time. The leaf merchants feel certain that the activities of the dealers in this direction will help the sales of cigars which in turn will animate the movement of leaf.

### Unique Methods

While the advertising methods which are being employed by members of all branches of the leaf, tobacco, cigar and cigarette trade, may to some indicate that business is slow, to others it indicates that these members of the trade who are doing the advertising feel confident that business is about to grow better. Two retail stores on South Dearborn street, Chicago, are starting a campaign to increase their business. One of these stores is holding daily sales. Each day this dealer dresses his window with a new line, which he places at a reduced price for that day only in order to introduce it to trade passing on the street. The other store has announced that it is about to bring out something novel in cigarette dealer advertising.

### "Cigarette Circus"

The second dealer, in the Manhattan building, called in a sign writer last week for suggestions for a window trim. "I'd like something which will sell cigarettes," he said, "Camels, Clowns, Lucky Strike and all of them."

"It sounds like a cigarette circus," the sign writer said. And then the idea for the window display took form, just on that chance witty remark.

When the dealer and his show card writer parted they had formed a definite plan for a window trim which is promised as something real unique. It will be a "Cigarette Circus." There will be tents for all the various brands in the window, with elaborately colored display signs and a sawdust ring.

The fact that the dealer trade is going to this extent in boosting trade makes the wholesale constituency feel that prosperity is ahead.

### Trade Notes

The Sedorah Cigar Co. has recently incorporated for $2,000 and opened a place of business at 5063 Broadway, Chicago, where they will manufacture and deal in tobacco and smokers' articles. The incorporators are: Max Miserow, L. Miserow and Louis J. Koppel.

To manufacture and deal in tobacco products, the Lavina Smoke Shop, Inc., has been organized and located at 58 East Roosevelt road, Chicago, with a capital stock of $2,500.

C. P. and E. A. Strauss, cigar and tobacco dealers of Peoria, Ill., were recently in Chicago calling on their friends in the wholesale trade and buying supplies.

L. Nathanson, wholesale tobacco dealer of Minneapolis, Minn., spent a few days visiting in Chicago on a buying trip last week. Mr. Nathanson said that business in the Twin Cities was little different from that found here.

# St. Louis News Notes

ST. LOUIS, Mo., March 18.—A satisfactory volume of business in cigars and tobacco is reported by the leading jobbers and retailers here. An improvement over the corresponding week last year is noticeable.

### Will Filed

The will of Mrs. Emma Rice, who died March 2, was filed this week. She was the widow of Frank R. Rice, head of the F. R. Rice Mercantile Cigar Co. She left $5,000 of stock of the R. J. Reynolds Tobacco Co., in trust for the benefit of her son, Justin Rice, and $5,000 of the same stock to each of her grandchildren. $5,000 to the endowment fund of St. Peters Episcopal Church and $1,000 each to the St. Clair (Mich.) hospital and the visiting Nurse Association of St. Louis. All Mrs. Rice's stock in the F. R. Rice Cigar Co., or its successor, was left to her son-in-law, S. B. Sheldon. The residue of the estate goes to his wife, Mrs. Kathleen R. Sheldon. The son-in-law and the Mississippi Valley Trust Co., are named as executors.

F. A. Barthels is now covering South St. Louis for the Parker-Gordon Cigar Co. He was formerly with the Stickney-Hoelscher Cigar Co., in a similar capacity.

### St. Louis Likes 'Em.

Ed. V. Marlin, representing V. Guerra, Diaz & Co., in the Western territory and also part of the East, has gone to Kansas City and will visit other cities before his return to his headquarters in St. Louis. During his stay in St. Louis he stated he did a nice business, with the La Mega cigar, made by his firm and it is now one of the best liked and most popular cigars in St. Louis.

### Among Those "Present"

Representatives here recently of leading cigar concerns, have been C. W. McCormick; J. Kahn of Kahn Bros., jobbers of Little Rock, Ark.; F. H. Miles, a Kansas City broker; Ludwig Lasker of Perfecto, Garcia & Bros.; Melvin Haas, of Haas Bros.; Joe Diaz of Bustillo Bros. & Diaz; Louis Kutz of the Cincinnati Cigar Co.; Jos. Banker of M. Sachs & Co.; E. Kleiner of E. Kleiner & Co., and Maurice Robinson of Benito Rovira Co.

The Stickney-Hoelscher Cigar Co., distributors of the La Palina cigar, are being much benefited by a newspaper advertising campaign now on in the interest of that brand.

### Notable Displays

Many handsome displays are being seen in the windows of the leading cigar dealers here. Green settings predominate in most of the displays, in honor of St. Patrick. Stickney-Hoelscher Cigar Co., shows the La Palina brand; Garcia & Vegas are shown by Dangler & Hatz; La Devisa by Louis Friedman; Consolation by the Chas. P. Stanley Cigar Co.; Dunhill pipes have a big place in the window of Moss & Lowenhaupt; Chancellor, and Niles & Moser Handmade, by the Wm. A. Stickney Cigar Co.; Mid-West hand made by H. & H.; and La Venga by Rauh-Milius Cigar Co.

# Watson's British Quotations and Market Review

LIVERPOOL, Eng., March 4.—The subjoined quotations and brief review are culled from the regular monthy tobacco report issued by Frank Watson & Co., Limited.

### Quotations

WESTERN LEAF

| | |
|---|---|
| Dry Filler | 9d. to 14d. |
| Medium to Good | 15d. to 20d. |
| Good to Fine | 21d. to 24d. |
| Burley | — to — |

VIRGINIA LEAF

| | |
|---|---|
| Dark.— | |
| Dry Filler | — to — |
| Wrapper | — to — |
| Bright.— | |
| Semi | 15d. to 24d. |
| Medium | 23d. to 36d. |
| Good | 37d. to 39d. |
| Fine | 40d. to 42d. |
| Fancy | 43d. to 48d. |

WESTERN STRIPS

| | |
|---|---|
| Common to Good Filler | 11d. to 15d. |
| Short Medium | 16d. to 21d. |
| Medium | 22d. to 26d. |
| Good to Fine | 27d. to 28d. |
| Burley | — to — |

VIRGINIA STRIPS

| | |
|---|---|
| Dark.— | |
| Common to Good Filler | — to — |
| Medium to Good and Fine | — to — |
| Bright.— | |
| Semi to Good Semi | 18d. to 30d. |
| Medium | 31d. to 42d. |
| Good to Fine | 43d. to 52d. |

### Remarks

A fair business was transacted during the month of February, at firm prices.

In Bright Tobaccos, the demand continues for Tobaccos of well defined character and high color, but stocks here and in U. S. A. are at a minimum.

In the Western Districts, with active markets prices continue to advance and with only a small percentage of the crop still in farmers' hands, it is expected the high average of the season is likely to be maintained.

Notwithstanding the very satisfactory prices obtained by the farmers in U. S. A. for the last crop, sentiment in favor of pooling the next year's crop is rapidly strengthening, and with the success now assured of the similar pool already formed in the Burley District, it is now almost certain the other districts will organize themselves in a similar way. The situation, therefore, demands careful watching on the part of all interested from now on.

Herminio Madera
**ALONSO RIERA & CO.**
PACKERS OF
Porto Rico Leaf Tobacco
Importers and Exporters
*The Tobacco Palace*
SAN JUAN, PORTO RICO

# Indiana Trade News

### Cutting Cigarette Prices

INDIANAPOLIS, March 18.—The wholesale and retail trade recently has been featured by a mad desire to cut prices. Everybody now is blaming everybody else and no one seems to know just how it all started. Suffice it to say that prices have been slashed in cigarettes until it looks like before the war days. Many of the cut rate houses are selling Camels at 14 cents and the regular price seems to be 18 cents. Most of the retailers are paying around 14 cents for these goods and can't sell them at 15 cents and make a profit. They despise the odd pennies and the general downward tendency in all lines.

Business with the cigar manufacturers is good. There is no cause for worry and the price-war has not spread to them as yet. There seems to be a determination on the part of the manufacturers to hold the standard brands at former prices and if there is a real demand for cheaper goods, to put a new brand on the market. This has been done in several instances. Credit conditions are improving and trade in all lines appears to be good.

### Theodore Brunow

Theodore Brunow, age thirty-three, a member of a cigar manufacturing company at Seymour, Ind., died recently of pneumonia. He leaves a widow, two children and several brothers and sisters.

### Octogenarian Passes Away

John A. McGaw, age eighty-five, who had lived in Indianapolis sixty-two years, died recently at his home, 5325 College avenue, following an illness of three years. Mr. McGaw conducted a cigar store in the old Bates house thirty-eight years. He retired from business when the building was razed to make way for the Claypool hotel.

Mr. McGaw was born in Paisley, Scotland, August 12, 1836. He left Scotland in 1861 and went to Toronto, Canada, where he stayed a year. He lived at Niagara Falls a year before coming to Indianapolis.

Mr. McGaw was a collector of unusual relics. When he bought the cigar stand in the Bates hotel a hand-carved wooden eagle, about three feet high, stood on the counter. When the body of Abraham Lincoln was brought to this city, the eagle was mounted on Lincoln's funeral car, and it was suspended from the dome of the Statehouse while the body of Lincoln lay in state there. Another one of the antiques is a headgear worn by the guards of Napoleon Bonaparte, when he was exiled at St. Helena.

Dr. Richard Jordan Gatling, inventor of the Gatling gun, was a close friend of Mr. McGaw and he witnessed the first trial of the gun. He was also a close friend of Governor Morton and of Charles Dennis, for many years a writer on the Indianapolis *News*. He was the first president of the Indianapolis Caledonian Club, past great sachem of the Great Council of Indiana Red Men and was the organizer of Minnewa Tribe No. 38, Red Men, and a past chancellor and charter member of Capital City Lodge No. 97, Knights of Pythias.

He is survived by his widow, and a sister, Mrs Christina Anderson, of Seattle, Wash.

### Tobacco Markets

The Southern Indiana tobacco market lost none of its strength and activity during the past week. Neither was there any appreciable gain in values. The conditions held very firm at all times and on all grades, and the tendency was upward. This condition has held now for some time, and in their weekly market letters, some of the loose floor dealers are expressing the opinion that the real basis of the market has been reached and that now is the time for growers to market their crops. They do not anticipate any declines in the near future, but at the same time they do not hold out any guarantee, and advise taking advantage of the present active and satisfactory conditions.

## York County Cigar Manufacturers Meet

RED LION, PA., March 18.—At the regular monthly meeting of the York County Cigar Manufacturers' Association, President B. M. Hannigan was in the chair.

The meeting was well attended and many interesting topics were discussed. The secretary read an invitation to have at least two delegates attend and represent this association at the annual national convention of the T. M. A. to be held May 24, at the New Willard Hotel, Washington, D. C. Hon. T. E. Brooks, of T. E. Brooks & Co., and ex-President I. H. Jojahn, of A. F. Fix & Co., were elected to attend this convention in behalf of the York County Cigar Manufacturers' Association. It was also understood that President B. M. Hannigan of the East Prospect Cigar Co., would accompany the two delegates.

### Business Has Brighter Outlook

Quite a number of the members have just returned from trips over various sections of the country, and they state that business has a brighter look, and in view of the orders they brought back with them it seems to be a certainty.

W. C. Frutiger, of W. C. Frutiger & Co., says that the New England States speak well of the Bank Note cigar, on which he has a large force working full time to meet the demand.

Old Abe cigars, manufactured by T. E. Brooks & Co., are also going strong through the New England and central States.

The Air Dale, "a dog-gone" good cigar, manufactured by the East Prospect Cigar Co., is meeting with favor throughout the country, and is said to be duplicating right along.

Stuart Shindler, of C. N. Foreman & Co., reports that their business on Portage and Villa Vistas is almost beyond expectation. This concern has several factories working to full capacity on these brands.

One drawback is that of credit. The members report that credits and money are slow, and we are all hoping that this defect will right itself shortly. In view of this, however, the manufacturers as a whole seem to have plenty of business, and are buying considerable amounts of high priced tobaccos. One reason for this vast amount of business throughout this section can be credited to the association, as they suggested and boasted that only the best tobaccos be used in the manufacture of the cigars made by the members of this association. This was followed out and the results speak for themselves.

In order to meet the demand of the "Q. & San" this concern was incorporated for $150,000.

W. H. Snyder & Sons report that orders for Pollyanna and Country Club are being received daily. These two brands are the pride of Snyder & Sons, and their efforts are geing repaid without question, as large shipments leave their factory daily.

Other members report that their brands are having a wonderful reception during these strenuous times. This county has not realized any hard times, and we credit it to the workmanship and quality of our products.

It has been the aim of this association to boost for only the best, and the efforts put forth in this direction have not been wasted.

### Members in Attendance

Those present at this meeting were:

B. M. Hannigan, of the East Prospect Cigar Co.; Chas. C. Meads, of the Meads Tobacco Co.; Laury Sevis, of M. S. Sevis & Son; W. H. Snyder, of W. H. Snyder & Sons; Arthur McGuigan, of P. McGuigan & Sons; H. W. McGuigan, of McGuigan Cigar Co.; Arthur H. Thompson, of T. E. Brooks & Co.; Latimer Sechrist, of Superior Cigar Co.; Roy Snyder, of W. H. Snyder & Sons; Charles F. Roseman, of W. M. Gemmill & Co.; Perry Tschopp, of Central Cigar Co.; W. M. Gemmill, of W. M. Gemmill & Co.; Harry C. Neff, of the West End Cigar Co.; C. D. Myers, of C. D. Myers & Co.; Arthur S. Ziegler, of A. S. Ziegler & Co.; M. Herbert Smith; Stuart Shindler, of C. N. Foreman & Co.; Harry Wolf, of Wolf Bros. & Co.; H. A. Waughtel, of Strayer & Waughtel; H. Morgan Dietz, of the Buffalo Cigar Co.; Sterling Knisley, of A. S. Frey & Co.; Stewart F. La Motte, of the Super 5 Cigar Co.; A. C. Frey, of A. C. Frey & Son; W. H. Myers, of W. H. Myers & Co.; Daniel Spangler, T. E. Brooks, of T. E. Brooks & Co.; J. Frank Strayer, of Strayer & Waughtel; W. C. Frutiger, of W. C. Frutiger & Co.; J. C. Winter, of J. C. Winter & Co.; James W. Kelly, of the P. & H. Cigar Co.; Mr. Strickler, of the East Prospect Cigar Co.; Sam Herrman, of the Inter State Tobacco Co.; Raymond Stone, of the West End Cigar Co.; P. C. Neff, of the Havana Cigar Co.; L. E. Sentz; Jacob Streavig; D. A. Horn, of the Tampa Cigar Co.; Chas. H. Horn, of D. A. Horn & Co.; C. N. Dellinger, of C. N. Dellinger & Co.; Curvin Jacobs, of Jacobs, Holtzinger & Co.; C. H. Norris; Geo. McGuigan, of McGuigan Cigar Co.; David Wolf, of Wolf Bros. & Co.

The refreshment committee appointed by the president to serve during this term actually understand their business.

Meeting was abjourned to meet on the next regular meeting night, Monday, April 19.—CHAS. C. MEADE, Secretary.

## Moved Into New Quarters

OCALA, Fla., March 18.—The business of the Lloyd Tobacco Co. has grown until the concern has had to move into the new Costello building on West Broadway. This gives it two large floors with a cellar. The main floor on which the office is located contains 2,530 square feet. The cellar is 23 feet by 45 feet. The entire building is of up-to-date construction and suited for handling and storing tobacco. W. W. Lloyd is president and manager. He and his efficient office force are rapidly getting settled in their new office.

### Partnership Dissolved

PASO ROBLES, Cal.—Machado & Ruth, cigar dealers, etc., have dissolved partnership, Chas. Machado continuing.

ENGLISH OVALS
CIGARETTES
*Blended in the Good Old English Way*

Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

*Made by the makers of*

Philip Morris
BOND STREET CIGARETTES
In the Little Brown Box

*"The Ultimate in Cigarette Luxury"*


## Burley Sales at Lexington

LEXINGTON, Ky., March 20.—Sales of burley tobacco the past week over the Lexington independent loose-leaf floors totalled 34,325 pounds, for which an average of $15.69 a hundred pounds was paid. Sales here for the season, since the opening of the independent floors, December 15, totalled 10,536,625 pounds, for which the growers have been paid $2,256,506.98, an average of $21.41 a hundred pounds.

The season's best average of $22.10 a hundred was paid at the People's house for 4,136,695 pounds, which brought $914,417.22.

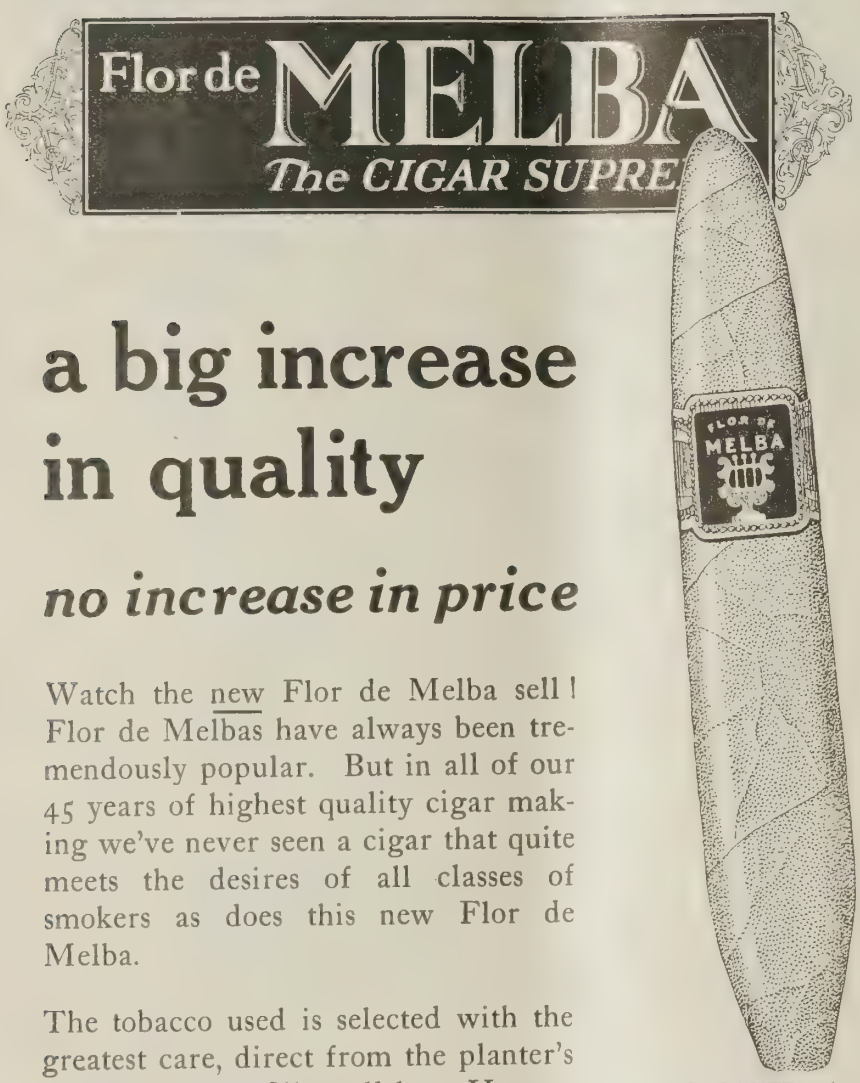
## German Export Regulations

The German government has published the new regulations governing tobacco exports now in force. Exports of tobacco and tobacco products are subject to a license, to be applied for in each single case. In addition there is an export tax ad valorem, which amounts to 6 per cent on cigars, 4 per cent on pipe tobacco, 5 per cent on snuff and plug, 10 per cent on domestic raw tobacco. There is no export tax on foreign raw tobacco. A minimum price is prescribed for all tobacco products to be exported. All bills are to be paid in foreign money. In exceptional cases the government may permit a 50:50 arrangement, one-half to be paid in foreign money and the other half in German marks. Exporters must turn over the foreign money received to the National Bank, retaining only enough to pay for their imports of foreign tobaccos.

### Lavinia Smoke Shop, Inc.

CHICAGO, March 18.—Lavinia Smoke Shop, Inc., 58 E. Roosevelt Rd., Chicago. Capital, $2,500. Manufacture and deal in tobacco products. Incorporators: Patrick Henry Sheehan, Anna Sheehan, Arthur H. Wright and Mabel L. Wright. Correspondent: Charles C. Roe, 650 S. Clark street.

# The New




## a big increase in quality

### *no increase in price*

Watch the new Flor de Melba sell! Flor de Melbas have always been tremendously popular. But in all of our 45 years of highest quality cigar making we've never seen a cigar that quite meets the desires of all classes of smokers as does this new Flor de Melba.

The tobacco used is selected with the greatest care, direct from the planter's choicest crops—filler, all long Havana—blended and mellowed by a wrapper of the finest leaf that money and 45 years' experience can buy, hand-made by cigar makers who must maintain an average of 98% perfection.

Bigger and better than ever—with the taste and aroma found only in imported cigars—no wonder everyone who has tried the new Flor de Melba calls it

### The Super-Supreme Cigar

Display boxes of the new Flor de Melba prominently in your windows, show cases and on your counters. You will sell more of them than ever before.

**ELEGANTE size 10c., 5 inches long, equal to best "before the war" 2 for 25c. cigars.**

## I. Lewis Cigar Mfg. Co.

**Newark, N. J.**

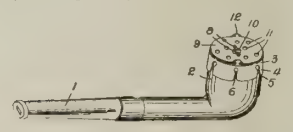
***Largest Independent Cigar Factory in the World***

***AS A SAMPLE.*** Put boxes of Flor de Melba Minnow sizes at your customers' elbows. At 5c each they will attract buyers and show them the good things they may expect in the larger shapes and sizes.


## Patents Recently Granted

By U. S. Patent Office

No. 1,408,529. Pipe Cover. Theodore Malo, Jr., Montreal, Quebec, Canada. Filed Aug. 21, 1920. Serial No. 404,981. 1 Claim.

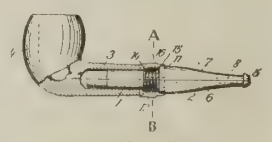


1,408,529

A smoker's pipe cover comprising a cap having a downwardly projecting flange adapted to engage the external surface of a pipe bowl, said flanges having slots and holes at the ends of the slots whereby the flange comprises a plurality of resilient fingers, the top of the cap being provided with a plurality of perforations; a disk having perforations adapted to register with the perforations in the top; fingers struck-up from the cap on which said disk is rotatably mounted in close proximity to the top; and ears on said disk extending upwardly therefrom and forming finger pieces by means of which the disk is rotated to regulate the passage of the air and smoke through the perforations in said top.

* * *

No. 1,408,847. Pipe, Cigar Holder, and the Like. Anthonius M. Van Doorn, Utrecht, Netherlands, assignor to Utrechtsche Patent Pijpen Industrie, Utrecht, Netherlands, a Corporation of the Netherlands. Filed Mar. 5, 1921, Serial No. 450,053. 3 Claims.

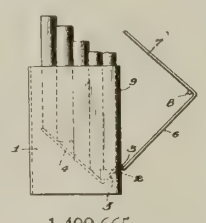


1,408,847

A pipe, cigar holder, or the like, comprising a stem, a tube split longitudinally of its axis into sections and fitting with one end within said stem and formed at the end projecting from the stem into a mouth piece and formed at a part adjacent to the end of the stem and substantially at its middle with tapered and screw-threaded ring for clamping said sections together.

* * *

No. 1,409,665. Cigarette Case. David H. Butler, Edgewood R. I., assignor to Inlaid Company, Providence, R. I. Filed Jan. 17, 1921. Serial No. 437,668. 5 Claims.

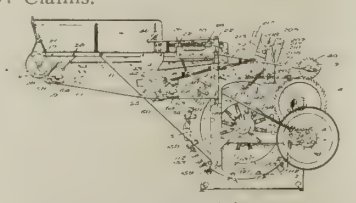


1,409,665

In a cigarette case, a body closed on both sides and ends and open at its top and bottom and having a slot in one end adjacent the bottom, and a combined ejector, closure forming and bottom forming member of substantially U-formation, having an off-set extending through the slot, being disposed outside of the body, one of the ends of said member forming the bottom and the other end the top for said body.

* * *

No. 1,409,375. Cigar-Banding Machine. Isaac A. Hardy, Evansville, Ind. Filed May 22, 1919. Serial No. 298,845. 34 Claims.

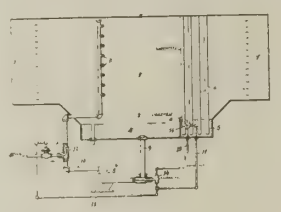


1,409,375

In a cigar banding machine, the combination with a cigar carrier adapted for a step by step movement, of a plurality of duplicate interchangeable units detachably carried by said carrier, each unit having a cigar holder, a reciprocable suction plunger adapted to engage a cigar band and position it in the cigar holder, a movable combined band folder and banded cigar holder adapted to first complete the banding of the cigar and then to retain the banded cigar in the holder, and folding means for folding the first end of the band, said folding means, in conjunction with the combined folder and banded cigar retainer, constituting means for completely banding the cigar.

* * *

No. 1,409,221. Humidity Control. Adolph W. Lissauer, North Tarrytown, N. Y., assignor to W. L. Fleisher & Co., Inc., New York, N. Y., a Corporation of New York. Filed Nov. 27, 1920. Serial No. 426,881. 2 Claims.



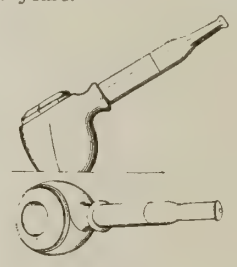
1,409,221

A humidifier comprising in combination a chamber having an air inlet and an air outlet, the said chamber having a two part sump, nozzles in said chamber and above one part of the sump, eliminators in said chamber extending into the outer part of the sump, a pump adapted to draw water from the part of the sump below the nozzles and supply water to the nozzles, means for supplying heat to the water supplied by the pumps to the nozzles, a diaphragm valve controlling the supply of heat, a thermostat for controlling the diaphragm valve, affected by the water drawn by the pump from the sump, and a second thermostat located in the part of the sump below the eliminators, said second mentioned thermostat being adapted to vary the effect of the first mentioned thermostat upon the diaphragm valve.

## Designs Filed

In U. S. Patent Office.

No. 60,505. Smoker's Pipe. Ira S. Barnett, Louisville, Ky. Filed May 31, 921. Serial No. 473,916. Term of patent 14 years.

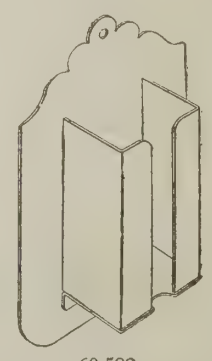


60,505

The ornamental design for a smoker's pipe substantially as shown.

* * *

No. 60,592. Match Safe. Bernard Valenzuela, Oakland, Calif. Filed June 1, 1921. Serial No. 474,269. Term of patent 3½ years.



60,592

The ornamental design for a match safe, as shown.

# Quality of Package Bespeaks Quality of Contents

JUST as a plush case is the appropriate package for a necklace of Oriental Pearls, so is the wooden cigar box the approved packing for cigars

Smokers have always associated good cigars with the wooden box. Furthermore, they prefer to make their selection from a package which shows the entire shape and full color of the cigar.

Dealers prefer the wooden cigar box because their display cases have been designed specifically for the wooden box and no other form of container lends itself so well to attractive presentation.

*Advertisement*

# CONSOLIDATED CIGAR CORPORATION

*Head Office.* 81*st Street and East River* *New York*

Deservedly Popular Brands.

| | |
|---|---|
| G. J. JOHNSON CIGAR CO'S | DUTCH MASTERS |
| E. M. SCHWARZ & CO'S | MOZART |
| T. J. DUNN & CO'S | NEW BACHELOR |
| 44 CIGAR CO'S | ADLON |
| 44 CIGAR CO'S | 44 |
| JOSE LOVERA CO'S | LOVERA |
| S. I. DAVIS & CO'S | El Sidelo |
| S. I. DAVIS & CO'S | HARVESTER |
| LILIES CIGAR CO'S | La Azora |

Phone Canal 8242

*Jobbers! Attention!*

## ITALIAN CIGARS

We offer you a splendid opportunity to handle the high grade

WELL SEASONED

**CAVOUR**

**The REAL ITALIAN CIGAR**

Get in touch with us

**Cavour Cigar Co., Inc.**

**428 Washington St., New York City**



## THE STANDARDS OF AMERICA

**Lorillard's Snuff, : Est. 1760**
**Rail Road Mills Snuff, Est. 1825**
**Gail & Ax's Snuff, : Est. 1851**

ALL OF THE OLD ORIGINAL

**Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs**

MANUFACTURED BY

**GEORGE W. HELME COMPANY**

111 FIFTH AVENUE NEW YORK


Read Tobacco and Keep Up to Date

# Wisconsin Leaf Tobacco News

EDGERTON, Wis., March 19.—The Vernon County Tobacco Growers' Association was organized March 1. One of its first moves was to arrange for rent of warehouses in which 1921 unsold leaf, held by the growers, could be assorted and packed. The assorting is already under way, and it looks as if quite a lot of tobacco will be handled in this co-operative way. The plan is a novel one, and may prove successful. The organization acts only as organizer. Every grower becomes a member by the payment of $1. The association is a non-stock, non-capital corporation. The growers arrange through the association to have a certain amount of money advanced through local banks to be used for the handling of the packing until it is in the cases. It is thought that the tobacco can be put up for about 3½ cts. per pound. Each owner has his crop put up separately, and upon the payment of the cost for assorting, packing, insurance, storage and sampling, the grower may withdraw his packing at any time and dispose of it as he sees fit. The association will furnish him an estimate of the comparative value of his packing, and may sell it for him if he so desires, but the organization does not primarily act as marketing association, but rather as an organization to fit the goods for the market.

### Speeding Up

While this has come about in Vernon County, considerable speeding up has been done by outside firms in the lifting of northern leaf, with a tendency of a stiffening in the price of crops of nondescript quality and soundness. The sound lots of tobacco in first hands are daily becoming more scarce, and the price for this sort is hanging around, or above, the 20 cents level.

### In the Southern Tier

In the southern section much tobacco is bought for 7 cents straight. Leafy crops with the short end taken out sell from 8 to 10 cents. Firms who are scouring the field for good binders are disappointed in the amount of sound leaf. It is large, but much broken, and the late leaf is rainwashed and lacking in life, they say.

The 1920, in the bundle, goes smoothly at 8 cents, and lots packed by the growers and held on the farms can be bought today cheaper than at any time, though the holders hang on desperately against too big a sacrifice.

### Starting Assorting 1921

The Edgerton Farmers' Warehouse has started up assorting of 1921 tobacco which the growers refuse to sell at the prices offered.

### Opposing Increased Tariff Measure

Petitions are circulated among packers and growers for signatures protesting to the finance committee of the Senate against having the proposed duty on imported wrappers and fillers increased under the permanent tariff act. The *Wisconsin Tobacco Reporter* advises the Wisconsin tobacco men to sign this protest and to file it with Senator Robert M. La Follette, member of the Senate committee. The Wisconsin tobacco men are not willing to have their leaf pounded down in price in order to give the eastern growers of wrapper leaf an undue advantage in the cost of leaf going into cigars.

Judging by the seed orders coming from growing centers to local seedmen, there is no need to fear that Wisconsin will not be in the market with a pretty lot in 1922.—STOKMAN.

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

**Cigars from Cuba**

*S. S. Orizaba* —March 14

| | Cases |
|---|---|
| Grosvenor Nichols & Co. | 9 |
| Acker, Merrall & Condit Co. | 18 |
| Cliff Weil Cigar Co. | 1 |
| Schwarz & Son | 3 |
| United Cigar Stores Co. | 13 |
| Harvey Hotel & Restaurant Co. | 1 |
| General Cigar Co. | 3 |
| G. W. Faber, Inc. | 25 |
| T. H. Hart & Co. | 3 |
| B. Wasserman Co. | 10 |
| Benson & Hedges | 5 |
| W. J. Moodey | 2 |
| Park & Tilford | 30 |
| J. F. Snyder | 4 |
| G. S. Nicholas & Son. | 6 |
| E. A. Calves | 2 |
| S. Hyman | 1 |
| W. Bertrand & Co. | 1 |

*S. S. Siboney* —March 21

| | Cases |
|---|---|
| British American Tob. Co. | 3 |
| G. W. Sheldon & Co. (Chicago) | 2 |
| Duncan & Moorhead (Phila.) | 5 |
| B. Wasserman & Co. | 6 |
| United Cigar Stores Co. | 13 |
| G. W. Faber, Inc. | 24 |
| Benson & Hedges | 1 |
| Acker, Merrall & Condit Co. | 9 |
| G. S. Nicholas & Son, Ltd. | 11 |
| Park & Tilford | 41 |
| N. Y. & Cuba Mail S. S. Co. | 100 |
| Grosvenor Nicholas & Co. | 1 |

**Tobacco from Cuba**

*S. S. Orizaba* —March 14

| | Bales |
|---|---|
| J. Bernheim & Son | 800 |
| Sartorius & Co. | 296 |
| S. Rossin & Sons | 19 |
| E. Rosenwald & Bro. | 25 |
| A. Siegel & Sons. | 37 |
| S. Ruppin, Inc. | 25 |
| Yocum Bros. | 36 |
| Keiser & Boasberg | 82 |
| B. D. Grave & Son. | 70 |
| Havana-American Co. | 25 |
| W. Boucher & Co. | 10 |
| J. L. Andre | 5 |

| | Barrels |
|---|---|
| Barron Bros. | 13 |
| Fernandez, La Rosa & Co. | 25 |
| Schloss Bros. | 40 |
| G. H. P. Cigar Co. | 137 |
| Freund & Co. | 37 |
| E. Rosenwald & Bro. | 20 |
| Max Schwarz | 70 |
| E. A. Calves | 50 |
| Lichtenstein Bros. | 20 |
| Selgas & Co. | 57 |
| Hinsdale Smith & Co. | 241 |
| E. Spingarn & Co. | 17 |
| S. Ruppin, Inc. | 205 |

| | Packs |
|---|---|
| J. Bernheim & Son. | 142 |
| Consolidated Cigar Corp. | 181 |
| Bayuk Bros. | 19 |
| Max Schwarz | 5 |
| G. H. P. Cigar Co. | 231 |
| Webster Cigar Co. | 38 |
| Breslin & Campbell | 105 |
| Barron Bros. | 5 |
| J. L. Andre | 7 |
| Leimdorfer & Dale | 10 |

*S. S. Siboney* —March 21

| | Bales |
|---|---|
| American Cigar Co. | 100 |

(*Continued on page* 31)


# CIGAR CANS

**No order too large for our capacity and none too small for our attention.**

CORRESPONDENCE SOLICITED

**W. J. JAEGER**

**390 Hudson St.** Telephone Spring 1287 **New York City**

# Philadelphia Business Showing Steady Increase

## Improvement Bears Evidences of Stability—Manufacturers Increasing Production and Enjoy Larger Orders—New Dealers' Association Organizers Hopeful.

PHILADELPHIA, March 20.—The slow, but steady march of improvement in sales of tobacco, enjoyed by both retailers and manufacturers, since the early days of the month, kept up during the week. There is a very decided confidence that the betterment has in it no elements of a transient character. Permanency can be relied upon to continue until there is realized the very much better conditions of affairs which for so long has been prophesied. Certainly the entire trade is almost daily in better humor than it was twenty-four hours before. While this gain has by no means reached the proportion of a boom, its effects unquestionably are felt by all. An element of importance which enters into the better retail business has been the disappearance of the big volume of sacrifice stocks which were dumped on the market. There are still large offerings of these alleged bargains, but their volume is by no means as great as it was, and the places of distribution are becoming fewer. The manufacturers steadily are increasing their production and are enjoying larger orders, especially from the west and the south, although the gain in nearby demand has not been inconsequential. Their road representatives make frequent reports of the desire voiced by the retailers that the old fashioned 5 and 10 cent line should be restored and, as previously noted in these columns, the manufacturing end of the business is devoting its best thoughts to making the production of a really satisfactory five and ten cent smoke possible. It must not be overlooked that in recent months there have come on the market quite a number of the lower priced goods, and the success of these has been remarkable. Even this week, Bayuk Bros. are placarding the city with announcements of the comparatively new five cent cigar, the Charles Thomson. In the near future, additional announcements involving the return to the old standard, are anticipated.

### Tobacco Industry at Head of List

The improved conditions in the manufacturing end of the industry are shown by a survey which has just been completed by the Chamber of Commerce, and which deals with the problem of unemployment. Its officials got into direct touch with something like 70 industrial establishments, securing from their executives information on the number of employes now and six months ago and, of the score or more of Philadelphia industries which were canvassed, the tobacco products stood at the head of the list showing a gain of considerably more than 50 per cent in the number of employes. Some of the industries showed only a 2 per cent gain.

### Cigarette Price Changes

Chief interests in trade annals during the week attached to the curious price changes in cigarettes in two important places. For months, the Philadelphia trade has been deeply concerned and, to an extent, business has been demoralized by the fantastic and overnight variations in cigarette prices. Sales to the consumer at actual cost, or even less, no longer startle. In these columns, it was reported recently how Samuel Welsh of the Scarlett Store, 7th and Chestnut streets, for reasons best known to himself, was selling the 20 cent brands at $1.28 a carton, or at $1.25 for an equal amount if bought a few packs at a time. But during the week, officials of a number of the companies whose products were being offered at these low prices, came to Philadelphia, interviewed Mr. Welsh and with a result that, in his own words, he voluntarily increased prices. Sweet Caporals, for instance, advancing to $1.48, but other brands not so much. Today all the United Stores are placarded with announcements that their carton prices on cigarettes have been reduced to $1.39. The single package price, however, remained unchanged at 15 cents. No reason for this change, which has excited the curiosity of the trade to a very marked extent, was announced. Further developments, however, are anticipated in a short time.

### Have Faith in Undertaking

There is reason to believe from the favor with which the new policy of the Cigar and Tobacco Dealers' Association has been received that the dinner meetings in the future will be well attended; but whether attendance is large or small will not deter the officials of the association from continuing their determined efforts to organize here a representative body in the trade, if that be possible, or at least to persist in the attempt as long as there are even as few as a dozen representative dealers willing to meet together for the discussion of trade problems. During the week President C. D. Schoch informally got into touch with a number of jobbers, a few manufacturers and a much larger number of salesmen, and he found on their part a desire to take advantage of the opportunity thrown open at the last meeting of the association to become members of that body. While the admission of as large a number as is possible will be welcomed by the association, its officials have determined to proceed on the course now mapped out, irrespective of numbers. They point out that in past years, two or three attempts were made to organize the trade, that all of them started off with much noise, and with a rather large number of members and then in the course of a few months dwindled into nothingness. Now the reverse of the former plans is to be followed; the purpose will be to band together the real representative dealers of the trade, to start with perhaps a limited number, to get to work, to build on firm foundations, and steadily to grow.

(*Continued on page* 33)

to the fact that unless you pack your cigars in quality cigar boxes, you detract from the quality of the cigar. For appearance sake order your cigar boxes from us.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

FLOR DE
MANUEL
CIGAR
"THE BLEND THAT MAKES HAVANA MILD"
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everywhere

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PHILADELPHIA ESTABLISHED 1850

THE TOPIC OF THE DAY

Mild Havana Cigar
Corona size 15c straight
Other sizes
10c straight, 2 for 25c

The ready sales and continuous call for this mild and pleasing smoke proves that it suits the taste of the most particular smoker.

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*Manufacturers*
Philadelphia Penna.
*Makers of Famous "Bold" Cigar.*

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Cobb-Gwynn Tobacco Company, Inc.

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*Dealers in All Grades Bright Leaf, Strips, Stems and Scraps*

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We operate in North Carolina, South Carolina, Virginia and Georgia

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Packing guaranteed. Samples submitted on application.

H. G. Whitehead W. P. Anderson S. H. Anderson

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If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

Cable Address: "Dorothy" Codes: A. B. C. 5th Ed., Arnolds No. 5, Western Union

## Danville Season at End

DANVILLE, Va., March 21.—The Danville 1921-22 tobacco season came to an official close on Friday, small sales of inferior tobacco marking the finale of the sales season. The official figures for the Danville market shows that since September, when the market opened, 33,979,645 pounds of leaf were marketed at a general average price of $19.57, the crop bringing altogether $6,650,039.69. These figures show a vast decrease over the previous year, when Danville sold 55½ million pounds of leaf at an average of $26.19, or for $14,549,937.71. The the drop in average being $6.62 per hundred pounds, and the decrease in the total value of the crop being $7,999,898.02.

Sales for the final week amounted to 651,837, at an average of $7.56, the lowest week's average of the season. During March nearly two million pounds was decrease, therefore, is 21,572,732 pounds, marketed, at an average of $8.73.

### A "Clean-Up" Sale

The buyers, by general consent with the local warehousemen, have agreed to hold an extra sale next Friday in order to give the tobacco growers a final opportunity to bring in their scattered lots. The roads have been in such a bad condition in this section for the past six weeks that the farmers have been unable to sell what little remains on their hands. It is anticipated that Friday's sale will bring the season's total up to 34,000,000 pounds.

The season's record eclipsed the most optimistic guessers. Wilson, N. C., took first place among the bright loose leaf markets but Danville jumped from third to second place by selling about two million pounds of leaf more than Winston-Salem, N. C. This has encouraged tobacco men here, who hope to re-establish Danville as the premier market next season.

The agitation for four sales next season has already begun and the warehousemen are advocating it to the best of their ability. The matter will be determined at the annual meeting of the Danville Tobacco Association meeting to be held in June. Wilson has already advertised that there will be quadruple sales next season and this is being used as an argument why Danville should not stand back. The buyers will continue to oppose the extra sale on account of the cost involved in maintaining an extra corps of buyers. The belief prevails in some quarters also that the co-operative method of selling tobacco running side by side with the auction system will render the extra sale unnecessary.

In closing for the season the local warehousemen reiterate their intention of "carrying on" next season despite the co-operative selling idea.—TETLEY.

## Richmond Sales Dwindling

RICHMOND, Va., March 18.—Sales are gradually dwindling down, and there are only two warehouses open now, which will continue to have one or two sales a week until the remnants of the crop have been sold.

Anyone in need of a small lot of sun-cured tobacco might pick up some now at reduced prices. There will probably be 75 to 100 thousand pounds to be sold yet. Total sales for the week were only 34,620 sold at $17.08 average.—R. C. MORTON & Co.

## Danville Market Report

DANVILLE, Va., March 17.—Sales for the season closed with today's transactions. The quantity offered during the week was small, consisting largely of odds and ends, and this accounts for the small average for the week. It is thought that there are but few scattering lots left in the hands of farmers in this district.

Statistical information is as follows:

Sales for the week, 651,837 pounds, average $7.56, amount paid out $49,296.48.

Sales for last week, 727,719 pounds, average $8.57, amount paid out $62,370.76.

Sales to date for the month of March, 1,925,686 pounds, average $8.73, amount paid out, $168,224.64.

Sales for March, 1921, 6,913,577 pounds, average $17.57, amount paid out $1,214,794.08.

Decrease in 1922, 4,987,891 pounds, decrease in average $8.84, decrease in amount paid out $1,046,579.44.

Sales for the season to date, 33,979,645 pounds, average $19.57, amount paid out $6,650,039.69.

Sales for corresponding period of 1921, 55,552,377 pounds, average $26.19, amount paid out $14,549,937.71.

Decrease in 1922, 21,572,732 pounds, decrease in average $6.62, decrease in amount paid out $7,999,898.02.—W. C. WOODING, President Danville Tobacco Association.

## Nearing End at Lynchburg

LYNCHBURG, Va., March 17.—John D. Oglesby of the Lynchburg Tobacco Warehouse Co., makes the following report of leaf tobacco sold in the Lynchburg market:

| | *Pounds* |
|---|---|
| Sold this week..... | 73,200 |
| Sold to March 18, 1921..... | 10,151,700 |
| Sold to March 17, 1922..... | 8,352,300 |
| Decrease for 1922..... | 1,799,400 |

The offering continues to consist largely of inferior grades and as there are large stocks on hand of these types, prices are naturally low with no chance of any improvement in sight. They are selling, however, just as well as for past few weeks. The demand for good tobacco is strong and whenever a good crop is struck it brings splendid prices.

It is clearly shown that there is a shortage of good tobacco and the hope is expressed on every side that the next crop may be a good one.

Only two more weeks remain before the market closes for the season and late sellers are urged to bring in what tobacco they have immediately.

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**Cable Address: PITCO, Pinetops, N. C.**


# North Carolina's Tobacco Sales in February

**Warehouse Reports Compiled by Crop Reporting Service, U. S. and N. C. Departments of Agriculture**

W. A. Graham, Commissioner. W. H. Rhodes, Jr., Compiler.

RALEIGH, N. C., March 18.—The following sales were reported for February from 91 warehouses operating on 28 markets during the month, with estimate on unoperated markets. Comparative prices for February sales in 1922-21 are shown:

**Warehouse Sales Report**

| Markets | Number Houses Open | Producers' February Sales | Total Including Resales | Average Price February 1922 | Average Price February 1921 | Seasons' Producers Sales |
|---|---|---|---|---|---|---|
| Burlington | 4 | 484,662 | 554,638 | $11.17 | $21.92 | 2,967,597 |
| Durham | 4 | 892,696 | 1,337,480 | 13.14 | 23.19 | 6,860,746 |
| Elkin | 1 | 14,648 | 28,976 | 8.90 | 17.47 | 867,244 |
| Enfield | 2* | 39,842 | 47,182 | 22.60 | 17.76 | 1,757,526 |
| Farmville | 3* | 45,634 | 62,564 | 19.11 | 19.18 | 8,806,734 |
| Fuquay Spgs | 4** | 7,606 | 8,502 | 22.35 | 19.91 | 2,976,998 |
| Greensboro | 2 | 155,322 | 197,027 | 9.65 | 13.34 | 1,092,570 |
| Greenville | 6* | 354,710 | 455,524 | 20.60 | 18.15 | 19,701,571 |
| Henderson | 6 | 438,381 | 587,441 | 14.43 | 17.22 | 7,808,887 |
| Kinston | 5** | 50,906 | 84,876 | 7.83 | 13.50 | 14,991,047 |
| Louisburg | 2 | 37,089 | 42,925 | 17.48 | 13.46 | 1,172,360 |
| Madison | 3 | 173,214 | 194,666 | 10.58 | 14.95 | 1,706,652 |
| Mebane | 3 | 408,924 | 480,854 | 11.66 | 27.20 | 2,265,828 |
| Mt. Airy | 3 | 154,286 | 202,952 | 13.45 | 18.19 | 2,830,182 |
| Oxford | 5 | 1,006,789 | 1,375,079 | 13.60 | 21.00 | 7,584,431 |
| Raleigh | 2 | 69,350 | 120,688 | 13.95 | ..... | 2,083,988 |
| Reidsville | 3* | 667,503 | 769,161 | 11.77 | 20.75 | 3,434,270 |
| Robertsonville | 2 | 19,622 | 19,622 | 21.11 | 14.42 | 2,530,164 |
| Rocky Mount | 5 | 791,664 | 843,346 | 19.11 | 18.50 | 14,110,459 |
| Roxboro | 3 | 934,984 | 1,128,002 | 11.63 | 30.00 | 4,245,537 |
| Statesville | 1 | 17,770 | 19,432 | 13.20 | 11.73 | 476,726 |
| Stoneville | 2 | 157,605 | 176,433 | 9.52 | 14.88 | 1,141,989 |
| Tarboro | 2 | 68,180 | 72,694 | 15.10 | 15.10 | 3,142,573 |
| Warrenton | 3 | 435,620 | 460,734 | 16.46 | 16.60 | 3,604,797 |
| Wendell | 2 | 70,588 | 90,202 | 20.73 | 21.12 | 3,481,049 |
| Wilson | 6 | 1,034,866 | 1,432,623 | 23.71 | 19.48 | 34,069,200 |
| Winston-Salem | 5 | 2,546,819 | 8,431,467 | 13.78 | 19.76 | 25,623,983 |
| Youngsville | 2 | 46,535 | 49,258 | 17.46 | 17.55 | 3,362,512 |
| Total | 91* | 11,125,816 | 14,274,348 | $14.83 | $18.60 | 239,722,043 |

*Those markets followed by (*) show number of warehouses failing to report operations.
Note—Total Season's Producers Sales includes all sales on North Carolina markets during past season. Estimates for North Carolina tobacco sold on outside markets, not included.

**Estimates for Missing Reports**

| | Producers' | Total | |
|---|---|---|---|
| | 207,500 | 262,000 | |
| Total for month | 11,333,316 | 14,536,348 | 239,929,543 |

## Winston Market Closed

WINSTON-SALEM, N. C., March 17.—Total sales for the week, 63,986 pounds; average price per 100 pounds, $7.45. Sold to date of 1921 crop, 32,670,419 pounds; average price per 100 pounds, $23.92.

Market closed today. Final report for season.—WINSTON LEAF TOBACCO & STORAGE CO.

## Tobacco Shipments in Auto Trucks

Railroad transportation has become so hazardous in Central and Eastern Europe that most merchants and dealers prefer shipment in auto trucks. Tobacco is now so valuable an article that railroad thieves specialize in stealing cigars and cigarettes as well as raw tobacco. Personally conducted auto shipments are considered the only safe method of transportation by the trade.


ANDREW JAMISON, President — Established 1885; Incorporated 1910

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—BUYERS AND EXPORTERS OF—

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All Grades of North Carolina and Virginia Leaf Tobacco and Strips

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Ample Facilities for Redrying by Steam or Natural Season

Samples Furnished — Correspondence Solicited

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CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

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Virginia and Carolina Cigarette and Smoking Tobacco a specialty

Export and Domestic Types

Established reputation for careful grading and packing

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Cable "Wright" — Codes: Western Union; A. B. C. 5th Ed.

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Phone—Broad 1915
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Arnolds & West, Union Codes
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**Slate Seed Company**
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

**W. O. SMITH & CO.**
Cable Address: "Lowbell"
Established 1865
**Freight Brokers and Forwarding Agents**
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
Main Office
47 Washington St., New York City
Branch Office
431 Munsey Bldg., Baltimore, Md.

Cable Address: WILTOBAC, Wilson, N. C.
**WILSON TOBACCO COMPANY**
*Dealers in* **LEAF TOBACCO**
Strips, Scraps and Stems Samples submitted on request
WILSON, N. C., U. S. A.

C. O. DIXON, President A. H. BUCHAN, Treasurer
Cable DIBUCO, Mullins, S. C.
**DIXON-BUCHAN TOBACCO COMPANY**
Dealers and Exporters
VIRGINIA-CAROLINA TOBACCOS
Mullins, South Carolina

# Louisville Tobacco Market Reports

LOUISVILLE, KY., March 18.—Sales and tabulations for the past week are recorded by the Louisville Tobacco Board of Trade as follows:

### Tobacco Sales for the Week and Year to March 17

| Warehouses | Week: Auction sales | Week: Private sales | Week: Total for week | Year. Jan. 1 to date |
|---|---|---|---|---|
| Turner | 61 | ... | 61 | 2,004 |
| Kentucky | 279 | 96 | 375 | 6,059 |
| Main Street | 93 | 7 | 100 | 3,135 |
| Planters-Farmers | 479 | 53 | 532 | 7,712 |
| New Tenth Street | 168 | 6 | 174 | 4,360 |
| Louisville | 368 | 9 | 377 | 4,948 |
| | 1,448 | 171 | 1,619 | 28,218 |
| Year 1921 | | | 1,668 | 24,761 |
| Year 1920 | | | 1,203 | 24,717 |
| Year 1919 | | | 1,619 | 29,013 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,245 | 302 | 1,547 |
| Dark | 30 | 42 | 72 |
| | 1,275 | 344 | 1,619 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 17,335 | 10,101 | 27,436 |
| Dark | 557 | 225 | 782 |
| | 17,892 | 10,326 | 28,218 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 23,366 | 23,986 | 26,900 |
| Dark | 1,395 | 731 | 2,023 |
| | 24,761 | 24,717 | 29,013 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 13,732 | 22,041 | 23,638 |
| Sales of new crop to date. Original inspection | 11,429 | 18,375 | 19,803 |
| Rejections— | | | |
| Rejections this Week: | | | |
| Burley | 357 | .... | .... |
| Dark | 1 | .... | .... |
| Total | 358 | 268 | 274 |
| Percentage of rejections to auction sales: | | | |
| Burley | 26 | .... | .... |
| Dark | 2 | .... | .... |
| Total | 25 | 16 | 23 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 6,091 | .... | .... |
| Dark | 175 | .... | .... |
| Total | 6,266 | 4,921 | 6,178 |
| Receipts— | | | |
| Receipts this week | 1,344 | 971 | 552 |
| Receipts, Jan. 1 to date | 18,389 | 19,132 | 18,391 |

### Official Quotations at Louisville, March 17, 1922

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Common leaf (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Paducah Sales Drop Off

PADUCAH, Ky., March 17.—The loose floor and wagon sales have dropped off very materially during the past few days. The principal reason for this is the irregular and lower market. Offerings at the beginning of the week were heavy and were composed almost entirely of common tobacco, and some of the larger buying interests were out of the market entirely on these grades, and the market showed a heavy decline at from 1 to 3 cents. This news went to the country and farmers that had not sold stopped selling, consequently the sales this week have dropped off greatly. When medium and good leaf made its appearance prices showed very little change, but the low and common grades suffered considerably.

Deliveries to the factory of contract tobacco bought in the country has been heavy throughout the week and the large operators are well supplied with stock.

There has been no buying in the country of any consequence and while there remains only 15 to 20 per cent of the crop unsold buyers and sellers are rather too far apart for any considerable amount of business until they have gotten closer together.

The weather has been stormy with heavy rains and farmers have gotten their tobacco ready for the market and no doubt we will see a resumption of operations in the near future.

The Planters' Association has sold its entire holdings of old lugs, about 700 hogsheads. The price of these was not made public, but the supposition is that they sold at about 4 cents, this being the low and common end out of the holdings of the 1919 crop. No other sales have been reported of either association or independent stocks.

### Showing Interest in Proposed Association

Bingham and Sapiro of the Co-operative Marketing Association for the Dark tobacco district, have made speeches over the district during the past week. This organization is of the same character as was perfected in the Burley district last year, and the promoters are explaining to farmers and the public generally their proposed methods of handling and marketing. So far no action has been taken for perfecting the organization and tobacco people as well as farmers and the public are showing a keen interest and awaiting the final outcome. —W. B. KENNEDY.

## Hopkinsville Average, $14.28

HOPKINSVILLE, Ky., March 17.—Total sales for the week, 1,248,620 pounds; average price per 100 pounds, $14.28.

Sold to date of 1921 crop, 15,083,360 pounds; average price per 100 pounds, $15.22.

Sold to same time last year, 10,367,805 pounds; average price per 100 pounds, $10.23.—J. W. HANCOCK, Chairman Sales Committee.

CABLE ADDRESS, SMITH.

**WRIGHT, SMITH & COMPANY**

Codes Used: Arnolds 5 and 15; ABC Improved 5th Edition; Liebers; Western Union

Successors to S. B. SMITH & CO., W. F. WRIGHT & CO.

MAYFIELD, KENTUCKY, U. S. A.

**LEAF TOBACCO DEALERS and EXPORTERS**

Efficient in every respect and well equipped to supply specialties in all grades of fired dark tobacco.
Also especially equipped and efficient in handling export orders whether large or small.

## Mayfield Market Reacts

MAYFIELD, Ky., March 17.—Monday of this week a very important buying interest at this point withdrew entirely from the market; consequently, we have had an unexpected reaction in both activity and prices, with certain common grades of leaf (which grades have predominated largely) declining approximately an average of two cents; with the medium leaf slightly lower, but not in proportion to the common grades. Good to fine leaf, of which there is practically no stock in the farmers' hands, remain firm.

On account of the reaction, auction sales for the week have been only about half what they were the previous week, and we are of the opinion, regardless of the condition of the market, that they will continue light throughout the rest of the season, as the bulk of the crop has already moved.

The following shows the number of loads sold each day since our last report, and the approximate averages:

| Date Reported | No. Loads 6,650 | Leaf Avrg. | Gen. Avrg. | Avrg. Year Ago |
|---|---|---|---|---|
| March 11... | 20 | $12.51 | $10.40 | $8.11 |
| March 13... | 72 | 14.34 | 11.87 | 7.35 |
| March 14... | 34 | 14.03 | 11.62 | 7.55 |
| March 15... | 59 | 14.43 | 11.94 | 7.60 |
| March 16... | 54 | 13.41 | 11.13 | 7.40 |
| March 17... | 31 | 12.40 | 10.33 | 7.16 |
| | 6,920 | | | |

Important inquiries have recently been made by two or more prominent buyers regarding the old stocks of leaf held by various interests at this market; but at the moment, so far as we can ascertain, nothing definitely has materialized.—WRIGHT, SMITH & Co.

## Clarksville Average, $18.28

CLARKSVILLE, Tenn., March 18.—The loose leaf tobacco market report for the week ending March 17, shows:

Sale for the week, 623,155 pounds; sales for season, 7,253,085 pounds. Sales last season, 3,597,970 pounds; average for this week, $18.28. Average for this season, $16.97.

### Quotations

Trash, $2½ to 3½; common lugs, $3½ to 5; medium, $5 to 7; good, $7 to 11; common, $8 to 16; medium, $16 to 24; good, $24 to 32; fine, $32 to 39½.—J. F. SMITH, Supervisor.

## Hopkinsville Market

HOPKINSVILLE, Ky., March 18.—The tobacco market for the past week was lower. This was due probably in large measure to the fact that the long continued rush has filled most of the prizing houses to the limit and forced a letup in buying until some of the stocks could be worked up. Another thing is that some of the buyers have practically filled their orders and naturally are easing up in their purchases.

But in addition to this there appeared to be a downward tendency, the market not showing the pep and stamina that it has shown for several weeks. The offerings, taken as a whole, were not such as to arouse any special enthusiasm among the buyers.

Sales for the week were 1,248,620 pounds on which the average was $14.28, paying the farmers $178,302.94. The average for last week was $15.52. For the same week a year ago it was $10.92.

For the season to date sales are 15,083,360 pounds on which the average is $15.22. Comparison of this average with the average for the week shows the lower condition for this week. At the same time last season sales were 10,367,805 pounds and the average was $10.23.

The larger part of the crop perhaps three fourths, is now estimated to have been sold. Some of this is yet to be delivered, as considerable tobacco was brought at the barns and some of this has not yet been brought in. The crop has proven to be short of even the estimates made, and it has moved with a sustained rush in the last several weeks that the bulk of it is now out of the farmer's hands.

Prices, according to grade, ranged for the week:

Trash—$250 to 3.

Lugs—Common, $3 to $5; medium, $5 to $8; good, $8 to $12; fine, 12 to $15.

Leaf—Low, $10 to $12; common, $12 to $20; medium, $20 to $25; good, $25 to $30; fine, $30 to $36.50.—M. E. BACON.

## Sales Light at Owensboro

OWENSBORO, Ky., March 18.—The Kentucky & Virginia Leaf Tobacco Co., says:

"After this week's offerings only a negligible remnant of the crop remains unsold. Market strong at unchanged prices."

J. S. Phelon, tobacco broker, says:

"I have to report rather light sales for the week aggregating: Pryor, 616,335 pounds; average, $12.08. Burley, 10,675, pounds; average, $16.37 and as deliveries are nearly finished we expect something less next week. While the market has not been just as steady as last week, prices in a general way have been very well maintained."

### Quotations

GREEN RIVER

| | Leaf, Cents | Lugs, Cents | Trash, Cents |
|---|---|---|---|
| Dark ..... | 7 to 25 | 5 to 18 | 2 to 6 |
| Brown ..... | 9 to 40 | 7 to 20 | 3 to 10 |
| Red ..... | 15 to 45 | 8 to 25 | 3 to 12 |

ONE SUCKER

| | Leaf, Cents | Lugs, Cents | Trash, Cents |
|---|---|---|---|
| Dark ..... | 6 to 18 | 5 to 10 | 2 to 4 |
| Brown ..... | 8 to 30 | 6 to 20 | 4 to 7 |
| Red ..... | 9 to 35 | 7 to 25 | 5 to 10 |

BURLEY

| | Leaf, Cents | Lugs, Cents | Trash, Cents |
|---|---|---|---|
| Dark to Green | 6 to 15 | 4 to 12 | 2 to 6 |
| Dark red ... | 8 to 20 | 6 to 15 | 4 to 8 |
| Clear red .... | 15 to 40 | 10 to 25 | 6 to 15 |
| Bright ..... | 20 to 50 | 15 to 40 | 10 to 35 |

## Batavia Season Ends

BATAVIA, Ohio, March 18.—The Batavia burley market held their closing sale of the season yesterday, with a brake of common and mostly old tobacco. Offerings at this sale were 34,890 pounds, selling at an average of $17.52. This market has had a successful season, selling approximately 2,000,000 pounds at the general average of $25.94. This is one of the only two loose leaf markets operating in the state and every seller was well satisfied with the prices received. The market will open on December 1 to sell the 1922 crop of non-pooled tobacco.—CHAS. A. DAVIS.

**MAIL POUCH**

The Tobacco that has maintained its

**High Standard of Quality**

*For Over 40 years*

THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.

**Clown Cigarettes and Old Hill Side Smoking**

Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

**To Manufacturers of Scrap and Fine Cut Tobacco**

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

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**THE TRANSCONTINENTAL TOBACCO CO.**
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*Packers and Exporters*
**Burley, Kentucky, Tennessee, Virginia**
Cable: "ALEDREUX," Louisville, Ky.
Codes: A. B. C. Fifth Edition, Western Union, Bentleys

Cable: Kennedy — Codes: Arnold's 5 and 15, A. B. C. 5th Edition

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PADUCAH, KY., U. S. A.
Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders or Commission
Factories: Paducah, Ky., Murray, Ky., Manfreed, Ky., and Martin, Tenn.

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**THE AUSTIN CO., Inc.**
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*Latest Proctor System*

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We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

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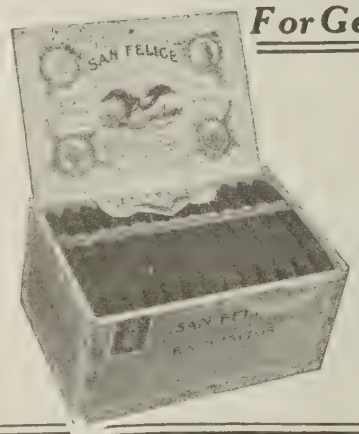
*For Gentlemen of Good Taste*

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139 North Clark St., Chicago | Windsor Hotel, Denver, Colo.

# Cleveland Dealers Wearing Sunny "Sam" Smiles

## Doing Regular "Holiday Business," Thanks to the Weather—Optimism More Conspicuous Despite Reappearance of "Hatchet"—Numerous Newsy Trade Notes.

CLEVELAND, Ohio, March 18.—Ideal weather did much towards making the past week a successful one for local dealers. Honest-to-goodness spring weather was on top for the entire week, with the result that the downtown shopping districts were doing "holiday business." The smile on the dealer's face was much brighter and his attitude just a little more optimistic. The "build now" slogan is taking effect now, and with the building progress of a city can always be seen an immediate increase in business.

### Tomahawk Resurrected

It seems now that my statement in last week's issue, as to local dealers burying the hatchet might have been slightly premature, to say the least. With the appearance of Monday morning papers came the first signs of a fresh uprising. Two stores located within a few yards of each other on Prospect avenue, K-W Cigar Company and Walter Bidlingmeyer, vied with each other in a race to reach to the bottom of prices. Camels, Lucky Strikes, and Chesterfields are sold at two for a quarter, Tareytons and English Ovals at 21c and Murads, Moguls and Melachrinos at three for 50c. All other brands of cigarettes and all brands of tobacco were reduced in proportion. Not only that, but all brands of cigars, standard, popular, and otherwise, were reduced in price. All 5c cigars were sold at six for a quarter; 8c cigars at three for 19c; 10c cigars at three for a quarter! all two for a quarter cigars at four for 40c; fifteen centers were 12c and three-for-a-half kind were sold at 14c. Dealers are busy in studying the whys and wherefores of it all, whether this is all but a "flash in the pan" or whether this action will revolutionize prices and bring them to these new low levels.

### Joe Sinek's Father Dies

The many friends of Mr. Sinek here were indeed sorry to hear of the death of his father this week. Joe's father had been sick for some time previous to his death. Joe has the heartfelt sympathy of all the boys in this time of his bereavement.

### Walsh Quits Statler Post

Mr. Walsh, of the Hotel Statler cigar stand, has left his position there to accept a job on the sales force of the Melachrino cigarette corporation. Mr. Walsh has many friends and boostetrs here who are pulling hard for him to come through big in his new connections.

### Klein's Saturday Special

Louis Klein has a peculiar habit of putting forth some special feature on Saturday that sure draws the crowds. This week the featured attraction is a package of one hundred Melachrino cigarettes for $1.75—regular price $3.50.

### Pipe Expert in Town

Martin Haas, pipe expert with L. & H. Stern, Inc., was in town last week. Mr. Haas has a very attractive line of pipes and smokers' articles and convinced many dealers of the value of his merchandise, with the result that he departed with many fine orders nestled in his inside pocket.

### Steel Workers Like Clear Havana

The Frankel Bros., pioneer jobbers of Youngstown, are willing to attest to the fact that the steel-mill worker is a lover of clear Havana. The Frankel Bros. have stores in the heart of the steel district and the number of clear Havana cigars that have been sold there has been a revelation. Frankel Bros. handle a complete line of General Cigar Co.'s goods and a full assortment of all domestic and imported cigars.

### George W. Stocking a Visitor

George W. Stocking, with Marcelino Perez & Co., paid us a visit last week. George tells us that Tuvals are selling better every day. The William Edwards Co. are distributors here for this brand.

### Leaves for Detroit

Joe Klein, of Larus & Bro. Co., left yesterday for Detroit, where a big campaign is to be put on, on all Larus products. Joe is a real hustler and orders for Edgeworth always fill his pockets when he leaves a place.

### Louis Blum Calls

Louis Blum, manager of the Dayton branch of the J. B. Moos Co., paid his many Cleveland friends a visit last week. Lou reports down-state business great, with Chancellors and Kelly's Bouquet leading all Moos sellers. Lou was formerly assistant manager of the Cleveland branch.

### Pyle & Allen's Special

The Pyle & Allen Co. is this week offering a big special to cigarette lovers in the form of a decorated ash tray free with fifty Naturals at 95c. This offer is being snapped up by many people who appreciate dollar-for-dollar value.

### Ed Polster Well Again

Ed Polster is about recovered from his recent illness and is able to be out and hustling around. Ed's two stores are always busy, featuring goods that give satisfaction because satisfied customers come back.

### Campaign on Detroit Hand Mades

The Mazer Cigar Co., in conjunction with the Baer-Wolf Co., local jobbers, is putting on a big campaign on the Detroit Hand Made cigar. Placards all over the city and big newspaper ads keep the brand forever fresh in the minds of the townfolk. The money-back guarantee is a big feature of these ads. The money is cheerfully refunded to anyone who for any reason at all is not entirely pleased with his purchase. Detroit Hand Mades have proven one of Cleveland's best sellers, because they give the smoker real value, quality merchandise, and satisfaction, in a two for 15c cigar.

### Charley Michaels a Visitor

Charley Michaels, with Park & Tilford, spent a few days here last week on the way home to New York. Mi Favorita, Telegrafo and Tilford are all very popular here with cigar smokers who know good value.

### Moves Into New Store

R. H. Funt, Elyria cigar dealer, has just moved into his new store which, without doubt, is one of the finest in this section. R. H. features all the standard brands, While Owls, Paramounts, El Producto and La Palina being his best sellers.

### The Beau Brummel of Cigardom

W. W. Wills is his name, and one look will convince you that Beau had nothing on him. With his natty pressed suit, his white shirt, gray tie, and passionate blue socks, seated behind the wheel of his Stutz powerbuggy, W. W. completes a picture Beau Brummel could never fill. And his hat! It is the envy of every cigar man in town, a fifteen-dollar im-

(*Continued on page* 33)

JOSEPH HOLZMAN
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Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC

# PROSPERITY

## In the Cigar Trade is associated with

# Stabilized Brands

FACTORY guarantees to keep the market clean and to protect the BRAND BUILDERS against any possible loss because of damage and deterioration means full co-operation with American jobbers.

Wherever the Manila cigar has been given a chance to go constantly to the consumer at a fair price. Wherever the market for a brand has been kept clean THE MANILA CIGAR has won the good opinion of smokers and has returned MORE PROFIT to its distributors than any other cigar equal in price in the United States.

A STABILIZED MANILA BRAND has paid, is paying, and will pay good dividends.

Conditions today make the opportunity for stabilizing Manila cigars far more favorable than ever before.

**Manila Cigar Factories and their Agents in the United States have come to appreciate fully the advantages of promoting trade on the basis of standard merchandise and staple brand.**

Prices have receded to the point where splendid values open wide the door to profitable Manila business.

Greater care in packing and in transporting insures the arrival of fresh shipments in excellent conditions

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Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

# Chicago Enjoying Another Cigarette Cut Price War

## "Fags" Down to Non-Profit Basis—Stratford Hotel to Give Way for New $7,000,000 Hostelry—Retail Store Sells 90,000 Cigars in One Day—Grocers Open Branch in Gotham.

CHICAGO, March 18.—Tuesday saw further cuts made in the retail price of cigarettes. The United started the ball arolling when they cut Murads, Natural and Melachrino in double packages to 32 cents. They were quickly followed by the other chain stores. On Wednesday they reduced Camels, Lucky Strike, Chesterfield and Piedmonts from 17½ to 16 cents.

This created quite a stir among the other dealers, who followed suit in order to hold their trade. From now on it looks like no profit for Mr. Dealer as far as cigarettes go.

### To Have $7,000,000 Hotel

The Stratford Hotel at Jackson and Michigan boulevards, is going to be razed to make way for a new $7,000,000 hostelry. The Stratford is known throughout the United States. Next door to the Stratford at 316 South Michigan avenue is the cigar store of Albert Breitung, long famed as the only retail cigar store in Chicago that occupies an entire building. This will also be wrecked to make way for the new hotel. This tiny one-story building standing like a wart on the toe of a giant is also to go. Facing Lake Michigan on Chicago's "Boul. Mich," this store has enjoyed a good trade from the day it was opened some years ago by Breitung. This marks the passing of one of Chicago's landmarks.

### Westward, Ho!

Harvey Vreeland with Benson & Hedges is getting ready for a western trip that will take him to the Pacific Coast. His trip has been delayed owing to an accident that happened to Mrs. Vreeland recently. Harvey reports a big increase so far this year over the same period of 1921 for Benson & Hedges cigars.

### Closing Seidenberg Offices

The Chicago offices of Wm. Seidenberg & Co., located in the Webster Building, will be closed next week, according to report. With its closing, marks the passing of Ernest Fleischman from the cigar business. He has embarked in the oil business, where he will devote his time in future. William Waldmann, who has been sales manager of the Seidenberg firm from the time they started in business, will remain in the cigar field. He is about to close with a large Tampa and Havana house and will announce his plans very shortly. Wm. J. Seidenberg & Co. were noted as the distributers of Pancho Arango and Virginia Lee cigars, which they distributed in the United States. Recent financial troubles of the Francisco Arango factory in Tampa forced them to close up their business.

### Sell Out to Oscar Klein

Keffer & La Duc, Inc., who a few months ago bought out the retail cigar business of Jack Tobias, 313 West 55th street, have disposed of their interests to Oscar Klein, who had an interest in the firm. Klein was formerly manager for Jack Tobias. He is well known to the trade of Chicago, having been in the cigar business for many years.

Aaron White has connected with the Consolidated Cigar Corporation, and is selling La Azora cigars to the city trade.

Abe Cohen, for many years with the San Alto Cigar Co. of Chicago and Lima, O., has resigned. Abe is a well-known figure here, having sold cigars to the Chicago dealers for over 35 years.

### Everlastingly at It

E. P. Oakes is covering the south for E. H. Gato Cigar Co. this week. A shortage is reported here by the trade of the Cressida 3 for 50 cent size.

Jake Hoffman, one of the officers of the Falk Tobacco Co., New York, called on his friends here this week.

### Has New Connection

M. A. Bradon, who used to represent the Erlich Mfg. Co. here, and a salesman of much experience, is now representing Wm. A. Vorhauer & Co. in the loop. He succeeds E. Jacobson, who resigned.

Hi Hammer, sales star of Corral-Wodiska, Tampa, spent the week here with Ryan-Raphael Cigar Co., the Lucius distributers.

Louis Cohen, of the El Predomino Cigar Co., Philadelphia, who has been here for several days, has left for Philadelphia.

### Big Day's Sale

When Tebbits & Garland placed on sale the 400,000 Pancho Arango cigars they took over on the closeout sale of Wm. J. Seidenberg & Co., they started the sale by running a newspaper ad in the morning papers. The sale started Monday and at night when they closed their doors they had disposed of 90,000 cigars at retail. This was the greatest single day's cigar sale that ever took place in Chicago.

### Representation Changed

Clarke Cutler, sales manager for Nathan Elson & Co., 19 South Wells street, announces that W. W. Sosna is no longer representing the firm. Ben F. Newman has been engaged to cover part of the Chicago territory, and is going to feature Ben Bey cigars.

### Has Glowing Reports

Al. Spellman, the prince of all good fellows who represents the San Telmo Cigar Mfg. Co., Detroit, has again arrived. Al brings glowing reports as to the increased sales of Robert Bacon, Joan of Arc and La Resta cigars, all of which have a strong hold in the middle and northwest.

Robert Ellis, with his R. G. Dun cigar, made the rounds this week.

### Interesting Direct Buyers

Harry McCreary, who hails from Kansas City and who represents San Martin & Leon, of Tampa, spent several busy days here. He is interesting the direct buyers in his Hoyo De Cuba and San Martin Leon brands.

### In New Surroundings

Jos. Strobel, who has resigned as cigar department manager of Hillman's

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

department store, has been added to the sales force of Steele-Wedeles Co. and will cover part of the north side trade.

Bloom & Mayer will open their number two store May 1, at 1121 Berwyn avenue. They will carry only the best of brands.

### Regaining Popularity

Frank M. Lopez, of Garcia & Vega fame, came in early in the week and will remain several days. Frank has met with much success so far this trip and says good clear Havana cigars are coming back fast.

### Humo Humming

Humo, "all quality—mild and sweet," selling at 2 for 15 cents, are well placed. They come in tin boxes of 50, each cigar being wrapped in foil and tissue.

### Des Moines Cigar Store Wrecked

Explosion of a bomb or a heavy charge of dynamite wrecked the Ozark cigar store in Des Moines, Ia., a few days ago. So far as known, there was no one in the store at the time of the explosion. The force of the explosion was felt several blocks away. Furniture in the store was hurled across the street and the stock of merchandise was totally destroyed.

### Septuagenarian Grocery House

Reid, Murdoch & Co., wholesale grocers, celebrated their seventieth birthday a few days ago and announced the opening of an eastern branch in the Bush Terminal, New York.

### Familiar With the Business

Harry J. Culross, now a member of C. Bluthardt & Co., Inc., 416 So. Dearborn street, is placing the Chicago Club and La Tersidad cigars in all the better places. Harry is a clever chap and well schooled in the cigar business.

Half page One Eleven cigarette ads appear in the Chicago newspapers. The new 15 for 10 cent package is going over the top in great shape.

Large Chesterfield ads appear in the Chicago dailies at present.

### Lyon Pipe

The Lyon Pipe, made by the Lyon Mfg. Co., 5931 So. Kedzie avenue, Chicago, is sold by many dealers. The retail price is $2. The Lyon pipe is made with a spiral coil, which guarantees a sweet, cool and clean smoke.

### Classy Counter Display

The General Cigar Co., Inc., has placed with the trade a classy counter display case of glass and metal that shows a box of 5 Robert Burns Invincible foil, 12 White Owls and 10 Van Dycks. "Just right for over the week-end," reads a sign attached to each case.

The United Profit-Sharing Corporation, of New York, ran a large ad in the Chicago papers this week. They advertised the different firms that are now using the United Profit-Sharing coupons and advised the consumers of the local location of their 5 premium stations.

### Pleased With Duplications

Arthur Simpson, the looper for the General Cigar Co., Inc., is greatly pleased over the way Wm. Penn is duplicating with his customers. Arthur says it's a pleasure to offer such a high grade 5 cent cigar as is the Wm. Penn.

### "Put this in your pipe and smoke it! Some kick"

Drinking moonshine whiskey is losing popularity up at Waukegan, Ill. This does not mean that Mr. Volstead is gaining converts. It means that men who make it possible for the moonshiners to live and get rich have adopted a new method of taking their liquor. They smoke it in their pipes! Thomas Tyrell, assistant chief of police, is authority for the statement. According to the veteran police officer, the devotees of this new method soak snuff in hooch until it is thoroughly saturated. Then they place a little dry tobacco in the bottom of their pipes, put in a heavy layer of booze-soaked snuff, and finish with a layer of dry tobacco. They then light the pipes and inhale the hot vapors of 150 proof moonshine whiskey. The result, according to the assistant chief, is marvelous. He says two pipefulls of this mixture is guaranteed to give one a beautiful "jag." So there!

Popper's Eight Center that now retails at 2 for 15 cents is being advertised in the Chicago papers for Nathan Fox Co., 215-217 West Chicago avenue, the distributers.

### Featuring Dutch Master

The Consolidated Cigar Corporation started their newspaper campaign here on Dutch Master cigars this week, when quarter page ads were shown in the Chicago newspapers. Dutch Master is widely distributed here and comes in 7 shapely sizes retailing from 10 cents up to 3 for 50 cents.

### Big Fire Loss

In a fire that destroyed two blocks of business houses on the west end of the loop Tuesday, valued at $15,000,000, two cigar dealers were completely burned out. They were J. Chermobilsky at 531 W. Jackson street, and A. V. Bereusen, in the Atlantic Building. This was the biggest fire Chicago had since the great blaze in 1871, when the entire loop district was destroyed. Twenty-five thousand workers were made jobless by the fire.—H. L. H.

### Sweden Excludes Foreign Competition

The new tobacco bill for Sweden, announced by the King in his speech from the throne, has just been published. The import tax on cigars will amount to 6 oere per cigar. This duty will practically exclude imports, which, by the way, is its avowed purpose. The embargo placed upon imports by the Swedish government is said to be a temporary measure, enacted for the purpose of preventing importers from filling their warehouses prior to the new duties taking effect.

### Store Ownership Changes

DODGEVILLE, Wis.—Geo. W. Thomas & Son, Jr., have been succeeded in the cigar and confectionery business here by W. H. Rogers.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE HAVANA, CUBA

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

PARK & TILFORD

are the

LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

Dealers
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

J. G. Dill Co.
Richmond, Va.

# San Francisco Dealers Assured of More Profits

## Cigarette Prices Have Been Cause of Much Worry—John Bollman Co. Branch of L. & M. Issues Reassuring Notice—More Favorable Retail Prices Suggested—Trade Notes.

San Francisco, March 16.—Agitation started by the smaller retailers against the small profits allowed them for the selling of cigarettes, has already borne some fruit and the hope is expressed that it will not be long before the entire situation is cleared up to the satisfaction of all parties concerned. Wholesale prices went tumbling down and with each drop the jobbers and small retailers saw their profits fast disappearing, with the result that they announced far and wide that if something was not done soon, they would be unable to distribute cigarettes, the selling cost being greater than their profit. The John Bollman Co. branch of Liggett & Myers Tobacco Co. has issued the following announcement to the trade:

"The John Bollman Co. branch of the Liggett & Myers Tobacco Co. desires the wholesale and retail distributers of its merchandise to make a fair and living profit and the prices herein noted are based on a profit of ten per cent to the wholesale distributers and twenty-five per cent to the retail merchants."

### Suggested Prices Satisfactory

This notice was sent with a price list in which the wholesale prices are listed as well as suggested prices for retail sale. The list, in the case of packings of 20s, gives the following retail prices: Chesterfields, 18 cents; Fatimas, 23 cents; Imperials, 23 cents; Old Mills, 18 cents; Piedmonts, 18 cents; Spurs, 18 cents.

### On Inspection Tour

Julius Lichtenstein, president of the Consolidated Cigar Co., with Louis Cahn, vice-president, is expected to arrive in San Francisco next week for an inspection of the company's branch in this city.

### Tobacco Instead of "Skid" Chains

Mack Horn, of the Golden State Leaf House, arrived in San Francisco last night from Los Angeles, coming north by auto. Mack had some difficulty in getting home, running into a rainstorm at Gilroy, plus a muddy detour, that hung him up for some time. But Mack learned something that he did not know before, and that is that leaf tobacco is a fine little traction-giver for slippery automobile wheels. Mack's machine stuck in the mud and he was minus chains. So he put his thinking cap on and went to his sample case, getting sufficient of the dry tobacco leaves to pave the mud and get him started. His scheme worked well and Mack proceeded on his way. When asked if there were any new cigar factories in Los Angeles, Mack replied that there were about "sixteen thousand," which is stretching it a bit, but shows that Los Angeles is becoming some cigar-making center.

### Headed from Golden Gate to Hell Gate

Harry H. Wyman, formerly traveling representative for the Manhattan Briar Pipe Co., and well known to the trade throughout the United States, was in San Francisco this week with a line of imported novelties and specialties which he introduced to the trade. Mr. Wyman leaves for Los Angeles, from where he will go on through Arizona and Texas, along the southern route and back to New York.

### Now on Travelling Sales Force

Gus Gressler, formerly connected with the retail store of the General Cigar Co., at 800 Market street, is now a member of the selling force of the company and is temporarily covering the Sonoma and Mendocino county "beat."

### On Road to Recovery

Henry Frey, traveling representative of the General Cigar Co., has been seriously ill, but is on the road to recovery and hopes to be out on the road soon.

### Cheerful Reports

The San Francisco office of the General Cigar Co., has glowing reports of the success of the William Penn five-cent cigar, repeat orders being constantly received. The Van Dyke Standard, ten cents, and the Van Dyke Ambassador, fifteen cents, are also big sellers.

W. D. Hart, representing the Bayuk Bros. line, has been visiting the San Joaquin Valley trade.

Adam May, who formerly operated a cigar factory at Gilroy, but who closed down on account of illness and went to Santa Ana, has returned to Gilroy and reopened his plant.

### Ben Adler Passes Away

Ben Adler, former San Francisco retailer and of late a representative of Michalitschke Bros. & Co., passed away this week after a brief illness. Mr. Adler's passing will be mourned by a wide circle of friends.

J. L. Herda has purchased the cigar factory of A. Zingg at Watsonville and will take possession in April. Mr. Zingg is contemplating a trip to Switzerland.

### "Stop Boys, and Look"

Miss Gleed has purchased the cigar factory at 30 Columbus avenue, San Francisco, formerly operated by A. N. Tinker. Miss Gleed is right on the job for advertising and placed a cigar-making display in the window of her shop reading, "Stop, Boys, and Look."

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

*BRANDS THAT BUILD UP BUSINESS*

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL

S. H. FURGATCH Y CA., 75th Street & Avenue A., New York

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA
TOBACCOS

DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA UTUADO, P. R.

# Tampa Tidings

TAMPA, Fla., March 18.—José Arango & Co. are making many good express shipments of their Cyrillas, 10, 15 and 3 for 50 cents sizes.

Jim Boyette succeeds A. T. Rollins as office manager at Arturo Fuentes & Co. Rollins is now with San Martin & Leon & Co.

### A Good "Starter"

A. Fuentes & Co. have just received a batch of orders from the Windy city from their sales manager there, Harry Loker, totaling $60,000. This is just a starter for Chas. Barker & Co., and Newman & Co., who are making a specialty of Garcia Bouquets.

Jorge Leon has returned from his flying trip to Havana.

### Capturing Trade

The O. K. five cent 4¼ inch, Havana wrapper, Havana scrap filler, Havana seed binder cigar, put out by Mariscano Cigar Co., is capturing the trade in the middle west.

### Mi Marca

Ralph Vilchez and A. L. Williamson are now manufacturing cigars at 1801 6th avenue, under the firm name of Vilchez & Williamson. Their leading brand is the Mi Marca. Bankers at $110 and Corono at $170 are proving good repeaters.

### Going After High Production

R. M. Cabarrouy, secretary of the newly organized Villazon & Co., has taken a flying start into the game again. Orders are pouring in by every mail from old time friends and customers. And when A. E. Deutch, sales manager, gets started right, this combination of experts is going to break the time record in reaching high production.

### Showing Steady Gains

Alvarez & Valdez Co. have filled every chair and could use more cigarmakers if they had room to place them. Manager Gonzales says the past week has shown a daily increase of orders and believes the gains will continue.

### Output Growing Daily

Joe Perez is expected to arrive back in Tampa shortly. After his illness he visited Hot Springs and is returning via New York. The Tampa factory of Marcelino Perez & Co., is making a daily gain in output.

The Tampa office of Salvador Rodriquez has just been advised that Claude E. Turner, New York sales manager, is at his desk again after a serious illness of several weeks. He reports steadily improving conditions in the East. Increased activity in the factory bears out the prediction that better times have arrived.

### Business Is Bettering

Bert Loewenthal of S. Loewenthal & Sons, New York, dealers in leaf tobacco, arrived in Tampa yesterday. This is his twelfth annual visit, so he feels and is at home, and welcome. He says business is "bettering" *down* east. Perhaps that accounts for his care-free countenance, or it may be he finds business here better than expected. Anyhow we hope to meet him again.

### Get Atlanta Distribution

Salvadore Rico & Co. have connected up with Tanenbaum Bros., jobbers of Atlanta, Ga., who will handle the distribution of the Usacuba, Beaz and Rico brands.

S. C. Rainey, vice-president of Salvadore Rico & Co., spent three days in Tampa, and left last Sunday for Atlanta, from which base he will radiate to the four corners of the state, then back to Tampa again for a day or two. Victor Diaz, president, divides his time with A. Fuentes & Co., of which he is treasurer. Don Farmer with one and Rainey the other company keeps him busy.

# Baltimore Market

### Prices Hold Firm

BALTIMORE, Md., March 16.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland—For the past week receipts were 95 hogsheads against sales of 133 hogsheads. Prices ruled firm for all good grades.

Ohio—No receipts, with sales 101 hogsheads not previously reported. Market remains very dull.

### Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending March 15:

**Receipts**

| | This week | Previously | Total | Net to date | Same, 1921 |
|---|---|---|---|---|---|
| Maryland.. | 104 | 1,455 | 1,559 | 719 | 1,099 |
| Ohio,..... | ... | 82 | 82 | 82 | 138 |
| Total.... | 104 | 1,537 | 1,641 | 801 | 1,237 |

Reinspections this week: Maryland, 9. To date: Maryland, 840.

**Deliveries**

| | Maryland: Coastwise and Domestic | For. | Total | Ohio | Total |
|---|---|---|---|---|---|
| This week. | 5 | 30 | 35 | 22 | 57 |
| Previously.. | 520 | 1,146 | 1,666 | 154 | 1,820 |
| | 525 | 1,176 | 1,701 | 176 | 1,877 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1..... | 16,690 | 3,947 | 20,637 |
| Receipts since..... | 719 | 82 | 801 |
| | 17,409 | 4,029 | 21,438 |
| Delivered since..... | 1,701 | 176 | 1,877 |
| Stocks today..... | 15,708 | 3,853 | 19,561 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week..... | 133 | 101 | 234 |
| Previously ..... | 2,406 | 264 | 2,670 |
| | 2,539 | 365 | 2,904 |

Ground leaves to date, 648 hogsheads.

### For Co-operative Selling

Tobacco planters of Neisheim, Baden, have decided to stick to co-operative selling. They say they got better prices than ever since they adopted the system. At a recent meeting it was unanimously agreed to continue the successful method.


. Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

Miss Tampa Cigars
"Deliciously Irresistible"
From 10c. up
Manufactured by
A. YANEZ y CA., Tampa, Fla.

PERFECTO GARCIA
& BROS.
Manufacturers of
World's Finest Havana Cigars
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY & STEANE
Growers of Shadegrown and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES 125 Maiden Lane
WAREHOUSE 12-24 Mechanic St.
PLANTATIONS West Suffield, Poquonock, South Windsor, E. Windsor Hill

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St., Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.; Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

L. B. HAAS & CO., Inc.
Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

I. GARDNER, President S. SPITZ, Vice-President JOS. WEDELES, Sec.-Treas.
MAX WEDELES TOBACCO COMPANY
DEALERS IN
FINE FLORIDA AND GEORGIA SHADE TOBACCO
QUINCY, FLA.

EMBRY TOBACCO COMPANY, Inc.
Growers and Packers Fancy Combination
IRRIGATED FLORIDA TOBACCO
QUINCY, FLORIDA

# Connecticut Tobacco Had a Real "Speedy Spell"

## More Buying Done During Past Week Than Any Other This Season in Broadleaf Section—Numerous Important Buyers in Field—Most Purchases Made Around Glastonbury.

HARTFORD, March 20.—During the past week there was more buying done than any other time during the entire season in the Broadleaf section; representatives of several of the larger buyers were in the field and are reported to have made purchases. Among the buyers were Keiser & Boasberg; Hinsdale Smith & Co.; A. F. Burnham of the American Cigar Co.; L. Juno, for the American Sumatra Tobacco Co.; Meyer & Mendelshon; Karl Kulle, representing Spitzner & Son; Harry Higley, for L. B. Haas & Co., Inc.; J. Stuart Halpin; L. L. Grotta, for Cullman Bros., and Nussbaum, Newfield & Co. The prices paid have varied considerably, ranging from 32 cents to 49 cents per pound for assorted crops.

### Heaviest Buying in Glastonbury

Most of the buying has been done in the Glastonbury section although a few crops are reported as sold to F. D. Grave of New Haven, Conn., in South Winsdor. It is expected that there will be more buying done this week, and some of the warehouses will open up to receive crops to pack. Most of the warehouses have been very quiet this season and some have not opened at all, and had it not been for the Shade grown, tobacco activity would have been very dull during the winter. One warehouse in East Hartford opened about the middle of January and has been running full capacity and still has several weeks' work ahead assorting Broadleaf. This warehouse will make the longest season of any on Broadleaf in this section this season.

### Considerable 1920 Unsold

There is still among the growers considerable 1920 unsold and they feel that they are up against it, especially where they also have their 1921 on hand and with low prices offered for the new crop.

With the mild weather of the past two weeks, the frost is pretty well out of the ground and indications are that there will be an early spring. Growers are making preparations toward the start of the new crop.

It is not yet known how much the acreage will be reduced, and it is still a question with some whether they will go on or not as the 1921 crop shows up to them as a loss.

Creditors of the Farnham Tobacco Co., recently met to consider the present situation of the corporation's property. A plan was outlined and it is hoped that 100 cents on the dollar will be realized. The committee is composed of E. S. Johnson, C. H. Brigham, and F. H. Whipple. The farm was recently sold to F. B. Griffin.

### Looking for Storage Room

Many of the packers who are holding so much old tobacco find themselves cramped for storage room and are looking for additional room so as to take care of their new purchases.

J. B. Stewart of Windsor, Conn., former president of the New England Tobacco Growers Association has been elected to fill a vacancy on the finance board of Windsor. He is manager for the Windsor Tobacco Growers Co. and is prominent in the town's affairs.

Theodore B. Clapp of Windsor, has presented a plot of ground at Hayden's Station, to the town of Windsor to be used for park purposes.

Many of the tobacco growers gave the use of their teams in repairing the roads, among them being the American Sumatra Tobacco Co., Windsor Tobacco Growers Co., O. J. Thrall, Clark Bros., B. W. & A. A. Clark and H. C. Thrall.

### Meeting at Feeding Hills

The tobacco growers of Feeding Hills, Mass., will hold a meeting on the 24th at which Dr. Geo. H. Chapman will speak. The special subject will be control of wildfire, and arrangements will be made for demonstrations in the Feeding Hills section.

### The Soby Estate

The estate of Charles Soby, late of this city and who was a prominent cigar manufacturer for many years has been filed and amounts to over $2,000,000. A few years ago Mr. Soby sold out his cigar business and turned his activities to the Gray Pay Station Telephone Co., of which he was president and general manager. His estate was largely in securities, among them being 1,334 shares of American Tobacco corporation, 349 shares Liggett & Myers and 275 shares Lorillard Co.

In the Suffield district considerable tobacco has been bought up within the past few days by out of town buyers at prices ranging from 6 to 13 cents per pound for the hail cut tobacco. The growers in that district are pretty well discouraged and many have decided to make material reductions in the acreage the coming season, some will only grow from four to five acres against fifteen to twenty last year. It is now estimated that the tobacco acreage of 4,600 of last season will be reduced about one half, to 2,300 acres the coming season.

In other towns in the valley there will without a doubt be a decrease in the acreage as most of the farmers will not grow tobacco and take a loss after assuming the hazards of the growing season.

It is a matter of fact that the growers have received much higher prices the last two or three years on the pound basis, yet they have made but very little during that period, as the weight per acre was way below normal and the cost of production had increased very much, and it is also a fact that the 1921 crop was a high cost crop to get ready for the market and the growers again find themselves not breaking even with the cost at the prices offered during the past two weeks.

The crops that have been assorted out are found to run a very low percentage of fancy light grades, and with a much higher percentage of dark grades than in former crops. Several buyers have been buying the tobacco in the bundle and having it assorted at their warehouses so as to eliminate a mix-up in the grading. Some of the warehouses are making four kinds of seconds, namely, long, No. 2 seconds, short and broken, whereas heretofore No. 2 seconds have not been made. The crop is not assorting out as good as it was expected and packers will not be overloaded with good sound grades as was thought earlier in the season.

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

TRADE MARK

REGISTERED

# OUR 1921 CROP OF FLORIDA AND GEORGIA WRAPPERS ARE NOW READY

TRADE MARK

REGISTERED

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

## AMERICAN SUMATRA TOBACCO CO.

**131 Water Street** **New York City**

TRADE MARK REGISTERED

LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: 42 EAST FULTON ST.
Correspondence Solicited. LANCASTER, PA.

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

BINDERS FOR "TOBACCO" Common Sense Kind
Sent by Mail $1.25. Delivered at Office $1.00
Tobacco Trade Journal Co., 10 E. 39th St., New York

# Pennsylvania Tobacco Going Out In a Quiet Way

## No One Rushing to Get More Than His Share—About Half of 1921 Crop Sold—Buyers "Scouting" Through County—Federal and State Representations Meet Farmers.

LANCASTER, Pa., March 18.—Buying of the 1921 crop is still going on, but in a rather quiet way, and no one is making any strenuous effort to get more than their share.

Fully fifty per cent of the crop is still in farmers' hands and there are three reasons for this: First, the tobacco may not burn, which is a vital fault this year; secondly, late crops are heavy, boody and of poor color, and thirdly, the price.

Farmers are the last people to see the downward trend of prices and a great many of them are holding their crops for 14 and 15c for wrappers, when the packers cannot and will not pay it. Fillers are being sold at 2 and 3c and are a drug in the market—no one seems to want them. If we had export business, which, unfortunately, we haven't, fillers could be marketed readily; as it is, packers don't know what to do with them and they are littering up the warehouses waiting for a buyer.

The prices the packers are offering the farmers are from 10 to 12c for wrapper grades and 2c for fillers. The obstinate farmer who will not accept the present price may sell for even less in a few weeks, as the big buyers and packers, such as the General Cigar Co. and the Eisenlohr interests, are out of the field, having bought about all they care to pack and when the manufacturing interests are out of the field then the local packer has his innings and can buy at a reasonable price.

The writer predicts that any good burning and serviceable crops in farmers' hands after April 10 will be bought around 10c for wrappers and 2c for fillers.

These conditions prevail almost every year and the writer thinks, on account of the general stagnation of business throughout the whole country, this will again hold true this year. The poor burning crops can be used for export or by the stemmeries, but are not fit for cigars and for that reason a great many crops will remain unsold.

The stemmeries cannot use it all and the export business is nil at the present writing.

### Buyers in Field

Paul Hirschorn, of Weil & Sons, New York, is here, as also is William S. and Edwin S. Brill, of W. S. Brill & Son, 173 Water street, New York.

These gentlemen are examining the tobacco which they have bought and which is now being taken off the bulk, preparatory to being packed in cases.

They both are pleased with the looks of the tobacco and predict the tobacco will come out beautiful after the summer sweat.

They are both riding the country hunting up good burning and leafy tobacco to supply their trade this fall and coming winter.

Hyman Velenchik, of Velenchik Bros. of Philadelphia, is putting up a packing at Ephrata, Pa., and so far has bought enough tobacco to fill about 200 cases. Mr. Velenchik seems elated with his purchases and says, while it's hard work to get good burning tobacco, he is willing to spend his time and money scouring the county to find it, claiming his trade will not buy tobacco unless it burns and burns freely on the leaf.

Robert M. Gronot, of R. M. Gronot & Co., packers of Pennsylvania tobacco and growers of Connecticut shade, of this city, is making a tour of the South and is at present in New Orleans. Bob reports business rather quiet, but says it will loom up soon and has sent some very fine "fat" orders for his Connecticut shade tobacco, to the home office.

### Federal Agents and Others Meet

In a furtherance to establish a standardization of the Lancaster County tobacco a meeting of Federal and State experts in this line held a meeting at the Stevens House last Wednesday evening. Those who participated in the conference were Dr. W. W. Garner, who is in direct charge of the tobacco interests of the U. S. Agricultural Department; Dr. Gardner, professor of agronomy of the State College; Dr. E. R. Orton, professor of plant pathology, State College; E. K. Hibschman of State College, and Otto Olson, who is in charge of the Federal and state experimental station.

These gentlemen were met by representative tobacco growers of the county, but were unable to agree on any method to standardize Pennsylvania tobacco.

Every crop in this state grows different on account of the fertilizers used: also, the chemical properties of the soil vary. Some raisers have limestone soil, some have sandy, and others "clayey," so the tobacco varies so much in quality and burn it would seem a physical impossibility to formulate standard grades.

This may and has been done in the South, but no cigar tobacco raisings states have been able to fix any certain standard for grading their product.

Bloch Bros. are still buying in the southern end of the county and are paying 6 to 9c for tobacco pulled off the stalk but not sized or graded. They use this tobacco in the manufacture of their Mail Pouch brand and for which they have an enormous sale throughout the country.

Efforts to control wild-fire in this year's crop of tobacco should be centered on the seeds and seedbeds, was the message brought to the Lancaster County Growers' Association by Dr. C. R. Orton of the State College.

Dr. Orton's instructive address on the control of "wild-fire" contained a resume of the results of last year's work by the State College experimental station in efforts to learn about and combat the new and little known disease that was widely manifested in the crop last year. He said Dr. Chadman's efforts to control the "wild-fire" in the seedbeds by spraying Bordeaux mixture had proven a failure and gave the following directions to be followed this spring by the growers of tobacco in this county:

*First*—Control the disease in the seed by soaking it in a disinfecting solution made up of one ounce 40 per cent formaldehyde to one pint of water. Have the water at 65 to 70 degrees Fahrenheit and soak for a period of fifteen minutes. A warmer solution or a longer soaking period may hinder or stop the germination of the seed.

*Second*—If using an old seedbed cover of muslin disinfect by soaking it in aforementioned Formaldehyde solution for fifteen minutes, also spray the board sides with the same solution.

*Third*—Sterilize the soil in the seedbeds with steam under a pressure of from 80 to 100 pounds.

More than 100 farmers from the vicinity of Manor and East and West Hempfield townships met in the Donerville School House on Friday for the purpose of forming a co-operative tobacco marketing association.

The speakers at the meeting were John Reist, President of the Mt. Joy Association; Mr. Taylor of the Harrisburg bureau of markets; Mr. Wilkinson of Washington, D. C.; Mr. Hershey and Mr. Shenk, both of Lititz, Pa.

Business with the cigar manufacturers seems to be improving, and the writer hasn't heard as many complaints about poor business this week which is a sure sign of improvement.

No matter how slight, it is certainly encouraging to be able to report *some* better conditions. Let us hope the improvement will be progressive and become permanent—DICKIE.

## Match Imports and Exports

WASHINGTON, D. C., March 21.—Figures which have just been made public by the Department of Commerce show that in January the imports of matches were valued at $144,012, while the exports were valued at $14,328.

## Imports

(*Continued from page* 16)

Havana-Amer. Corp. ..... 75
S. Ruppin, Inc. ..... 182
E. Rosenwald & Bro. ..... 30
Stern, Mendelsohn Co., Inc. ..... 20
N. Y. Cuba Mail S. S. Co. .....1,507
Keiser & Boasberg ..... 32
J. Bernheim & Son ..... 441
M. A. Andre ..... 5
Morris Rosenberg & Co. ..... 15
Jacob Sutter & Sons (Chicago).... 32
A. Hussey Leaf Tob. Co. ..... 2
H. Duys & Co., Inc. ..... 326

Barrels

Julius Marqusee & Son, Inc. ..... 178
M. A. Andre ..... 25
Telmo Cigar M'f'g Co. ..... 30
Friend & Co., Inc. ..... 18
A. Hussey Leaf Tob. Co. ..... 20
N. Y. & Cuba Mail S. S. Co. ..... 140
American Cigar Co. ..... 48
Max Schwarz ..... 38
Selgas & Co. ..... 50
E. Spingarn & Co. ..... 25
W. K. Gresh & Co. (Norristown, Pa.) 10
Ernest Ellinger & Co. ..... 47
Lichtenstein Bros. ..... 124
S. Rossin & Sons ..... 76
H. Lopez & Co. ..... 20
E. Rosenwald & Bro. ..... 10

Packs

Lichtenstein Bros. ..... 20
Ernest Ellinger & Co. ..... 16
Max Schwarz ..... 2
Consolidated Cigar Corp. ..... 87
Pa. Warehouse & Safe Deposit Co. (Phila.) ..... 33
J. Bernheim & Son ..... 249
M. A. Andre ..... 10
Yocum Bros. ..... 20
N. Y. & Cuba Mail S. S. Co. ..... 211

Cases

N. Y. & Cuba Mail S. S. Co ..... 10

**Cigars from Porto Rico**

*S. S. Maracaibo* —March 14
Infanzon & Rodriguez .....29 Cases
*S. S. Philadelphia* —March 20

Cases

United Cigar Stores Co. ..... 59
Porto Rican American Tob. Co. ... 155
*S. S. San Lorenzo* —March 20

Cases

Infanzon & Rodriguez ..... 15
Porto Rican American Tobacco Co. 48
Porto Rican Express Co..... 4
Jose Pastrana & Co..... 2
Villar, Lanza & Co. ..... 1
United Cigar Stores Co..... 15

**Tobacco from Porto Rico**

*S. S. Maracaibo* —March 14
Infanzon & Rodriguez .....30 Barrels
*S. S. San Lorenzo* —March 20

Bales

Leo Hirsch ..... 59
Durlach Bros., Inc. ..... 21
Robert Gans ..... 14
American Sumatra Tobacco Co.. 248
S. Rossin & Sons ..... 20
Porto Rican American Tobacco Co. 6
Villar, Lanza & Co..... 37
W. O. Smith & Co. ..... 2
J. Cohn & Co. ..... 1
Hamburger Bros. & Co..... 2

Barrels

J. B. Lichtenstein & Co. ..... 50
American Sumatra Tobacco Co... 400
Leo Hirsch ..... 99
Pedro Costa ..... 11
Max Gans & Sons ..... 39
Porto Cuba Corp..... 46
Nitrate Agencies Co..... 50
William Schall & Co..... 109
S. Rossin & Sons ..... 74
Stern-Mendelsohn Co., Inc. ..... 64
S. Rossin & Sons .....1 Box
*S. S. Tanamo* —March 20

Bales

A. M. Leon ..... 8
Pedro Costa ..... 109
Universal Leaf Tobacco Co..... 90

Barrels

Combate Tobacco Co. ..... 80
David H. Delmonte ..... 100
Universal Leaf Tobacco Co..... 105
*S. S. Philadelphia* —March 20

Bales

Rosenstadt & Waller ..... 34
Porto Rican American Tob. Co..... 25
Julius Marqusee & Son, Inc. ..... 210
P. Lorillard Co. ..... 550
Hamburger Bros. & Co. ..... 11

Barrels

Hamburger Bros. & Co. ..... 90
Julius Marqusee & Son, Inc. ..... 77
Rosenstadt & Waller ..... 72
*S. S. Cornelia* —March 20
W. J. McDonald & Co.....29 Bales

**Tobacco from Rotterdam**

*S. S. Westerdyk* —March 18

Bales

Holl. Jurbasche, Tabak My..... 1,255
Wm. Quanjer, Inc. ..... 2
J. De Vries ..... 26
H. Duys & Co..... 24
*S. S. Nieuw Amsterdam* —March 19

Bales

Banco Commercial Italiana..... 176
Cullman Bros. ..... 107
H. Duys & Co., Inc..... 9
American Exchange National Bank 218
H. Duys & Co., Inc., (Evansville, Ind. In bond) ..... 25
H. Duys & Co., Inc., (Philadelphia, Pa. In bond) ..... 25

**Tobacco from Smyrna**

*S. S. Dochet* —March 14

Bales

Universal Leaf Tobacco Co..... 652
National City Bank (from Chios). 36
Liggett & Myers Tobacco Co...11,470
Melachrino Tobacco Trading Co.. 571
*S. S. Dundrennan* —March 14

Bales

Fourth Atlantic National Bank.... 455
Universal Leaf Tobacco Co..... 200

**Tobacco from Constantinople**

*S. S. Constantinople* —March 15

Bales

P. A. Raftes ..... 906
Ionian Bank, Ltd. ..... 539
Bank of Athens ..... 35

Cases

P. A. Raftes ..... 30
Ionian Bank, Ltd ..... 57

**Cigarettes from Constantinople**

*S. S. Constantinople* —March 15
N. A. Galanos .....1 Case

**Cigarettes from Alexandria**

*S. S. Patria* —March 15
American Tobacco Co.....1 Case

**Tobacco from Salonica**

*S. S. Keelung* —March 15
P. Lorillard & Co.....4,156 Bales

**Tobacco from Cavalla**

Bales

P. Lorillard & Co..... 5,483
Liggett & Myers Tobacco Co.... 5,582
American Tobacco Co. ..... 2,398
M. Athanasiou ..... 867
M. Athanasiou .....3 Cases

**Tobacco from Liverpool**

*S. S. Dakaranian* —March 15
A. Oppenheimer & Co.....4 Cases

**Tobacco from Southampton**

*S. S. Aquitania* —March 17
Irving National Bank .....3 Cases

**Snuff Tobacco from Palermo**

*S. S. Patria* —March 14
Cusinamo & Co.....24 Half Bores

**Tobacco from Sanchez**

*S. S. Huron* —March 17
Louis Delius & Co. (Bremen, Germany) .....25 Seroons

**Tobacco from Curacao**

*S. S. Philadelphia* —March 20
Paris & Co. .....1 case

**Cigarette Paper from Hamburg**

*S. S. Chickasaw* —March 21
Atlantic Forwarding Co. .....2 cases

**Cigarette Paper from Havre**

*S. S. McKeesport* —March 16

Cases

American Tobacco Co. ..... 167
Rose & Frank ..... 74
Liggett & Myers Tobacco Co.... 30

**Cigarette Paper from Rotterdam**

*S. S. Nieuw Amsterdam* —March 19
A. Newman & Co. .....1 Case

**Cigarette Paper from Liverpool**

*S. S. Cedric* —March 20

Cases

British American Tobacco Co.... 62
Quebec S. S. Co..... 5
*S. S. Dakaranian* —March 20
British American Tobacco Co..30 Cases

**Cigarette Paper from Constantinople**

*S. S. Piraeus* —March 18
Leon Boleica .....9 cases

**Cigar Bands from Cuba**

*S. S. Siboney* —March 21
A. Kern M'f'g Co. .....1 case

**Smoker's Articles from Southampton**

*S. S. Aquitania* —March 17
Murray Hill .....12 Cases

**Wood Pipes & Tobacconists Sundries from Southampton**

*S. S. Aquitania* —March 17
A. Dunhill, Inc. .....10 Cases


5th INTERNATIONAL TOBACCO TRADE

EXHIBITION

To be held in

LONDON, ENGLAND

MAY 8, 9, 10, 11, 12 & 13, 1922

ORGANIZED BY

The Leading Organ of The British and Colonial Tobacco Trade

TOBACCO

(ESTABLISHED 1881)

Your opportunity to show and sell

MACHINERY (working exhibits)

NOVELTIES (Pipes, cigarette holders, leather goods, etc.)

TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS

Write now for full particulars to

TOBACCO

Monument Station Bldgs. LONDON, E. C. 4. ENGLAND

PERFECT LITHOGRAPHY

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383 Monroe Avenue Detroit, Mich.

Exclusive Selling Agents For

THE CALVERT LITHOGRAPHING CO.

OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.

PASBACH-VOICE

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Cable, "Maxherz"

MAX HERZOG

TOBACCO BUYER

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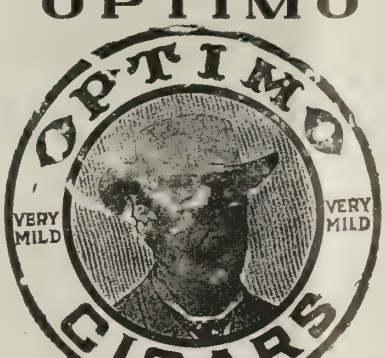


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Main Office: 1181 Broadway, New York

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CLARENDON ROAD & EAST 37TH STREET
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HIGH GRADE CIGAR LABELS AND BANDS

170 WEST RANDOLPH ST., CHICAGO, ILL.

723 BRYANT STREET, SAN FRANCISCO, CAL.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

CIGARETTE FACTORY SUPPLIES

Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.

*Write or phone for quick service.*

New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820

# Relative o' Mars Started Cigaret War Up-State!

## Cigars in Ammunition Wagon, Too!—Pat'll Paint 'Em Red—Good Men Write Quits—La Palina Warms Up—Who'll Silence Sphinx?—Sound Off for Duke—Good as Wheat.

NEW YORK STATE CAPITOL DISTRICT,
Price-Battle-Week 1922.

"Wow! Guess that poster'll hold 'em in the trenches!" gloated Jim Stubb, wiping the green ink from his fingers to the back of his pants as he completed another price-cutting shock-absorber for the window o' Stubb & Ash, Inc., penn-a-pack-profiteers to the smoking public. "Let 'em beat that! Like Johnny Jones 'we-ain't-begun-to-fight-yet'!"

"So yuh should say!" sadly observed Sam Ash, 'tending to the crush o'bargain buyers with one hand, and talking with the other. "But how should we even break a-tall on Camels at thirteen cents, two for a quarter? Or Blackstone see-gars at that there price o' Eleven-for-a-Dollar, which you just stuck up?"

"Like the apple woman, Sam, like the apple woman!" encouraged Jim Stubb, starting still another startling poster announcement. "You remember, Sam, how pleased she was, doing business at a loss? 'But see how many I'm sellin',' she said, as she put one more cent in her apron!"

### Get a Fire Hat for Chief Doyle!

"Yep, they sure are cutting cigaret prices!" admitted Cap'n P. V. Doyle, he o' the Liggett & Myers Tobacco Co.'s cigaret squadron for the Capitol District, as he halted a moment with the Hot Chair Club. "But my firm has called a truce. They don't want jobbers and retailers to sacrifice all their profits! Reasonable consumer rates are O. K., but extreme cutting is disastrous to the trade, you know that!

"Another disastrous thing is fire, and last night I received a wire from Kustas & Chambras, Po'keepsie jobbers, telling me of their blaze, and asking quick action on deliveries of new stock to replace the material destroyed that day.

"So we immediately run a flivver out of dead storage in Troy, where she'd been cooped up all Winter, loaded her down with fresh Fatimas, Chesterfields, and Piedmonts from Troy-Albany stock, and off we start on a relief expedition which arrived in Po'keepsie the next morning, in time for the day's shipments to the Kustas & Chambras trade!

"Pretty bad, eh? Guess we'd better equip a car or two with red paint and a gong, ready for instant service, anywhere! Next call may come from the Canadian border, who knows? And Fatima & Co. will instantly respond with the necessary cargoes to sustain the suffering smokers!"

### Boss Duffy and Bill Both Quit!

"Suffering smokers will have to get along without my services for a few days," remarked Bill Faust, removing the foil from the last F & D invincible in his pocket. "First off, I was home sick for several weeks. Had about everything materia medica says a fella is allowed to recover from, I reckon.

"Then I heard Sales Manager Duffy, my boss with Fitzpatrick & Draper, Kingston, had resigned. Going back to the Coast, I understand. Came here from the A. M. Gunst Co., you remember, for the General Cigar Co., in the same position. Fine fellow, hard worker.

"Well, when I heard Duffy was through, I says to myself, says I, 'Bill, you'd better quit yourself.' And I did. Sever-my-connections, and all that, you understand, next week. But I won't go to the Coast. No! I'll stay right around here, I guess. Eventually, after the trade-winds die down, I may blossom-forth (there's a happy phrase!) as an independent cigar broker. Until then—"

### Springshine Glows on La Palina!

"Well, well, another man decides to make a change, eh?" questioned M. A. Schuster, not forgetting to offer a La Palina cigar to each and every member of the Committee on Aroma, as he placed his L. W. Killeen sample case where the balance of the crowd couldn't see it. "Lots of lost motion in the cigar business, these days!

"Still, I can't say I'm doing so bad! This brand is duplicating in five out of every seven shots I've opened for it! You can't get immediate action everywhere. Today I placed it in the Masonic Temple, Albany. It's the locations and the distribution that count!

"In our retail store at Schenectady, prices are changing, too, nine times a day! At State and Jay streets we have excellent window space, and this we cram with posters announcing a new cut almost every hour on the hour!"

### Citation o'Sphinx Silencer for Ed!

"Gettin' worse, ain't it?" sourly wailed Sam Ash, offering two packs o'Lucky Strikes for a quarter, only to have the customer observe he'd rather have one for twelve-and-one-half cents. "Such a situation shouldn't be permitted to exist anneywheres except in Arabia or mebbe Egypt!

"An,' speakin' o'Egypt an' them there other prohibition states where they should be a verbotten commissioner for each oasis, I understan Ed Dearstyne is the Chief Rabban o' Cyprus Temple Mystic Shrine, for the Albany Spring Ceremonial next week.

"It will be pulled off in Harmanus Bleecker Hall, y'unnerstan, with a camel, if Mr. Ringling will loan 'em one. Or else mebbe Ed will bring up a whole case o' Camels from his South Pearl street jobbin' house for the three or four hundred thousand sand warmers expected.

"Many other important peoples is also to be on hand. Included in the list made out by Ed is Keepers of the Feather Dusters, Camel Milkers, Keepers of the Sacred Rug, Royal Palm Shakers, Cusses o' the Caravan, Knights o' the Tight Turban, Pyramid Police, Expert Rain-Makers, Keepers of the Embalming Fluid, an' the Protector o'the Mummy, y'unnerstan!"

### And Four Flourishes o' the Trumpets!

"All those birds in the air next week ought to make more trade," commented Jim Stubb, still so enthusiastic on cut-price posters that he was making one to fit every brand in the store. "Annyway, here's another new cigaret we can offer to the out-of-town travel.

"It's the Buckingham. Made by the J. J. Bagley people, Detroit, Sam, where so many cigaret chariots come from. And it seems to have that same down-in-Virginia flavour made so famous by the Buckingham tobacco, and Bagley's other sun-cured products."

### He Still Sticks to Cincos!

"Sun-cured, hey?" queried Sam Ash, urging eleven more Peter Schuyler cigars on a buyer, just because he happened to offer a dollar bill for the change of one. "Well, that's what I hear Jim Stuart is. Uh-huh. I unnerstan Jim is got almost all he should want of that there cloudless California climate!

"Yuh recall how enthusiastic Jim Stuart was about that new job he landed out there with the Franklin Automobile folks. Said he was through with this here see-gar business, an' the likes o' that! If it had been that the Eisenlohr people treated him so white, y'unnerstan, Jim woulda quit 'long before he did.

"Aneyways, he went west all het up with that there idear of the twelve or thirteen months o' sunshine each an' every year! Told his old friends in Syracuse they was all just a lil bit peculiar 'cause they couldn't see Los Angeles and them burgs was so far ahead o'Troy, and the East!

"So Jim took one of them there tourist sleepers, I guess it was, an' went out there. Landed all right, he did, an' started right in to work. Got to be a sorta adjuster, unnerstan me, for the Franklin house. Settled all disputes right off the reel, just as he used to do it on Cincos, if there was ever anney.

"An' they sent Jim all over the Coast, straightening things out. Even up there in Oregon, where battleships come from in a rush. An' in the State o'Washington, also-as-well, which, unnerstan me, is

## Directory *of* TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

on a line with Syracuse an' Albany, but not so changeable, I hear.

"Well, as I was sayin', Jim got up there in Washington on a case, lookin' for a plantation where a feller had bought it a Franklin, an' then kicked, just as some of these here birds do with us when they don't wanta pay for the hundred see-gars we send C. O. D., y'unnerstan.

"After a while Jim found the farm. It was a farm with a big F, Jim said. For, when Jim arrived in his wagonette at the front door the farmer's wife told him pop, her hubby, was down the field apiece. So Jim started off through the wheat. Well, Jim had heard o'wheat! He knew it got into flour someways! An' he knew flour made bread—an' toast!

"But never, y'unnerstan, had Jim seen so much wheat! Why, off-hand, going down, Jim figgered they was just about enough wheat right on this one farm to feed all the famines in Rooshia, nu matter if the Soviets did swipe half on it!

"An', after going on for four miles o'this, Jim suddenly spied a reaper! Looked like a reaper, anneyways! An', on top of the contraption sat a man, a reg'lar he-guy he was, too! Because, when Jim yelled, 'Hey, come down a minnet, willya?' this bird shouted right back, 'Come up an' git me! Here's a pair o'overalls, friend, put 'em on, step up, an' talk!'

"Jim did that, just that, an' in six minutes, with the aid of a Cinco, the chap says, 'O. K., neighbor, you've settled a jam that's been standin for twelve years, with that converse—an' that see-gar!'"—THE SMOKER.

### Has New Owners

PLATTEVILLE, Wis.—William Udelhoven has sold his cigar and pool business here to W. W. Wonderly and C. A. Mitchell.

## Cleveland

(*Continued from page 22*)

ported beauty that only a man of Will's physique could show to good advantage. Notwithstanding this terrific handicap, Wills is still able to sell Paramounts, Decisions, Reynolds, etc., with the best of them.

### "Stogie King" Returns from Coast

Joe Schwartz, the acknowledged "Stogie King" of all time, got in the other day from the coast. Joe reports the most successful western trip he has ever had. King Joe has a fine lot of goods that give real value to the smoker and hence has a fine trade everywhere.

### About Baer's Quality Cuttings

Jack Baer and Baer's Quality Cuttings—another combination hard to beat. Jack has put his best efforts in this product with the result that he has made some dry scrap that is as clean as a whistle and has the real stuff. In other words, gives satisfaction and real value. Lovers of a good smoke or a good chew have already found Baer's cuttings satisfactory in every single way. Anyone wanting any information about Jack or his product can find or address him at 1033 Huron road.

### Opens New Store

The Rosenberg Drug Co. opened a new store the other day at East 105th street and Ostend avenue. The Rosenberg Drug Co.'s cigar departments are things of pride to the owners, a remarkable business being done on all brands.

### Jack Brill Comes and Goes

Jack Brill, of the La Kurba Cigar Co., got in town the other day, stayed for awhile and left again. Jack is more than pleased with the way Andrew Jacksons are being taken to by the Cleveland cigar smokers.

### Graham Davis to be Here Next Week

The Wallace & Schwartz Co., local jobbers of the General Cigar Co.'s line, is waiting patiently for Graham Davis, who is expected here next week. Plans for an even more extensive advertising campaign are to be talked over with the General Cigar Co. official.

### Kaven Takes on Consolidated Line

The Louis Kaven Cigar Co. of Canton, has taken on the Consolidated Cigar Corp.'s line for that town. The frequent calls for these brands have shown this to be a most fortunate move on Lou's part. The Harvester is being featured this week with great success.

### Val Keough Returns

Val Keough, of the Preferred Havana Tobacco Co., has just returned from a mid-western business trip. Val reports business fine with Henry the Fourth leading his sales by great margins. Henry the Fourth and Val Keough are a combination hard to beat any place.

### Jacob Mazer in Town

Jacob Mazer, president of the Mazer Cigar Co., got in town the other day. Mr. Mazer was more than pleased with the way Clevelanders are buying his Detroit Hand Made and Humo cigars. The Mazer brands are jobbed here by the Baer-Wolf Co.

### Warren Searles a Visitor

Warren Searles, of Ray Oma fame, was a visitor this week. Warren's "meal ticket" has always been one of Cleveland's real favorites and Warren never has any fault to find with business in Cleveland.

### Two Clevelanders Visit Toledo

George B. Kichler and George Scrambling, two Cleveland "George's," spent some time in Toledo last week. George Kichler spent his time in the interests of the Ology cigar, the Cleveland-made cigar that is taking Toledo by storm, according to George. Mr. Scrambling went to look after his Toledo branch, a link in the chain of the efficient Scrambling distribution organization.

### Shifts to Hotel Cleveland Stand

Harry Harper, for so long with the Statler Hotel stand here, has severed connections with this concern and has gone with the Hotel Cleveland stand. Harry is well known and liked here and Val Keough picked a diamond when he got him for his stand.

### Lopez Man in Town

Mr. Ulnick, long connected with Lopez cigars, was a caller this week. Lopez cigars are good sellers here, for they are good quality cigars at a fair price.

### Baer-Wolf Co. Takes on Dry Slitz

The Baer-Wolf Co. has taken on for distribution Dry Slitz stogies, made by the Standard Cigar Co., of Pittsburgh. The Baer-Wolf Co. believes it has a real find in this product and will push them hard. These stogies will retail at five for 25c.—HERB.

## Philadelphia

(*Continued from page 17*)

### Back from Cuba

A. T. Agustinez, 22 North 11th street, has just returned from a month's trip to Cuba, where he purchased a large crop of Havana leaf. On his way north, he stopped over at Tampa for a visit to his daughter, and while in Cuba visited his sister, who lives in Havana.

T. J. Daly, superintendent of the Strafford Cigar Factory, who has been ill since last December with pneumonia, is not improving as rapidly as was anticipated.

### Fulweiler Activities

E. M. Laing is touring West Virginia, Virginia, Tennessee and the Carolinas for the P. C. Fulweiler Co. and boosting Lew Wallace and La Madrid, the firm's specialties. The entire factory of the company is now housed in the five-story building at 925 Sansom street, and Frank J. Parker, who was superintendent of the York factory, has a similar position in the new quarters. E. Y. Flickinger, lately assistant manager to John Van Miller of Reeves, Parvin & Co., will cover Philadelphia and adjacent territory with the Fulweiler products.

### Post Has New Quarters

A new factory building at 25-27-29 South Banks street, has been taken over by the Post Cigar Co. The new quarters occupy a four-story building and will be devoted to the manufacture of Post's feature, Lord Pickford.

Delay in the opening of the new Adelphia Cigar Co., at 22 South Banks street, was due to the fact that the firm could not get the labels for its new brand, owing to the strike of the lithographers in New York. Just as soon as the labels can be secured, the new factory will be put in operation.

John Kolb of the H. Sommers Co., Quakertown, is planning a trip to Europe. The Sommers Co. is now featuring its El Paxe throughout Pennsylvania.

### Cressman Interests

D. A. Gallagher, Ohio representative of Allen R. Cressman's Sons at headquarters during the week, declared there would be no question of improvement in tobacco sales conditions in the territory through which he travels. He reported much freer buying by the consumer and, as a consequence, freer buying by the retailers in the confidence that orders larger than necessary for immediate demand can be disposed of. Mr. Gallagher left for a trip to Pittsburgh and will go on to Buffalo, where he will make contact with the Empire Tobacco Co., the New York State and Lakeshore distributor for Cressman. F. D. Saunders, who travels through the Lackawanna and Luzerne districts is sending back orders which indicate that business there generally, and for the Cressman goods particularly, is very strong. The company is shipping into this territory at least a million cigars a month.

### Bayuks Make Pilgrimage to Gotham

A group of executives of Bayuk Bros., headed by Samuel Bayuk, Meyer Bayuk, Louis Kramer, H. L. Hirst, A. N. Hirst and Fred J. W. Allen, journeyed over to New York during the week to meet the New York-Havana boosters at the headquarters there, 119 Lafayette street, and after that to sit down with them at banquet. Elwin Geitel, assistant to Fred J. W. Allen, retail sales manager, is ill at his home suffering from a carbuncle. E. Hoffman & Co., Chicago, distributors for the Bayuk lines, are sending in very large orders, due in part to the co-operation they have been receiving from Charles L. Steffen and Fred G. Moritz.

### Still in Round Hole

The affairs of the Square Circle Cigar Co., 5th and Walnut streets, are still in an unsettled condition despite the fact that Jacob Oxman has out his sign as the new proprietor. It is understood that a majority, both in number and in amount of claim of the creditors, have signed the agreement with the former proprietors who have been circulating it, accepting a 50 per cent settlement. A number of creditors, however, refuse to compromise and insist on a 100 per cent payment and one of these has secured an attachment and has a sheriff's deputy in charge of it. The gross liabilities of the firm are reported to be $6,600, including $1,200 for a fountain. An arrangement for the amicable settlement of which has been made by its manufacturers. Of remaining $5,400, something like $1,100 is represented by the claim of a preferred creditor, and deductions are made for other liabilities by the disaffected creditors, which they say makes it entirely possible with the $3,275 cash on hand to pay off all claims in full.

### Frishmuth Estate

An inventory was filed during the week of the personal estate of James C. W. Frishmuth, tobacco manufacturer, who died on December 25. It values his estate at $274,597.93 including an interest of $200,000 in the firm of Frishmuth Bros.

The cigar store of Wm. Lukens, Frankford avenue and Paul street, was slightly damaged by fire of unknown origin during the week.

### Trade Notes

Very large sales of the Madame Butterfly are reported at the Sterner Store, 12th and Market streets; indeed the proprietor says that this brand has been the quickest moving 10 cent line which he has had in his establishment in recent years.

Harry Boston of Demuth & Co., and Samuel Mannheimer of Kauffman Bros. & Bondy, are both to be in the city during the week.

José Alvarez has purchased the entire business of the estate of his father and name sake, who died in 1916. The business has been established since 1880, and the firm features the Alvara and the DuBarry.

George Blover, representing the Disel-Wimmer Co., Lima, Ohio, manufacturers of the San Felice, and El Verso, was in the city during the week on a social visit.

Baum & Meely, 1425 Chestnut street, distributors for the San Martin & Leon firm, Tampa, Fla., report active sales.

Charles Bobrow of Bobrow Bros., is on a western trip in the interests of the Bolds. He is reporting to the home headquarters with large bookings for immediate delivery.

## CLASSIFIED ADVERTISEMENTS

**Learn to say "COMBATE" (Combat)**

The COMBATE TOBACCO CORPORATION was incorporated in Porto Rico on December 28, 1921, and is taking charge of the greater part of the leaf and manufactured tobacco business of its President, Mr. Javier Alonso Riera. Although its name is new its personnel averages over 30 years' experience in the tobacco business. Its Directors are the following gentlemen:

Mr. Enrique Alonso Riera.
" Javier Alonso Riera.
" Filiberto Gonzalez.
" A. Leon.
" P. Pruna.
" C. W. Boom.
" R. Leon.
" V. Alonso.

Before doing any business in tobacco either in Porto Rico or in Santo Domingo ask for the references of the Directors of "COMBATE" and write to the main office at 14 Tetuan St., San Juan, Porto Rico; or see Mr. J. A. Riera at the Hotel McAlpin sometime this month.

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LIGHT BROWN. MEDIUM TO DARK.
No. 1, 17 in. V., $1.15; No. 2, 17 in. V., 90c.; No. 3, 16 in. M. L., 90c. per lb.
No. 4, 15 in. V., 80c.; No. 5, 14 in. V., 75c.; No. 6, 12 in. M. L., 60c. per lb.
CONNECTICUT PRIME WRAPPERS. EQUALS IMPORTED JAVA.
No. 7, 20 in. L., $1.25; No. 8, 17 in. L., $1.00; No. 9, 15 in. L., 75c. per lb.
No. 10, 12 in. M., 90c.; No. 11, 18 in. M., 50c.
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| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
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# TOBACCO

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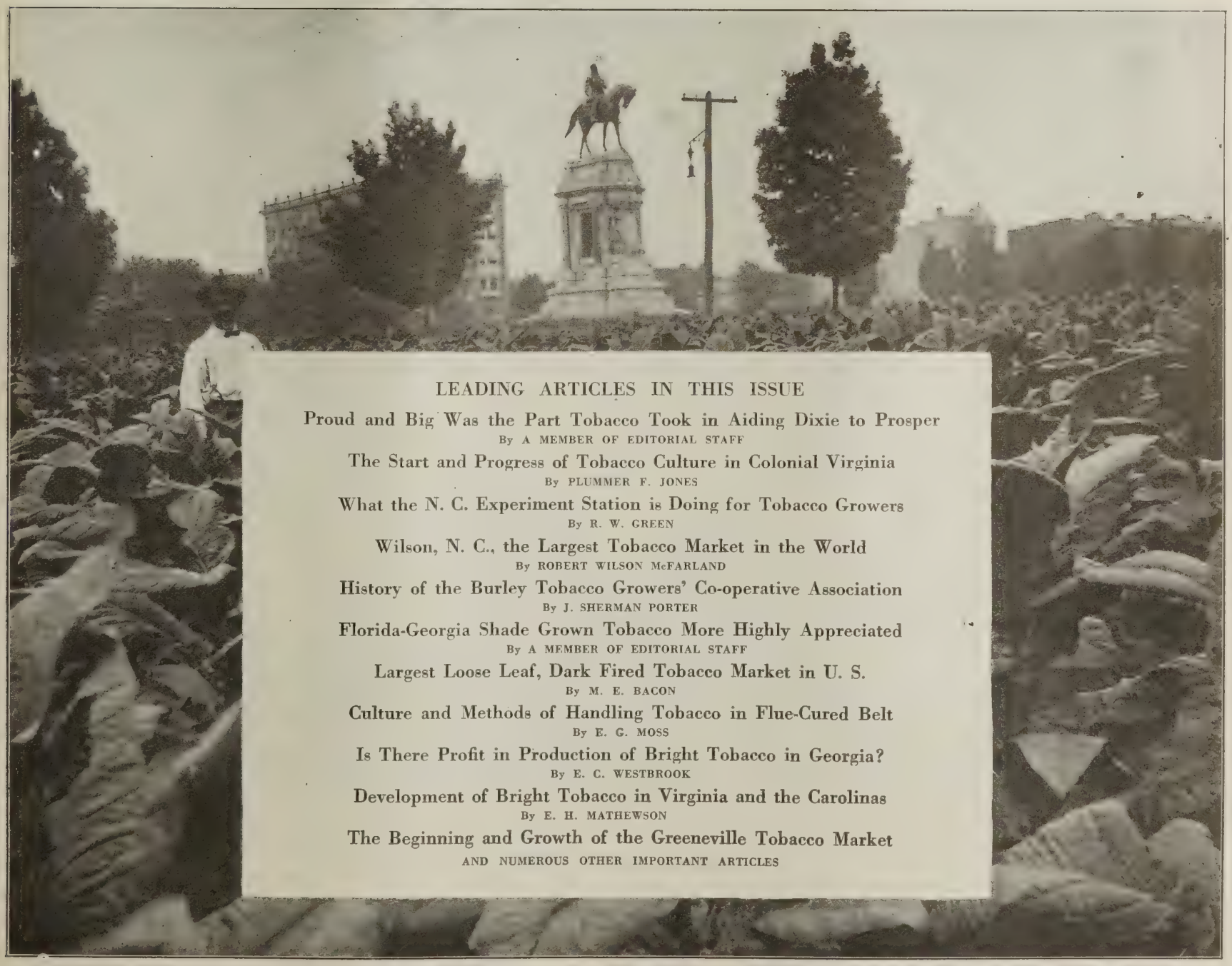

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# Proud and Big Was the Part Tobacco Took in Aiding Dixie to Prosper

**A Slant at the Plant from the First Settlement to the Civil War—Beginning in the Garden of Pocahontas—Originally and Always a Money Crop—The Financial Mainstay of the Colonists—Success of the Planters Accelerated the Development of the Country—How Prices Fluctuated in the Olden Days—The Increase of Exportation — The Advancement of Agriculture — The High Water Mark of Importance—Tobacco Constantly Encouraged Progress—Its Influence on Legislation—How the Weed Indeed Contributed to the Growth and Glory of the South.**

DOWN "In Dixie land, we take our stand," to look back at the history of tobacco. Chant the praises of the tobacco plant as it appears through the vista of years. Salute the threefold symbol of peace, thrift and achievement. Note well how tobacco assisted in the development of that part of the United States usually known as "The South." The beneficent influence of tobacco is attested, the enduring importance of tobacco is proven, the close association of tobacco and prosperity is shown, by many guide posts on the road to yesterday and beyond. Explorer, pioneer and patriot realized the advantage of planting tobacco. From old Colonial days to the present time, tobacco obtained high regard as a money crop. Anciently the cured leaf was utilized as currency. Ever since the advent of white men in America, tobacco has been an incentive to industry.

### The Pipe of Peace

In Virginia, the white man's "better acquaintance" with tobacco began when the Werowance (war chief) of the Quiquoghcohannocks offered a lighted pipe, as a token of amity, to Captain John Smith and others at Kecoughtan (now Hampton) on April 30, 1607. Thus, some of the newcomers commenced smoking before the first settlement was made at Jamestown.

Some months after the marriage of Pocahontas to John Rolfe, Powhatan granted to his English son-in-law a tract of land on the James River. Included in this gift of real estate was the garden of Pocahontas, a cleared space having soil particularly favorable to the growth of tobacco. Indians called it a choice place.

### The Fragrant Burden

When Rolfe and his wife went to England in 1616, they took with them "about three hundred weight" of tobacco, part of a little crop that had been grown in the garden of Pocahontas.

Success with small patches of tobacco obtained the year previously on Rolfe's plantation at Varina on the James, caused Governor Yeardley in 1616, to urge the colonists to grow tobacco.

But not much was done toward extending tobacco culture until Rolfe, who had been made secretary of the colony, returned to Virginia from England in 1617.

Rolfe came back to America determined to achieve a fortune. Despite official duties, it seems that he did more than keep things going" on his plantation. During 1618, he "had considerable land cleared". The next year he was ready to plant a much larger tobacco crop. From about 24 acres "that year he got upwards of 8 tonnes" of dried tobacco. The leaf happened to be of better quality than any of the English had grown previously in Virginia.

### Tobacco Kept Pace With Population

As the population grew and new settlements were made the crop increased proportionately, not only in Virginia, but in Maryland and North Carolina as well. From the James River valley its cultivation was extended to the York, Rappahannock and Potomac River settlements and then along the Chesapeake clearings in Maryland, and southward into the Albermarle and Pamlico districts in North Carolina. The history of this progress is shown in the table below:

| Year | Pounds |
|---|---|
| 1618 | 20,000 |
| 1619 | 40,000 |
| 1620 | 55,000 |
| 1621 | 60,000 |
| 1627 | 500,000 |
| 1639 | 1,500,000 |
| 1641 | 1,300,000 |
| 1664 | 23,750,000 |
| 1688 | 29,147,000 |
| 1691 | 36,000,000 |
| 1706 | 28,858,000 |
| 1745 | 38,230,000 |
| 1753 | 48,263,000 |
| 1765 | 75,482,000 |
| 1774 | 101,828,617 |
| 1790 | 130,000,000 |

### Colonists Suffered From Over-Production

Indeed, the supply had grown so large that the colonists frequently suffered from overproduction and subsequent low prices. These temporary depressions were a serious matter to Virginia and Maryland, where tobacco formed the only important, if not exclusive, commercial crop. The general downward trend of prices year by year is indicated as follows:

| Year | Cents per pound |
|---|---|
| 1618 | 54.75 |
| 1620 | 54.75 |
| 1639 | 6.08 |
| 1647 | 6.08 |
| 1688 | 3.08 |
| 1703 | 2.03 |
| 1730 | 1.52 |
| 1744 | 4.06 |
| 1790 | 3.40 |

### Various Expedients Were Futile

It is interesting to note the various means employed by the colonists to check this downward course of prices and avert depressions. An unsuccessful attempt was made through colonial assemblies to get the planters of Virginia, Maryland and North Carolina to cease planting totally from February 1666, to February 1667. Mutual suspicion frustrated this plan. The Virginia and Maryland assemblies frequently fixed the prices of tobacco with a view of keeping prices up, and, to make doubly sure of a real increase in price, the price of other commodities was also fixed by statute. Another method resorted to was to limit by statute the maximum number of tobacco plants each planter could cultivate. Frequent depressions, however, had left the planters in such financial straits that the Virginia assembly at last declared that all debts could be legally cancelled upon payment of 40 per cent of the obligations in terms of tobacco, the prices of which had already been fixed by law. Finally Parliament and the King attempted to induce the colonists to raise other crops. Flax, hemp, cotton and silk were tried, but each yielded an inadequate return.

### Tobacco More Profitable Than Wheat

Captain John Smith said that a man's labor in tobacco cultivation was worth six times that in raising wheat. It was not alone the fertility of the soil, but the fact that tobacco required a less expenditure of energy and money, and had more value to bulk and weight than wheat. To clear the forests was a laborious and expensive task, and a few acres of tobacco land not only yielded better returns than a larger area devoted to wheat cultivation, but the transportation of tobacco to market was much cheaper for an equal bulk. The custom was to grow tobacco in virgin soil for from five to eight years, and then turn it into wheat or corn land. In colonial days, as tobacco plantations were usually situated along navigable streams, the crop was easy to handle.

### The Three Earliest Types Grown

There were three distinct types of tobacco grown and marketed in colonial days: sweet-scented (lightweight), Orinoco (heavyweight), and Pryor (a medium weight). The first two were grown on river bottom land. The first settlers at Jamestown adopted the Indians' method of planting the seed at regular intervals in the pulverized soil of a garden plot. The present method of transplanting was borrowed about the middle of the seventeenth century from the English system of growing vegetables. From the Indians was learned the usefulness of suckering the plant. Up to about 1670 the tobacco was prepared by piling the leaves in a heap and leaving it in the open air until cured. The process of hanging the leaves in a barn to be cured by the air or ventilation method came later, and it was not until the latter part of the eighteenth century that artificial heat was used in curing the leaf.

### "Tobacco Notes" Used As Legal Tender

Originally tobacco was put up for the market in rolls of 100 pounds. Then the cask or hogshead was introduced. These contained anywhere from 500 to 1,500 pounds. Tobacco was brought to the warehouse where it was weighed, inspected and graded by the government official and the planter was given a tobacco receipt or a "tobacco note" as it was called. The planter either sold this note to a tobacco merchant or exchanged it for other commodities. These tobacco notes were legal tender and were honored freely anywhere in the colonies.

At the end of the colonial period tobacco had reached the high water mark of its importance. In 1790 it ranked second in value on the list of exports and amounted to $4,349,567, or 21½ per cent of the colonial exports ($20,000,000).

### Tobacco Currency

So important did tobacco become during colonial days, it was for some time adopted

as the currency system of Virginia and Maryland. Tobacco was the standard of value. It was accepted and required in payment of taxes, attorneys' fees, physicians' fees, merchants' bills, and in exchange for other wares. Foreign debts were liquidated by tobacco notes, and these notes, issued by the government inspector to the planter on depositing his crop in the warehouse, passed current all over the colonies. Public revenues in Virginia and Maryland were largely derived from tobacco.

### Chief Economic Features

No important economic institution remained uninfluenced during the colonial times by cultivation of tobacco; land tenure, system of production, slavery, wealth accumulation, currency, public revenues—all were directly affected, and, while tobacco gave way to cotton as the leading crop for the South as a whole, it still remained an important agricultural crop from Virginia, Maryland, North Carolina, Kentucky, Missouri and Tennessee. It was tobacco which, at first unassisted and then in conjunction with cotton, stamped upon the South its chief economic features.

### Plantation Methods of Cultivation

One of the direct results of tobacco culture was the adoption of the plantation methods of cultivation in the South. Tobacco required virgin soil, and this led the early settlers to take up large estates, so that when one part became too poor for tobacco culture the planter would extend his crops to new land. Estates of 5,000 acres were common in Virginia and Maryland in the seventeenth century.

The history of exportation from 1790 to 1865 is summarized in the following table from Special Report on Statistics of the Manufacturers of Tobacco, Tenth Census, showing exports of tobacco by typical five-year periods.

| Years | Hogsheads |
|---|---|
| 1790-94 | 465,065 |
| 1819-23 | 402,403 |
| 1833-37 | 474,759 |
| 1843-47 | 688,424 |
| 1857-61 | 811,454 |

### A Prosperity Barometer

In Virginia, Maryland and North Carolina during colonial days, and later in Kentucky and Tennessee, tobacco was a barometer which measured the prosperity of the people. In 1790, exports reached $4,349,569; in 1840, $9,883,957; and in 1860 $15,906,547. The per capita wealth in the South in 1790 was much greater than that of the North, being for the free population, $137.98 for New England, $145.41 for middle states, and $217.07 for the Southern states. The South was not only the largest tobacco producing section of this country, but of the world, and its acknowledged wealth corresponded with its leadership in political affairs.

At the beginning of the nineteenth century the dark export types of Virginia and the light pipe-smoking tobacco of Maryland were the only classes of tobacco grown in this country.

### Foreign Demand for Colored Tobaccos

In 1812 the demand by foreign countries for colored tobaccos was so great that artificial heat was employed in curing. In this way the piebald, or spangled, tobacco of Virginia was developed. Until 1828, wood fires were the only artificial means known of curing tobacco. About this time flues and charcoal fires began to be used. It was not until 1865 that flue curing entirely superseded charcoal fires in the production of the bright yellow varieties.

### Production Fluctuations in Maryland

In 1825, the amount of tobacco produced in Maryland was about 15,000 hogsheads; in 1846, it was 41,000 hogsheads, and in 1860, it was 51,000 hogsheads this being the largest yield ever produced in that state. During the Civil War the yield decreased, and in 1865, it was only 25,000 hogsheads. In 1878, the yield again increased to 46,000 hogsheads, while in 1890, the lowest production of the State was recorded, 14,000 hogsheads. In 1892, the yield rose to 27,000 hogsheads. The Maryland tobacco is consumed principally in Holland and France. Germany bought some in former years. Maryland's 1919 yield of tobacco amounted to 19,575,000 pounds.

### Early Production in Kentucky

In 1785 tobacco production was of considerable importance in northern Kentucky and adjoining counties of Ohio, while in the central and southern portions of Kentucky and Tennessee this industry came into prominence about the year 1810.

Daughter of an Indian chief, she was looked on by her white contemporaries as being of royal blood and no less a person than King James was inclined to censure Rolfe for daring to marry the dusky Pocahontas. Her fellow Indians taught the first settlers the use of tobacco

Of the population of the Southern States in 1790, nearly one half, for prosperity, depended on the cultivation of tobacco. Although in 1800 tobacco was still the leading Southern product, it was rapidly surrendering its supremacy to cotton. The effects of the embargo and the War of 1812 were disastrous to the tobacco planters. In 1806 our tobacco exports were 83,186 hogsheads, in 1808 they fell to 9,576 hogsheads. In 1810 84,134 hogsheads were exported, but in 1814 only 3,125 hogsheads. The direct effect, however, was even more significant. When our European markets were cut off, the production of leaf tobacco was encouraged on the Continent and supplies were brought from Cuba, Colombia and Sumatra. The fiscal policy of European nations also checked the cultivation of tobacco. To recoup themselves for the losses incurred by the Napoleonic wars high import taxes were levied on all articles of luxury, including tobacco. England raised her tax from 28 cents a pound to 75 cents a pound.

### Two Wealth Producers

The principal factor, however, operating against the progress of tobacco was the increasing profitableness and growing importance of cotton. Whitney's cotton gin and the power loom cheapened the manufacture of cotton goods and gave tremendous stimulus to cotton cultivation. Southern capital—land and slaves—was diverted from tobacco to cotton plantations. Slaves and land had become too valuable to be used in the cultivation of tobacco.

The immediate result was to enrich the tobacco planter, whose slaves and land doubled in value because of the demand for both by the cotton planters. The ultimate effect, however, was to make cotton, and not tobacco, the most important crop of the South.

### Secured New Life

From 1790 to 1840 the industry was stationary. It was not until 1840 that our tobacco exports equalled those of 1790. Improvements, however, in the curing of tobacco gave the industry new life. Prior to 1812 most tobacco was cured in the open air. Subsequently wood fires were used for curing and in 1837 charcoal was introduced. The "yellow bright", a popular leaf, was made possible by the new methods. In 1852 a lemon-colored leaf was grown for the first time on a sandy ridge in Caswell County, North Carolina. This type opened new markets in Europe. From North Carolina this new leaf was carried into Kentucky, Ohio and Tennessee. In a single decade, from 1850 to 1860, tobacco production increased 115 per cent.

### First Stimulus to Western Migration

The urgent need of taking up new land was the first stimulus to westward migration from Virginia over the Alleghenies into Ohio, Kentucky and Tennessee, which later became important tobacco states.

Up to the year 1833 by far the largest part of the tobacco grown in Kentucky and Tennessee was sent by the planters in boats to New Orleans for shipment to foreign countries. In 1833, however, warehouses were established in Clarksville, Tenn., and, a little later, others sprang up in Louisville.

The soil in the older states was becoming impoverished, due to the old methods of cultivation, the single crop methods, with no fertilizer and no rotation of crops; and the newer states were making greater progress in tobacco culture. In 1859 the production of Kentucky, Ohio and Tennessee, states which did not figure at all in 1790, was 176,707,518 pounds; that of Virginia, Maryland and North Carolina, 195,232,520 pounds.

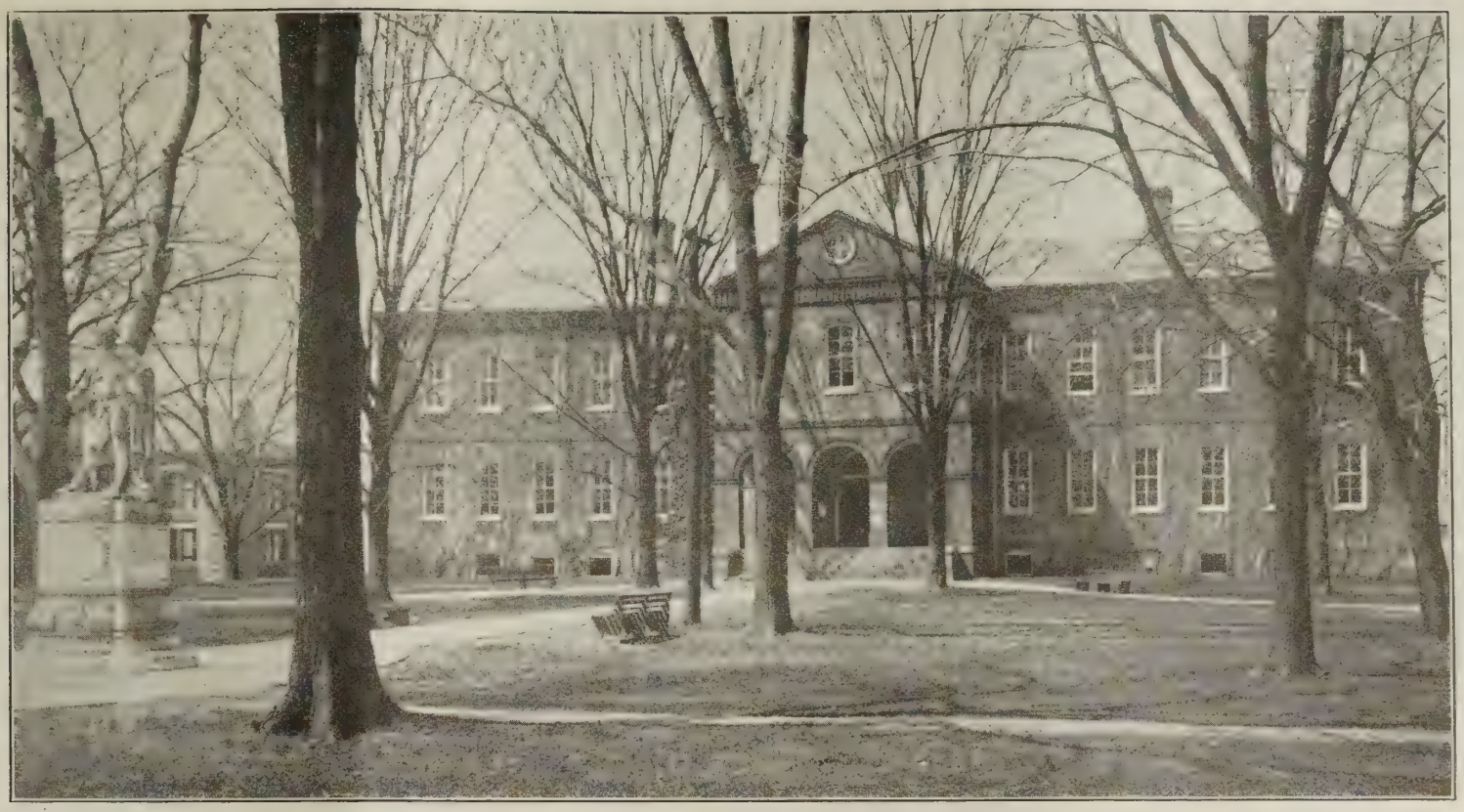
### Production in Missouri

The culture of tobacco was being rapidly pushed in Missouri. In 1850 Missouri produced only 17,113,784 pounds, whereas in 1860 that state raised 25,586,196 pounds. The principal tobacco counties were Chariton, Howard, Franklin, Pike and Callaway. Of these Chariton county alone has remained a tobacco county to any large extent.

Production of Leaf Tobacco in 1859.

| State. | Pounds. |
|---|---|
| Virginia | 123,968,312 |
| Kentucky | 108,126,840 |
| Tennessee | 43,488,097 |
| Maryland | 38,410,965 |
| North Carolina | 32,853,250 |

One half of the total crop was exported in 1860. England still being the chief market, though Germany was a close second.



The main building of William & Mary College, Williamsburgh, Virginia, was designed by Sir Christopher Wren, the noted architect, who rebuilt St. Paul's Cathedral and most of the London churches after the Great Fire of 1666. At the left stands the statue of Lord Botetourt, who ruled Virginia in the days of her prosperity from tobacco growing. In those "Good Old Colony Times" the institution was partially supported by tobacco taxes.

# The Start and Progress of Tobacco Culture in Colonial Virginia

## Indians Cultivated the Plant in Crude Manner—Cultural Improvements by English Colonists Were Slow But Sure—Ships Early Laden with Aromatic "Weed"—The "Old Dominion" State Has Produced Good Tobacco and Famous Statesmen.

By PLUMMER F. JONES

WHEN Captain John Smith,on May 13, 1607, with his little company of English settlers, sailed slowly up Hampton Roads into the broad month of James River, and stepped off in the dense primeval forests of Jamestown Island, a tall savage stepped forth to greet them, a vicious-looking tomahawk in one hand and a tobacco pipe in the other. It is quite useless to say that Smith lost little time in choosing the pipe; and, incidentally, this instrument has remained in the hands of his descendants to this good day.

### Early Use of Tobacco

It was not at Jamestown, however, that the settlers got their introduction to tobacco, for it is a matter of history that when Columbus returned to Spain after his discovery of the Western Hemisphere he carried tobacco leaves back with him; and for a period of fifty years previous to the first permanent settlement of Virginia by the English, European ships had been bringing home tobacco from the West Indies as return cargoes. As a result, the tobacco habit had been formed already in many European countries, and after Sir Walter Raleigh returned from his Carolina adventures, he, with Sir Francis Drake, did much to popularize the smoking of tobacco which Sir John Hawkins is given the credit for introducing into England in 1585. Raleigh is also known to have grown tobacco in Ireland, in 1586, and years following, and it was grown in other portions of the British Isles as an ornamental plant before the beginning of the seventeenth century. Indeed, tobacco was largely used in England before the Jamestown settlement, and already strong protests had been made to the use of the plant though this opposition appears to have done nothing towards checking its use.

### Crudely Cultivated by Indians

So when the English settlers first looked around them they found the tobacco plant growing upon Virginia soil, not spontaneously, but crudely cultivated by the Indians. It is described as inferior in size and vigor to the West Indian tobacco plant, but this difference was probably due to the difference in the climate rather than the fertility of the soil, for the primeval mould of Virginia, especially on the banks of the lower James, was as rich as any soil in the world and produced the grain crops in great abundance.

### Beginning of Tobacco Industry

During the first four or five years after the colonists landed at Jamestown there was a desperate struggle for existence. There were savages and wild animals to fight and a new land to become acclimated to, and the little band of adventurers had their hands full enough; but by 1612, five years after the landing, the cultivation of tobacco began. The celebrated John Rolfe, husband of Pocahontas, has the credit for beginning the industry. In the first place, Rolfe was a smoker and loved his pipe, and he had grown tired of bartering with the Indians for his supply. Again, he was rather level-headed, and he had found that the Colonists needed a product which they could ship to England and trade for goods which they were compelled to have in Virginia—clothing, metallic implements, medicines and other necessities. Previous to 1612, nothing but sassafras and clapboard appears to have been sold from Virginia into England—not very important.

### Became Adepts in Culture and Curing

By 1616, which, by the way, was the year when William Shakespeare died in England, Virginia was producing tobacco in considerable quantities, and its quality was such that John Rolfe ventured to suggest that it would bear favorable comparison with the tobacco of the West Indies. Hamor, who seems to have known the plant well, declared that the Colony, as early as 1616, afforded a plant equal to that of Trinidad, and as strong, sweet, and pleasant as any under the sun, and he stated further that the Virginians were becoming so skillful in its production and curing that it must in a short time become as popular in England as the Spanish product.

### A Mixed Cargo

When Sir Thomas Dale returned to England, in 1616, he took with him: "tobacco, sasafrix, pych, potashes, sturgyon, and cavyarge, and other such lyke commodtyes as yet that country yielded." But tobacco had become by far the most valuable product of Virginia, even then, and by 1618, the first official records report that 20,000 pounds of tobacco was produced in Virginia, and that its value was 54¾ cents a pound. At this time, cleared land being at a premium, the crop was grown actually in the streets and in the market place at Jamestown.

By 1621 tobacco was being exchanged in Ireland for stock cattle, a heifer costing eleven pounds sterling or 130 pounds of tobacco, at the option of the purchasers.

### Crude Implements Used in Cultivating

Up to this time the tobacco and other products, including corn and wheat, had been

**The famous old Powder Horn at Williamsburgh, erected in 1714, about the beginning of colonial Virginia's greatest prosperity from the cultivation of tobacco. At that time the weed had been grown along the banks of York, James and Pamunkey for over a century.**

produced without plows, the land having been broken up and worked entirely with what might be presumably called the crudest kind of hoes made by amateur blacksmiths. Plows and mechanics were soon brought from England, however, and shortly after 1620 the colony contained 2,000 persons who were producing in quantities, not only tobacco, but grain and all kinds of garden vegetables in great abundance. It was at this time that Rolfe apportioned to each capable man four acres of corn and one thousand tobacco plants. It was computed that two active laborers could produce tobacco worth fifty pounds sterling in the English market. Richard Brewer claimed that in one year he had, with the assistance of three men, secured two thousand eight hundred pounds of tobacco and one hundred bushels of grain. William Capps, with three boys, had produced three hundred pounds of tobacco and one hundred and eleven barrels of Indian corn.

### Haphazard Indian Method

Up to 1622, tobacco was cured in the crude Indian manner, by merely throwing the leaves together in a heap and allowing it to dry and be colored as best it could under the circumstances; but seven years after Rolfe's original experiment, a Mr. Lambert introduced the plan of stringing the leaves upon lines, this being the first step, so far as we know, in the evolution of the tobacco stick so well known to everyone now familiar with tobacco culture of the present age. It was likewise somewhere in the sixteen-twenties that tobacco houses or barns were first erected in and around Jamestown.

By 1627 Virginia was producing and shipping to England 500,000 pounds of tobacco. It was commanding practically the entire attention of the colonists, so much so that the royal commissioners of the London Company made inquiry as to why, with such rich soil and so fine a climate, the Virginians were exporting but one commodity. Captain John Smith showed conclusively that the reason was economic, as a man's labor in tobacco was calculated to be worth sixty pounds, in grain it was worth only ten; hence the colonists raised tobacco. Sandys held precisely the same view and so expressed himself.

### First Inspection Law

The first general inspection law of the Virginia colony was enacted by the Assembly in 1619, when a regulation provided that when tobacco was brought to the magazine, after it had been thoroughly aired, all that was of exceptionally mean quality should be burnt. This law was afterwards extended throughout the colony and sworn men were appointed to destroy all inferior grades. This was especially necessary since so many inexperienced men were coming over at all times from England for the purpose of getting rich quickly on tobacco. Time after time, throughout colonial days, efforts were made to improve the grades of the product, as there was more or less complaint in England about the product's being inferior to the Spanish tobacco. Inspectors were given authority to destroy at the public warehouses all leaf below certain fixed grades, but it was found hard to enforce the laws on personal grounds, and many of the regulations could not be carried out.

### Government and Agents Fixed Prices

With the development and settling up of Maryland the production of tobacco greatly increased, and by 1639, the total exports for the two colonies reached the large total of 1,500,000 pounds. By this time the value had dropped, as might have been expected, and it was selling in England at 6.08 cents a pound. Although the tobacco market in Europe was rapidly expanding, being shipped to several countries through England and Scotland, the production in Virginia and Maryland increased at a still greater rate. England at this time prohibited the importation of tobacco from any country except the colonies, and at the same time prohibited the colonies, except under penalty of a tax, from selling their tobacco anywhere except in the mother country. This gave the English government and agents power to set the prices of tobacco, and this they did. In a few years England was the great supply center for leaf tobacco for the rest of Europe.

### "Long Sort" and "Lugs"

There is not much on record to indicate the nature of the grades of tobacco raised in early colonial days, but the finest of the exported tobacco was spoken of as the "long sort." A record of early York county, now in the Virginia State Library at Richmond, dated 1686, indicates that one barrel of "lugs" formed a part of the appraised estate of Robert Clark, of York. This is the earliest mention on record of a term now used universally to describe the lowest grades of tobacco leaves.

The exports of leaf tobacco from the colonies in 1664, amounted to 23,750,000 pounds, and the price paid was 3.09 cents a pound. In 1665, the ships sailing from Virginia represented the following English towns: Bristol, Weymouth, Dartmouth, Hull, Plymouth, London, Biddeford and Barnstaple. The latter part of May, 1666, eighteen hailing from Bristol and thirteen from other ports departed from the colony. On an average, eighty vessels were engaged during this period in transporting tobacco from Virginia to England and Ireland.

### Sought "Cut-Out" for Year

From 1655 to 1662, the average value of a pound of tobacco was probably not much above two pence in Virginia, and when transported to England hardly brought four pence. Early in 1662, a petition signed by many merchants and planters in Virginia was offered to the King in Council, begging him to command a total cessation of tobacco culture in Virginia and Maryland during the year 1663. Following the customary line of argument, the petitioners alleged that this would be an effective means of directing the attention of the people of the Colonies to the staple commodities. It is a remarkable commentary on the change of feeling on the part of the authorities in England that this appeal was rejected, and instructions were given that no similar document be presented to Council again, but this action was subsequently recalled, probably because it was considered to be both illegal and intemperate.

### Wanted Planting Season Restricted

Representatives of Virginia and Maryland, under council appointment, met at Wicocomico in May, 1663, to consider a proposition advanced by Virginia, that all tobacco planting after the 20th day of June of each year should be prohibited, but the proposition, although it received the approval of the Assembly of Virginia, was rejected by the Assembly of Maryland. Maryland had requested that the cultivation of tobacco be totally discontinued for one year, but Virginia opposed the proposition on the grounds that planters would be unable to give their servants clothing and tools, as they would have nothing to purchase them with; and secondly, that it would discourage shipping to allow vessels to remain idle and out of commission for a whole year. So the attempts of the two neighbor colonies to restrict tobacco culture came to naught. Many other efforts were made, in one way or another, throughout the years of depression and low prices, to curtail tobacco production, but it seems that nothing practicable could be suggested or carried out.

In the enormous production, as cited, in 1664, Virginia and Maryland together produced fifty thousand hogsheads, or about a hogshead and a half for each person, old and young, in the two colonies. This crop brought a hundred and fifty thousand pounds sterling, or three pounds and three quarters for each person. The smallness of the price is said to have brought the planters in debt to the extent of fifty thousand pounds sterling.

### Three Saving Graces Prevented Rebellion

England, in order to encourage the colonists, and to incite them to new industries, offered to allow such products as pitch, tar and hemp to come into the country free of duty. But this did not materially help matters, for in the year 1666, the tobacco crop of Virginia was so large that it required one hundred vessels to transport it, and in the next year tobacco brought only half a penny a pound, and it is said that but three influences prevented the small landowners of Virginia from rising in rebellion, and they were, faith in the mercy of God, loyalty to the King, and affection for the Governor.

### Storms Played Havoc

Fortunately, or unfortunately, depending upon how the matter is viewed, a fearful storm

swept over the Virginia colony in the Summer of 1667, a storm whose violence and length exceeded anything thereto or subsequently known in America. It began with a hailstorm with stones as large as turkey eggs, destroying the fruit and many crops and perforating roofs and windows: then followed about forty days of pouring rain. Near its conclusion, on August 27, a great hurricane arose and blew for twenty-four hours with unexampled fury. Then came floods which deluged the eastern shores of the rivers. Ten thousand houses were wrecked, and the crops were scattered in ruin about the fields. Some say that about one-third of the total crop was saved, others state that four-fifths were destroyed. Even with the effects of the storm, it required eighty ships to carry the tobacco crop to England, about fifty of these eighty vessels, however, being employed to carry the surplus from the enormous crop of the year before.

### History Repeating Itself

It can plainly be seen that Colonial Virginia had practically the same problems to solve which confront the tobacco growers of today. There was a constant complaint of low prices from the planters and a constant retort from England that the supply was greater than the demand. Plans for curtailing, however clever or insistent, had about as little success as similar plans in the tobacco growing States during the early years of the twentieth century.

### Original "Night Riders"

Conditions in Virginia during the early Spring of 1682, after a number of years of hard times, were so deplorable that the people of a number of the counties petitioned the Governor to call together the Assembly for the purpose of forbidding the planting of tobacco for a time. The Assembly met, deliberated, thundered, fulminated, broiled, and adjourned without accomplishing anything. It was just here that the Virginia tobacco growers anticipated the Kentuckians by three hundred years and organized an army of what might have been termed "night riders," and did not stop until they had almost completely wiped out of existence the entire planted tobacco crop of New Kent, York, Gloucester, and Middlesex counties. It is estimated that ten thousand hogsheads of the best growing tobacco was destroyed.

Just about this period of fearful depression the unexpected occurred. There was a wonderful transformation, so common in the early history of Virginia, when, without definite cause, unless by the destruction just cited, tobacco began to sell at comparatively high prices, and the crop of 1683, an enormous one, brought eminently satisfactory prices in England, and immediately the country settled down to a state of comparative prosperity.

About that time occurred an event which had a tremendous influence upon the subsequent life of the Colony and the great commonwealth of Virginia which was to rise, and that was the establishment in "Middle Plantation," later Williamsburg, of the College of William and Mary.

**The Brafferton Building, William and Mary College, erected for an Indian school in 1723, is said to be the oldest building in the United States used for educational purposes.**

### "Damn Your Souls; Make Tobacco"

James Blair, a Scotch Episcopal clergyman, who had been in Virginia for some years, returned to England and besought the king and Queen, William and Mary, to establish a college in Virginia for the education of the youth. The matter lagged, and ran its slow course through intricacies of red tape. Blair haunted them, however, until something was done. A charter was promised and granted, but the matter was with much difficulty brought to a conclusion. Blair aproached the attorney general who had the matter in hand. He told Seymour he was anxious to return to Virginia with the charter, "as the people of the colonies had souls to save as well as the people of England." "Souls!" exclaimed Seymour. "Damn your souls; make tobacco!"

### Charter for William and Mary College

But the charter was granted and the famous old college was established at the head of Duke of Gloucester Street in Williamsburg in 1693. One of the several provisions for the financial support of the college was a tax on tobacco which might be shipped from the colony of Virginia to any country except England. In this way a small, but helpful, amount of money was provided for the struggling institution.

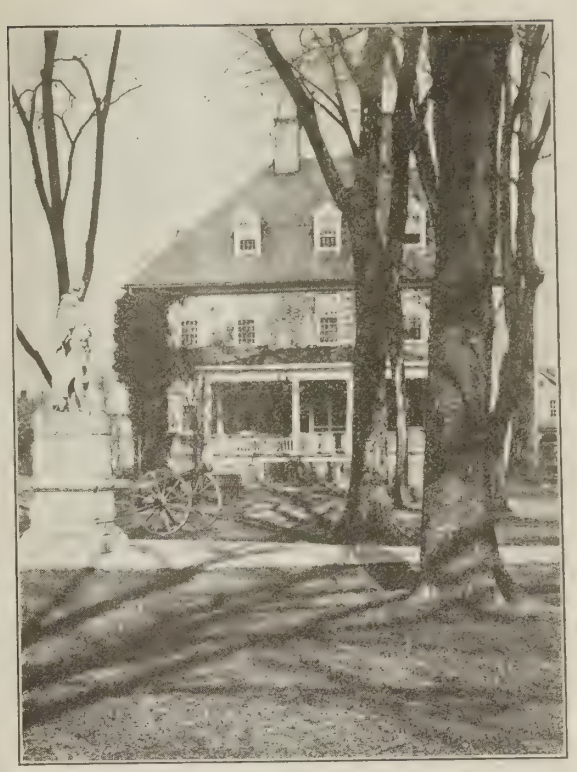
William and Mary thus began a career which for sheer brilliancy has never been surpassed by any other educational institution on the American continent and few in Europe. During the two hundred and thirty years of her existence in the heart of Virginia she has extended her influence through the nation, and sent forth a host of mighty men to wield the destinies of America. Jefferson, Randolph, Madison, Monroe, Marshall, Wythe, John Tyler, Winfield Scott, and a vast host of giants have been graduated from within her walls, and today she goes forward with success in moulding the opinions of the largest number of students in her splendid history.

### A Would-Be Monopolist Vanquished

Colonial Virginia was not without its visionaries and schemers who proposed, sometimes for selfish purposes, to revolutionize the tobacco industry and bring immediate prosperity to the commonwealth. For instance, late in the seventeenth century a person who had been sojourning in Brazil appeared in Virginia and proposed a scheme for curing tobacco which would make it the equal in texture and flavor to the famous Brazilian tobaccos which were in such great demand in England and in Spain. His plan was to form a gigantic stock company, under governmental authority, which was to place the curing of all the tobacco of the colony in his hands and under his curing directions for a period of fourteen years. As might be expected, many embraced the scheme and fought hard for its adoption, but level heads prevailed, and within a short time the stranger had disappeared and his vision been forgotten.

### Various Varieties Cultivated

It is curiously interesting in searching the ancient records to learn of the several varieties of tobacco which were cultivated during early Colonial days. The tobacco most in demand and which appears generally to have commanded the highest price was commonly spoken of as the "Sweet Scented." This variety was the fine variety which was carefully handled and thoroughly graded, and it could always be counted upon to bring the highest market price. Oronoco was likewise a very common and familiar variety which was rather coarse and heavy, and which excelled the other varieties in poundage. The Pryor tobacco, which is



**Built in early Colonial days, the President's House of William and Mary College was accidentally burned by the French during the Revolution and restored by them. The statute of Lord Botetourt stands in the foreground and near it is a Revolutionary cannon.**

so well known in Virginia today, was as well known in the colony early in the seventeenth century; but other varieties mentioned in the records have not descended to modern times. The Indians are said to have had several peculiar varieties of the plant which were unknown to colonial husbandry.

### A Poet-Clergyman's Suggestion

It happened about 1688, that a Mr. Clayton, poet and clergyman, was sojourning in Virginia on a visit or vacation and observed carefully the methods of tobacco culture. He was impressed with the fact that the colonists cleared large areas of original forest lands, worked these lands in tobacco for several years, then abandoned them and proceeded to clear other tracts. He suggested strongly that the many swamps and bogs of this section be drained and planted to tobacco, and insisted that his advice be followed. He was informed, not over politely, to mind his own business, as an English clergyman was not supposed to know anything about farming. Although he published reflections in which he stated that the Virginians were "conceitedly bent on following their old custom and practice," he finally induced his hostess, a wealthy land-owner, to follow his plan, which was done with success, her fine sweet-scented tobacco growing so enormously that it was taken for the coarse and common Oronoko.

The method of swamp culture, however, did not extend far, for the good and sufficient reason that swamp tobacco, though very large and coarse, was ever of the poorest grade, and, besides, was totally incombustible in a pipe where it would lie "as so much leather." It was known as the non-burning sort, and was supposed to bear its characteristics on account of the small quantity of nitre in the swamp soil.

### Where Grown to Perfection

The sweet scented tobacco grew to perfection on the lands situated between the York and the James rivers, in that region known as "Middle Plantation," and, later, Williamsburg. There was a small section of York County, not far from Yorktown, which enjoyed the reputation of producing the finest of all tobaccos shipped from Virginia to England, and commanded the highest price. In all this section, however, both Oronoko and Sweet Scented were grown, some-

times alternately by the same planters, depending upon whether they wanted bulk and weight or quality. The Oronoko was cultivated on the richest and heaviest soils and was cured the color of a "kite's foot." The shape of the leaf of the Oronoko was more elongated and sharper at the end than that of the Sweet Scented, causing it to resemble the ear of a fox. The leaf of the Sweet Scented was rounder and of much finer texture.

### Seed Testing and Treatment

Tobacco plants were grown in beds as at present, the seeds being sown as early as January. The seeds were tested as to germinating properties by casting some of them into the fire and watching whether or not they flashed like powder. Before sowing, the seeds were steeped in an infusion of soot and stable manure, and were then mixed with ashes and sown broadcast.

Naturally, the insect pests were numerous, and canvas had not been heard of, so the beds were covered with leaves, straw, or any kind of material which was supposed to have a tendency to keep out the flies and minute sucking insects. Weeds which blossomed were planted alongside the beds to attract away from the tobacco plants the large tobacco flies. It is possible the weeds so planted were the "Jamestown Weeds," or, in modern manner of spelling, "Jimson" weeds, whose blossoms have ever been known to attract the large tobacco moth. Tobacco plants when taken from beds which had been closely covered with straw or leaves were always tall and attenuated, and when set were so thin and high on the hill that they were always referred to as "Frenchmen," a people who were associated in the Virginian mind with tallness and attenuation of form.

Transplanting was done in May and June. The crop was worked early, to rid the ground of weeds and then topped at from nine to twelve leaves. When topped too low, with few leaves, the tobacco had a tendency to grow too heavy and gross; when too high, to become too thin.

Harvesting methods were quite different in Colonial days from those of today. The stalk was never split from the top, but the plant was merely cut off at the ground, allowed to wilt, and then taken to the curing house and the stalk was pegged with individual wooden pegs to the beams or tier-poles. A peg was required for each plant, the pegs being laboriously made by hand.

### Production Kept Pace With Population

The production of tobacco increased with the increase of population in colonial Virginia. From 1700 to 1776, the production was each year enormous. The lowest price recorded was in 1730 when 36,000,000 pounds sold at an average of 1.52 cents a pound. Yet Philip A. Bruce, in his "Economic History of Virginia in the Seventeenth Century," states that Virginia's greatest period of prosperity was between the years 1710 and 1770. The slave had come in numbers, and there was an abundance of labor to plant, raise and handle tobacco in great quantities. Even low prices could not counteract the tremendous advantage of the slave to the Colonists, farming, as they did, in primitive, unmechanical manner. So just before the Revolution, between the years 1770 and 1776, exports averaged 100,000,000 pounds annually, and it was only after hostilities between England and the Colonies began that tobacco production began to decline. During the seven years of the Revolutionary war the production of tobacco did not average more than 12,500,000 pounds, and much of this, it is presumed, was shipped to countries other than England.

### Has Always Been the "Money Crop"

The early history of Virginia is bound up with the cultivation of tobacco. Tobacco was the commodity which brought to the Colonists money—money for rich dress, foreign foods, carriages, and books. Tobacco made the money which helped to clear away the forests, acre after acre, until the estates extended over vast areas—regal in extent. Tobacco enabled the men of ability and command to become leaders and to rival the lords and barons of England. Tobacco built great homes on the high hills overlooking far reaches of the York and the James—homes which were at once beautiful and inspiring, models for the architect of today.

Tobacco made possible, even necessary, the extension of estates, sometimes for miles back into the primeval forests, and placed in the great mansion in its center a man who had to be a man—a man who had the ability to direct and command a thousand men. The system was a creator of character; a breeder of men.

### Tobacco Culture Caused Breadth of Vision

If the early Virginians had turned their attention to small manufacturing or commercialism they would have built up towns, thus thickly peopling the banks of the James and the York rivers, and made of the race a small-town, "Main Street" people—mediocre, commonplace, and grasping—and perhaps even prosperous beyond the dreams of a similar class in England. They would have remained a class of artizans and manufacturers, and would, in time, no doubt, have occupied great commercial cities along Hampton Roads.

But, fortunately, Virginians early learned to grow tobacco and to separate from each other on their great estates. Thus they became individualistic, resourceful, strong, masterful, and domineering. Thus, apart, they gained a vision—a freedom, of wideness, of constant expansion, or greatness, of a nationality which should in time control the destinies of the world.

So while other colonies were producing small traders, cobblers, and tinkers, expert though they may have been, Virginia was producing her Washingtons, her Jeffersons, her Patrick Henrys, her Henry Clays, her John Randolphs, her John Marshalls, her James Monroes, her Madisons, her Tylers, her Lighthorse Harrys, her Wythes and her Pendletons.

And after Colonial days her dominant spirit remained. In due season she produced her Robert E. Lee, who led men as even Napoleon and Alexander had not done; and her Stonewall Jackson, who with a handful of men wore his army out whipping four armies, each twice the size of his own, and who, if he had had an army of twenty-five thousand native tobacco-bred Virginians would have been willing "to storm and take the gates of hell itself!"

*Copyright 1902 by C. E. Cheyne, Hampton, Va.*

**Bruton Parish Episcopal Church, Williamsburgh, Virginia, is a fine example of the tasteful architecture and honest construction practised by our forefathers. Here worshipped the great statesmen and rich planters of Colonial days, when tobacco was the principal product and the measure of wealth of His Majesty's plantations in the Virginias.**

# What the N. C. Experiment Station Is Doing for Tobacco Growers

**Work at Oxford Covers Many Phases—Disease Control Makes Progress—Seed Selection and Development of Hybrids Shows Promise—Rotations Recommended as Results of Tests—Increased Facilities and Staff of Specialists Greatly Needed.**

By R. W. GREEN
Agricultural Editor
*N. C. Agricultural Extension Service*

THE North Carolina branch experiment station at Oxford, Granville County, is the only state station owned and operated exclusively for the study of tobacco problems. It is owned by the North Carolina Department of Agriculture and conducted jointly in co-operation with the United States Department of Agriculture, as an integral part of the N. C. Experiment Station, of which B. W. Kilgore is Director.

Beginning in a small way in 1911 when a few acres were leased for experimental purposes, the Oxford station has grown until it owns 250 acres of land in addition to carrying on experiments in co-operation with individual farmers in several sections of Granville County.

### Comprehensive Experiments

The Oxford station is in charge of E. G. Moss and, since 1913, has carried out experiments covering all phases of tobacco production, curing and handling. It has made special studies of diseases of tobacco and as a result of its work growers are now able to control some of the new diseases to which tobacco is subject.

### Rotation Recommended for Wilt Disease

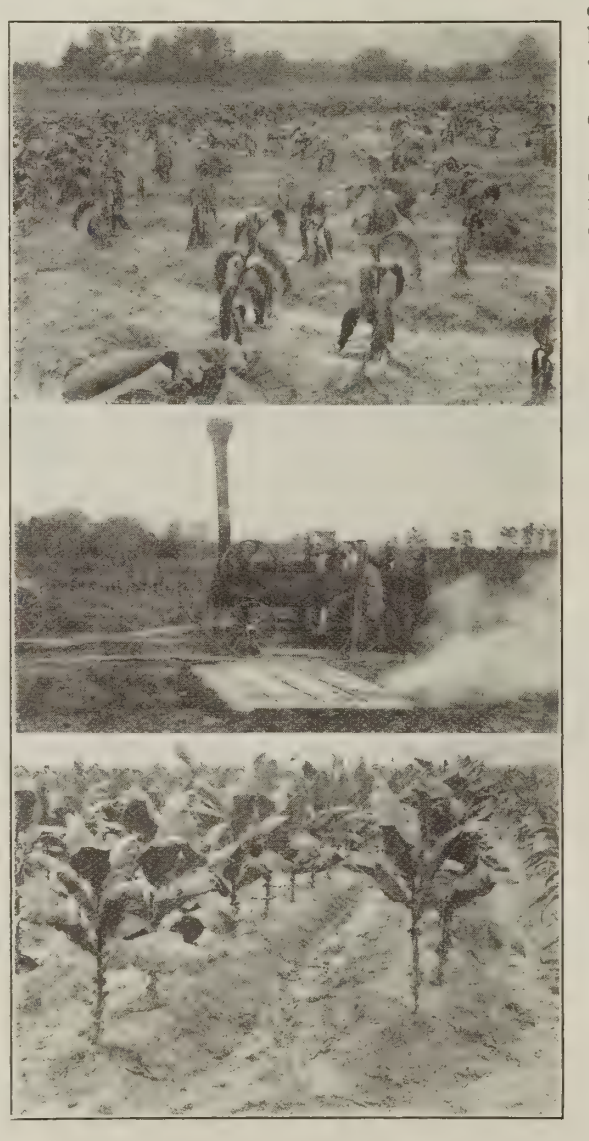
The wilt disease, which is common in Granville, Person and Durham counties, is estimated to cost growers at least $2,000,000 each year in the old bright belt. The Oxford tests have shown that wilt can be controlled through crop rotations and recommends a four year rotation on infected land, including grasses or small grains, sweet potatoes, corn and cotton. A good three year rotation for the old belt, irrespective of wilt, as recommended by the Oxford station is tobacco, corn and wheat or Abruzzi rye. For the new belt the following rotations are suggested: (1) tobacco, fall oats and cowpeas in spring, followed by sweet potatoes; or (2) tobacco, cotton, oats with summer fallow. In any case, growers are advised not to plant tobacco more than two years in succession on the same land.

### "Sand Drown" or "Brown Tail"

A series of experiments at Oxford on the control of "sand drown" in tobacco culminated in 1921, with the discovery that where fertilizers contained magnesium the plants were immune. Plants affected by "sand drown" or "brown tail" appear to burn up in the field, the disease starting at the bottom of the plant, on the tips of the leaves, and working upward. This disease, which is said to be physiological in character, is comparatively new and it is thought that in the past potash from old sources used in fertilizer mixtures contained some magnesium. With the development of other sources of potash and the production of a magnesium free fertilizer, "sand drown" appeared. Complete control was worked out at Oxford through the use of dolomitic limestone—1,000 pounds to the acre—which contains 18-20 per cent of magnesium carbonate.

W. W. Garner, of the Federal Bureau of Plant Industry, Washington, D. C., who collaborated with the Oxford station in these experiments, has found that he can produce "sand drown" at will through choosing fertilizers free from magnesium, and that he can cure it in plants if the disease has not progressed beyond a certain point.

Tests of tobacco varieties at Oxford have been carried on each season for a number of strains have been found which show promise of increased yields, better quality and disease resistance. Efforts to improve tobacco through seed selection give promise of results as striking as in the case of corn or cotton, according to Mr. Moss. Seeds of improved strains have been distributed for tests among a number of tobacco growers and it is hoped to develop this phase of the work at Oxford in the immediate future. The development of co-operative marketing of tobacco is expected to stimulate seed selection in order that the growers' association may have uniform types and varieties throughout the State. Many of the experiments at Oxford are duplicated on an experimental farm at Reidsville to determine the effects of different soils and climatic conditions on the growth of tobacco plants.



**The Branch Experiment Station at Oxford, N. C., has done much valuable work for the tobacco grower. Above is shown the result of continuous planting on wilt infested soil; next is a plant bed being sterilized by steam; below is a "Row Test" of tobacco varieties, the plants in the two center rows showing less leaf spot than other varieties.**

### Alfalfa as Rotation Crop

The necessity for crop rotation in the production of choice tobacco in certain counties opens up the possibilities of more diversified farming and it has been shown that alfalfa can be successfully grown in rotations in the old belt. Mr. Moss says that he "believes thousands of acres in the old belt could profitably grow alfalfa, using lime and phosphates with inoculation." As many as five cuttings of alfalfa in a normal year are possible.

### Equipment at Experiment Station

The Oxford farm now has 450 experimental plots which are handled in relation to tobacco production with 8–10 acres planted each year to general crops. All tenants own cows, have a home garden and are housed in comfortable quarters. The buildings include, besides the residence of Mr. Moss and the tenant houses, four curing barns, a pack house, a grading and ordering room, a livestock barn, and an office building which includes a laboratory and seed storage section.

As equipment and funds become available the Oxford station plans to enlarge its experimental work to include problems connected with redrying; testing burning qualities; and processing tobacco. A number of special problems connected with tobacco production await the appointment of a resident staff of specialists, including a chemist, an entomologist and a plant pathologist, for their solution. It seems probable that before many years the Oxford experiment station will be developed to the place where it can more adequately serve the thousands of Tar Heel tobacco growers whose problems are legion.

## Success of Patterson Bros. Tobacco Co.

Patterson Bros. Tobacco Co., of Richmond, Va., is a manufacturing concern having many reasons to be proud of its achievements. The company is the originator of ready rolled Burley smoking tobacco, a product that has attained great and enduring popularity. Particular pipe smokers all over the country are notably addicted to Queed and Whip, two standard brands of ready rolled Burley smoking tobacco made by Patterson Bros. Tobacco Co. The favor accorded these brands is increased and emphasized by the action of the Patterson Bros. Tobacco Co. in being the first and only manufacturer of smoking tobacco in the United States to reduce prices to the pre-war level. In the favorite 1¾ oz. packages, both Queed and Whip can be obtained by the consumer at ten cents per tin.

Another specialty of the company is blended cigarettes. The principal cigarette brands of the Patterson Bros. Tobacco Co. are Life, retailing at "20 for 15 cents" and Frat, selling at retail, 20 for 13 cents. Ware's Pure Virginia is the brand of straight, bright Virginia cigarettes manufactured by the company.

Fully equipped with up-to-date machinery and appliances, the company's factory at Richmond has 60,000 square feet of floor space. From the factory, cigarettes and smoking tobacco are shipped to all parts of the world.

The officers of the company are: M. C. Patterson, president; D. B. Merrill, secretary and treasurer, and W. T. Snellings, superintendent of manufacturing. Their capability, plus 30 years of service and experience in tobacco manufacturing, is one good reason for the company's pronounced success.

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## The Largest Leaf Tobacco Market in the World

Wilson will operate quadruple sales the coming season and has a daily capacity of more than one million pounds.

WILSON TOBACCO BOARD OF TRADE

WILSON, N. C.

# Wilson, North Carolina, the Largest Tobacco Market in the World

**Its First Public Sale Held in 1890—Has Outgrown Its Contemporaries—Many Factors Contribute to Success—Brief Sketches of the City's Pioneer and Present Tobacco Men Explain Causes of Wonderful Development—Makers of History.**

By ROBERT WILSON McFARLAND

WILSON, North Carolina, the logical distributing center for Eastern North Carolina, is now *the largest tobacco market in the world*. Its first sale of leaf tobacco, and that at Public Auction, the method by which we are still selling tobacco and will continue to sell tobacco, it being the fairest way for both seller and buyer, took place on *Tuesday, September 10, 1890*. The building in which this first sale took place was of such good timbers that it still stands, and is now a portion of the modern, mammoth Smith Warehouse on Goldsboro and South streets. The original warehouse, named the Wilson Warehouse, was 60 x 150 feet, and under Board of Trade regulations would have held between 250 and 260 baskets, or around 50,000 lbs. Its logical successor (Smith's), which is under the management of S. W. Smith, who came to Wilson in the early days of its tobacco life, covers over half a square and will hold over 1,900 baskets of tobacco. It is but one of the six giant sales warehouses now operating in Wilson. The question is often asked, "How did Wilson get to be the *largest tobacco market in the world?*"

### Brief Outline of History

It is the purpose here to give a brief history of the market from its very start, so that the reader may have some understanding of why it became the largest market in the world; to mention, briefly, many of the men who were and are still connected with the market, for, after all, logical locations do not build cities—it's the men who have their habitations in them that cause towns and cities to grow and develop. If, therefore, mention is made of certain persons, it is intended not as eulogy to those persons, but rather to show the kind of *man*-timber Wilson has always had on its tobacco market. Naturally, the names of some who have materially aided in the building of the market, will be inadvertently overlooked. Many of these men of the nineties have "passed over the river." The mantles of some of these fell upon their sons. In one instance, upon three sons, and, so gracefully and worthily have they worn it, that today wherever leaf tobacco is sold the names of T. M. Anderson, Jr., W. P. Anderson, and S. H. Anderson are favorably known.

### Two Famous Pioneers

For something like ten years prior to the opening of the Wilson tobacco market, the farmers of the "Old Belt" of Carolina and in Virginia had been raising tobacco which they "flue cured." Capt. Calvin Barnes, one of the most influential and progressive farmers of this section and probably a few others, had in 1888 commenced the raising and "flue curing" of tobacco. A part of this product was shipped to Oxford, N. C., at which town was then located C. M. Fleming, who was engaged in the business of buying tobacco, and some shipped to Danville, Va., in which city Capt. Ed. M. Pace was located, and where he was conducting a leaf tobacco warehouse business. These two gentlemen, seeing the possibilities that lay in the culture of "flue cured" tobacco in Eastern North Carolina, went to Rocky Mount, N. C., in the year 1889. Captain Pace "talked" the people of that town into the building of a warehouse for the sale of leaf tobacco, which was run with much success, even the first year. Early in the next year (1890), Captain Pace and Mr. Fleming came to Wilson; many of the time merchants fought vigorously the idea of farmers planting anything other than cotton, it then being King, yet enough men were found to furnish capital sufficient to erect and equip the original Wilson Warehouse. After the stock company had been formulated, Captain Pace and others "rode" the county and induced the farmers to plant tobacco. Mr. Fleming in the meantime was making preparations to "take care" of the coming crop. So well were the efforts of these pioneers rewarded, that Wilson sold during the first year of its existence as a tobacco market, in one little frame warehouse, 60 x 150 feet, over one and a half million pounds of tobacco. Since then, Wilson has sold in a single

**W. M. Carter, of Anderson & Carter, was on the first sale of tobacco ever held in Wilson.**

day, almost as much tobacco as was sold that first year.

### The Chaotic Beginning

On the opening day, almost every man, woman and child in the county was present to witness the sale. The little house was "chock-a-block" with piles of the golden weed—and some not very golden—sometimes one pile completely on top of another, with no walking space between any of the piles, so anxious was everybody to sell something on the opening day. Men who had never seen a leaf of tobacco were on the sale "bidding," and sometimes "buying" a pile, and such was the rush and lack of system in the clerical end of it, that the proprietors were never able to figure out that day's work.

It looked to those people that the amount of the sale, about 50,000 pounds, was a "big thing," yet if such a small sale now took place in Wilson, sufficient expert warehouse clerks could be found here to carry the whole of a sale of that size in their heads, without the aid of pencil, paper or book, from the sales floor to the office.

### First Real Buyers

On this first sale, as buyers, proper, were the following gentlemen: C. M. Fleming, then of Branch, Fleming & Briggs; William M. Carter, representing one of the tobacco companies; J. M. Boyd, of Richmond; C. S. Smoot, of Richmond; Capt. J. T. Wiggins, the first president that the Wilson Tobacco Board of Trade ever had, and, Capt. Julius G. Roney, of Durham. This sale attracted much notice elsewhere; J. A. Palethrop, of London (now with the British-American Tobacco Co.), who was then in New York, Richmond Maury and C. E. Kersey, the then financial agent in the United States of the Maxwells, came to Wilson as interested spectators. Mr. Kersey later settled in Wilson and is now one of her most honored citizens. Captain Roney remained until his death, a few years ago. He became the Wilson manager of the American Tobacco Company.

### Was "Out of the Way"

T. M. Anderson and T. N. Jones, experienced tobacco men from Virginia, came here in 1891, and built what was known as the Planters Warehouse. It was successfully operated until the year 1902, when it was abandoned as a tobacco warehouse (being away from the then tobacco area). What is now known as the Farmers' Warehouse, on Goldsboro and Kenan streets, a brick building, was erected and operated by the gentlemen mentioned. The old Planters' Warehouse, after its abandonment as a tobacco sales warehouse, was used as a storage house for merchandise. It was destroyed by fire in January, 1922. Its logical successor, the Farmers' Warehouse, was remodeled and enlarged a few years ago by its progressive owners, Deans, Leach & Co., and it now holds around 1,500 piles or baskets of tobacco.

### Success Assured

During the second year of Wilson, as a tobacco market, over two million pounds of tobacco was sold. During its third year, 1892, Wilson sold over three million pounds, and its future as a tobacco market was so well assured that Captain Barnes, previously mentioned, built a large brick structure on Goldsboro street, which was styled the Center Brick Warehouse. It opened for business in 1893, with E. M. Pace, U. H. Cozart and T. M. Washington as proprietors. Mr. Washington remained with the firm until 1898, his interest then being acquired by J. C. Eagles, of Edgecomb County, and W. G. Carr, of Green County, Captain Pace retiring from the firm.

### Loved Conquest

It is said of Alexander that when he had conquered the world he cried because there were no more worlds to conquer. Filled with the spirit that was his by nature—conquest and development—Captain Pace went to new fields and successfully started other tobacco markets, but in the heart of this "born promoter," was a shady green spot for Wilson. Despite the fact that this was but one of the markets of which he was the father, he loved Wilson; moved his family here and made it his home.

Some time during the Summer of 1906, having passed the meridian of his years, the father of many Eastern North Carolina markets, passed from the golden tobacco fields of his dreams to the great Elysium Field beyond.

The original Center Brick Warehouse was

destroyed by fire January 4, 1904, but rebuilt in time to operate at the opening of the market in September of that year. It now covers over half a square and will hold, under Board of Trade regulations, 2,100 baskets of tobacco. It has not changed management since 1898. Mr. Cozart, its head, is accounted one of the best judges of tobacco anywhere, and he and his associates, Mr. Carr and Mr. Eagles, rank with the best business men in the State. They are on the Boards of Directors of many institutions in Wilson.

### The First Stemmery in Eastern North Carolina

In the year 1893 the first stemmery ever built in Eastern North Carolina was erected at Wilson by the Richmond Maury Company. During 1894, two other stars of the tobacco world came to Wilson, Syd Bobbitt and L. E. Cooper. The former took an interest in the original house built in 1890, and with Woodard Bros., had the building enlarged. Mr. Cooper, together with K. H. Watson, one of Wilson's prominent farmers, and Capt. James N. Gibbons, secured the site for the building of another warehouse, and on August 1, 1894, the Watson Warehouse, under the management of Cooper, Watson & Gibbons, was ready for business. Under the able generalship of Mr. Cooper, the Watson Warehouse became a success. On January 4, 1904, it was destroyed by fire, but rebuilt and ready for the 1904 crop. Today the Watson Warehouse covers over a half square, and its sales floors will hold 2,100 baskets of tobacco. Its present proprietors are W. P. Anderson, S. H. Anderson and W. M. Carter, the latter gentleman being the very same "Billie" Carter that was here when the market opened September 10, 1890, and who has been here ever since. He is one of the very few men who knows how to raise tobacco, how to cure it, how to grade it, how to sell it, how to buy it, how to redry it and how to manufacture it into cigarettes.

### A Born Leader

L. E. Cooper, who instituted the Watson Warehouse, died something like ten years ago. He was a wonderful man, a great thinker, and a suave politician who knew human nature just as well as he knew tobacco. In these early days when Wilson was struggling for trade, other markets having come into existence at nearby points, it was Ed. Cooper's brain that planned the opening of a "short cut" road into Wilson, that established boundary lines for drummers, and cemented into a friendly group the four warehouses then operating here.

On the "war-path" for tobacco, it was Wilson *first, last and all the time*, rather than an attempt to influence it to any particular house. This spirit remains in Wilson to the present day.

During 1894, the American Tobacco Co. erected its plant and storage houses in Wilson. Later, this property was taken over by the Liggett & Myers Tobacco Co. In 1895, Wilson increased its sales over 100 per cent. R. P. Watson, now one of the most prominent tobacco men in the State, came to Wilson in 1895. He is the head of the R. P. Watson Co., which is affiliated with the J. P. Taylor Co., and has connections on the Greenville market, and many South Carolina markets. The present factory of the R. P. Watson Co. covers a whole block on South and Lodge streets. Two re-drying machines are operated with a capacity of 100,000 pounds daily. The plant has a storage capacity of ten million pounds.

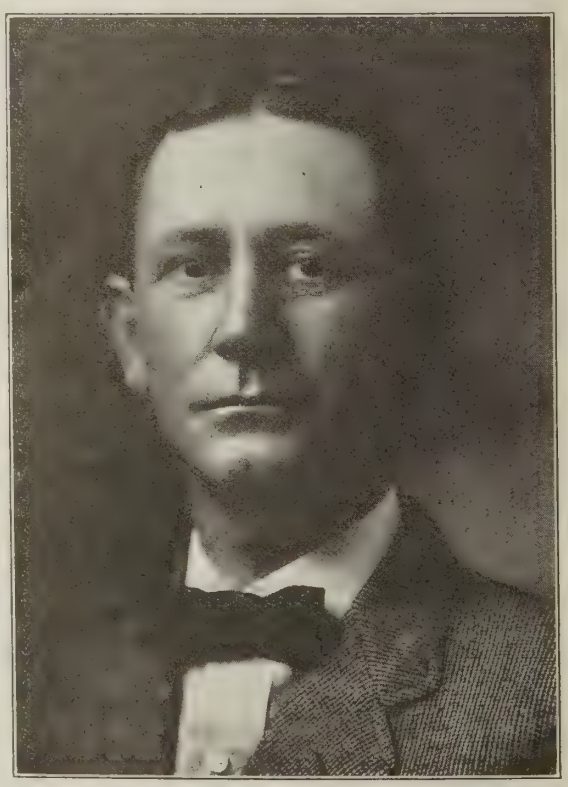
Mr. Watson has been exceedingly instrumental in the up-building of the Wilson tobacco market. As president of the Tobacco Board of Trade from 1902 until 1917, when he declined to accept the honor further, his wise counsel often guided the good ship over the perils that arose.

The market was greatly augmented in 1903 by the coming of W. T. Clark. Mr. Clark, originally from Lynchburg, Va., and before casting his lot in Wilson, was a member of the well known firm of Hancock, Moorman & Co. From his youth up, he knew tobacco. Genial and very pleasing in his manner, he has made in this community a host of friends. Almost every

**W. T. Clark, head of the Wilson tobacco firm which bears his name.**

tobacco man of any note in the United States, as well as many in Europe, where he is well known, because of his frequent trips abroad, know and respect W. T. Clark; and almost every farmer who comes to Wilson speaks of him as "my friend," for he has the knack of "getting acquainted." Almost anywhere that he hangs his hat "Bill Clark" is at home.

For a number of years Mr. Clark was Chairman of the Board of County Commissioners,



**H. C. Whitehead, of Whitehead & Anderson, Wilson Representatives of the R. J. Reynolds Tobacco Co.**

but on account of his large and growing tobacco business, he thought it best to resign. He is now and has been for a long time, one of the directors of the First National Bank.

The well equipped plant of the W. T. Clark Co., is now located on Barnes Street, very convenient to one of the railroads that come into Wilson. It has a capacity of 75,000 pounds daily. The head office is in Wilson. The firm operates in North Carolina, South Carolina, Virginia and Georgia. W. T. Clark is sole owner of the business.

### The Banner

The Banner Warehouse was built in 1899, and was operated by Lovelace, Darden, Edmonson & Co. About eight years ago this warehouse was bought by J. E. Crute, R. B. and A. W. Fleming. A few seasons ago, to meet their increasing trade, the building was greatly enlarged, now having a sales floor 200 x 200 feet. It is one of the best built and equipped warehouses in the State.

### He of the "Silver Tongue"

"The silver tongued auctioneer of the world," A. O. Davis, came to Wilson in 1899. He had sold tobacco at Henderson, Winston-Salem, N. C., and Danville, Va. So well pleased was everyone with A. O. Davis and so well pleased was Mr. Davis with every one here, that he has remained in Wilson ever since, and now boasts of the fact that he has sold more piles of tobacco than any man living. He is just as active today as he was the day he "blew into" Wilson 23 years ago, and on every sale at one of the warehouses, can be heard this peerless auctioneer.

### A Great Acquisition

The great Imperial Tobacco Co., of Great Britain and Ireland, commenced to operate in Wilson, in 1901. C. M. Fleming, the present manager of this big company, whose plant in Wilson now covers two acres of ground, and whose daily re-drying capacity is 300,000 pounds, has been with the company, since its formation. It was this same Charlie Fleming who came to Wilson 32 years ago, when the market opened and who, on that opening day, had orders from some of the largest independent buyers in the United States. To him, more than to any other man, living or dead, is due the lion's share of the praise for the success of the Wilson tobacco market.

Mr. Fleming is as active and energetic as a man of 40 or 45 years of age. But evidently he is older than this. Coming to Wilson in the very flower of his young manhood, he threw his very heart and soul into the work of making Wilson a tobacco market, and, so favorably was he even then known in the tobacco world, that men of great wealth and means backed him in his superior judgment. They made no mistake. It was but fit and proper that when this great British company entered the lists in America, they should have selected him for their Wilson manager. Mr. Fleming is not only a builder of business, but of men. He has watched with keen interest the many young men whose good fortune it has been to work under him. Instead of absorbing their ideas, then "throwing them out" as some men do, like an orange skin after its juice has been extracted, he has helped them climb the ladder of success. Mr. Fulghum, now the manager of the Imperial plant at Danville, Va.; Mr. Thomas, the manager at Hopkinsville, Ky.; Mr. Lassiter, the manager at Tifton, Ga.; Mr. Eustler, the manager at Goldsboro; Mr. Thompson, the manager at Rocky Mount, and possibly others, received their fine business training under Mr. Fleming. I have never seen him, nor any one of his buyers, refuse to look at any basket of tobacco on the sale, even if it did not suit any grade they could use, if their attention was called to it. They all have the same business-like, but courteous wanting-to-help-the-farmer-if-they-can, manner of their chief, Mr. Fleming.

Of the tobacco sold on the Wilson market the Imperial Co. buys annually from 35 to 45 per cent.

### "Single Sales" Became Inadequate in 1902

The market had grown to such proportions by 1902 that what is known as "double sales" were

**A few of the prominent tobacco merchants of Wilson, North Carolina. In the upper row are: W. J. King, head of the Wilson Tobacco Co., President of the Wilson Board of Trade, and also of the Chamber of Commerce; V. C. Dickenson, Wilson Manager of the Jno. E. Hughes Co.; C. M. Fleming, Wilson Manager of the Imperial Tobacco Co. He was on the first sale of tobacco at Wilson. Below are: Fred Flowers, Wilson Manager of the Liggett and Myers Tobacco Co.; R. P. Watson, head of the R. P. Watson Co., and J. T. Cheatham, Wilson Manager of the Export Leaf Tobacco Co.**

inaugurated. This necessitated each buying company having two buyers, one on each sale, yet Wilson was getting more tobacco than it could sell daily without "blocking" by using "single sales," so "double sales" were put on that season. During the first year of "double sales" the market sold over twenty-two million pounds, and Wilson became the largest market in Eastern North Carolina, selling tobacco from portions of all the adjoining counties.

Another big crop was raised in 1903, and, following the inevitable law of supply and demand, prices went down. The 1904 crop was somewhat smaller and that year the prices went a little above the prices of the year preceding.

### A Worthy Enterprise

The Export Company, which had been on the Wilson market for a number of years, built an enormous factory here on Goldsboro Street, near the intersection of the Norfolk-Southern Railroad in 1913. This factory is equipped with all modern improvements; its dimensions are 128 x 300 feet. It has a re-drying capacity of 175,000 pounds daily. There are two storage houses, 104 x 528, and 104 x 300 feet, respectively. The business here is under the excellent management of J. T. Cheatham, who has been the manager since his coming to Wilson in 1907. Wilson people are greatly indebted to the export people for sending here as manager such a strong, live and capable man, for Mr. Cheatham takes a very active part in the development of the market and is well liked by the farmers. He is the kind of a man who always "rings true."

### Part of a Great Institution

The Jno. E. Hughes Co., one of the largest independent companies in the United States, built its Wilson factory in 1916. It is 100 x 200 feet, with a machine room 35 x 200 feet. The Hughes plant has a re-drying capacity of 75,000 pounds daily, and a storage capacity of 3,500 hogsheads. The business is under the efficient management of V. C. Dickenson, assisted by Pendleton Hughes. Both of these gentlemen were formerly of Danville, Va.

### A Progressive Institution

Another big factor in the development of Wilson as a tobacco market, is the firm of Monk-Adams Co. About two years ago this enterprising firm acquired the Dibrell-Faulkner plant on Goldsboro Street, remodeled and equipped it with all the very latest machinery for re-drying and handling tobacco. The plant has a re-drying capacity of 75,000 pounds daily and is but one of the many plants operated in Eastern North Carolina by this company. The Wilson plant is under the efficient management of Jno. H. Adams.

### A Strong Combination

We have referred to the Richmond Maury Co., as having erected the first re-drying steam plant in Eastern North Carolina, which was later taken over by the Maxwells. This firm was succeeded by the J. M. Edmunds Co., which in turn was succeeded in 1914, by the Wilson Tobacco Co. In 1917 W. J. King came to Wilson to assume the management of that company. Mr. King was the right man in the right place, and under his efficient management the Wilson Tobacco Co. soon took its rightful place among the big tobacco plants of Wilson. The original building was so greatly enlarged that now upon the site of the old Richmond Maury-Maxwell-Edmunds holdings has been erected what is said to be the best built and the best equipped tobacco plant in Eastern North Carolina. The main building is 80 x 180 feet, three stories high, with a machine room 30 x 210 feet, handsome offices and sample rooms in addition. This plant has a re-drying capacity of 100,000 pounds every ten hours, and storage space adjoining to hold 4,000 hogsheads. The entire buildings are of brick, with concrete floors. This large independent company operates during the tobacco season on many South Carolina markets. It has connections on all the Eastern North Carolina markets, and the markets of the old belt, also on the markets of Virginia and of Kentucky. No orders are too small and none too large for this company. W. J. King, who is one of the partners, as well as general manager, is a man of great executive ability. He had been in Wilson but a few months when he was elected as president of the Tobacco Board of Trade, which office he still holds. A few weeks ago the presidency of the Chamber of Commerce was also thrust upon him. In his work as manager of the Wilson Tobacco Co., he is strongly supported by N. M. Schaum, assistant manager.

### One of the Largest Plants

The Liggett & Myers Tobacco Co. plant is one of the largest in Wilson. It has a re-drying capacity of 150,000 pounds daily; a storage capacity of 5,000 hogsheads. These people are very large buyers on the Wilson market. Their business is under the very capable management of Fred Flowers, who has been in charge since 1914. Mr. Flowers, while one of the youngest managers of a large tobacco business here, ranks among the "old timers."

### Important Buyer

The R. J. Reynolds Tobacco Co., has a well equipped plant here. This company is a large buyer on the Wilson market, but most of the purchases are shipped in "green" shape direct to the Reynolds head factory in Winston-Salem. Whitehead & Anderson have been the local representatives for a number of years. H. G. Whitehead, the senior member of the firm, is a native Wilsonian and ever since his connection with the tobacco trade, which dates back for a number of years, has taken a very prominent part on the market.

### Triple Sales Inaugurated

The year 1914 found Wilson selling nearly thirty million pounds of tobacco and finding that, with double sales, "block" would often occur, triple sales were requested by the Board of Trade, approved by the companies and commencing with the season of 1915, "triple sales" were put on. Since then, however, the market has "blocked" so often, that "quadruple sales" have been requested by the Board of Trade, it is understood that the companies have consented; and it is a safe bet to make that when the season opens in September, 1922, Wilson will have "quadruple sales."

### The Numerous Speculators

In addition to the numerous speculator companies we have mentioned as operating on the Wilson market, there are something like thirty or thirty-five small independent speculators. It

**The tobacco warehouse of W. T. Clark & Co., at Wilson, N. C.**

is next to impossible to get the farmers to properly grade their tobacco and often a basket of tobacco is offered for sale having in it as many as half a dozen different grades. These small speculators "hop on it like a duck does on a June bug," buy it, properly grade it and as early as possible re-sell the goods. In the purchasing of these lots it is more a question of calculating the percentage of the grades in the "mixed" lot than anything else, but by having these single speculators it keeps those "mixed" piles from being sold at a sacrifice by the farmers. Some of these speculators do not hesitate to bid on any grade of tobacco, risking their judgment against the company and large independent buyers. Some times they make and sometimes they lose. They study very closely the lights and shadows.

With this great array of buyers on the Wilson market it is very hard for a basket of tobacco to be sold for much less than its value the day it is offered.

### The Aggregate Capacity

To sum up, with the building of the New Planters Warehouse in 1920, a very large modern warehouse with a capacity of 1,900 baskets of tobacco, Wilson now has auction sales houses which will hold, under Board of Trade regulations, over eleven thousand baskets of tobacco. A basket of tobacco will probably average 120

Plant of the Wilson Tobacco Co.

pounds; if the plant is heavy, 170 lb. This means a selling capacity around practically one and one-half million pounds daily. As has been shown, factories are here, amply able to "take care" of daily sales of that size. Past experience proves, that from the time the market opens until it closes down for the Christmas holidays, practically every sales warehouse here is filled daily to its capacity, notwithstanding the "warnings" that are sent out to the farmers. They all want to sell just as quickly as possible. During the past season, to relieve this congestion, sometimes "quadruple sales" would be called or else the sales would start an hour earlier than they should and last an hour longer than they should, but this is too much of a task to put upon the buyers trying to properly judge a basket of tobacco too early in the morning or too late at night, but every warehouse in Wilson and every buyer in Wilson wants to accommodate the farmer by letting him sell his tobacco the same day it is brought to market and put on the warehouse floor, as the farmers in this section want it sold that day. Regular "quadruple sales" will, therefore, be very helpful to every one.

### Well Trained Workers

One of the greatest feats performed by any organization is that done by the circus people. A vacant lot to-night, in the morning a city of tents thereon. To do this work, every peg as well as every man must have his place and keep it. Next to the circus in its quick work, is any one of the six warehouses during the tobacco season in Wilson. At 12 o'clock in the night, not a basket of tobacco on the sales floor. At nine the next morning, every available space on the sales floor covered with baskets in which is tobacco, all properly "tagged" and weighed and ready for the sale which starts, not around nine o'clock, but upon the stroke of the clock at nine. There is no delay of even a minute, for every man, like a trained actor in a circus is in his place. He has the tools of his trade with him ready for operation. Before the days of hypocritical prohibition, like the circus man, the warehouseman also had his "pegs," but these he generally swallowed before the sale started. Walk into these warehouses after 12 o'clock at night and you will see at each house from 50 to 60 wagons and trucks being unloaded at the same time, and being weighed simultaneously on from two to three scales. This system was devised in 1907 by a man, who is too modest, under the peculiar circumstances under which this narrative appears, to give his name. At six o'clock in the afternoon, not a single basket will be found on any warehouse floor here, for in less than five minutes after each basket is sold, it has been loaded on trucks and is in transit to the buyer's plant. The farmer gets his check also in less than 5 minutes after his last lot of tobacco is sold. As soon as the sale is well under way, the sheets bearing the record of the farmer's name, number and weight and the purchaser, the price paid per hundred pounds, the extension and "grade mark" are detached, each sheet holding about 25 entries, and sent to the billing office so that the bill clerks, without any delay can commence work on the buyer's bills. At the close of the day's sale, every farmer having been paid off as quickly as his last lot of tobacco is sold, and the sales having been practically all copied on the buyer's bills, it is but the work of an hour or so for the books to be balanced and the bills sent to the factories.

### On the Firing Line

Side by side with the tobacco market, having been born the same year, has grown up Wilson's live newspaper, now the *Daily Times*. It has always "done its bit" in the "boosting" of the Wilson tobacco market.

These things, together with the perfect harmony, fellowship and good will that has always prevailed between the warehousemen and the buyers; between employers and employees; the strong confidence that the farmers have in both, and the high character and business qualifications of the men of whom we have given but a feeble picture, has made Wilson *The Largest Tobacco Market in the World.*

### Sales Record for 32 Years

Table of sales on the Wilson Tobacco Market from its start in 1890 to the close of the season of 1921:

| Year | Pounds | Average |
|---|---|---|
| 1890 | 1,508,109 | |
| 1891 | 2,106,904 | No |
| 1892 | 3,067,192 | record |
| 1893 | 3,508,710 | of |
| 1894 | 3,740,422 | averages |
| 1895 | 7,680,227 | kept |
| 1896 | 10,171,034 | until |
| 1897 | 9,325,175 | the |
| 1898 | 11,569,207 | year |
| 1899 | 18,077,970 | 1902 |
| 1900 | 15,129,708 | |
| 1901 | 15,273,809 | |
| 1902 | 22,296,077 | $10.90 |
| 1903 | 22,201,771 | 6.79 |
| 1904 | 14,806,479 | 9.90 |
| 1905 | 15,319,459 | 8.42 |
| 1906 | 14,242,566 | 10.71 |
| 1907 | 15,509,720 | 10.98 |
| 1908 | 18,752,257 | 9.84 |
| 1909 | 17,071,092 | 8.49 |
| 1910 | 10,836,123 | 10.77 |
| 1911 | 8,918,181 | 14.79 |
| 1912 | 16,381,076 | 19.88 |
| 1913 | 20,819,160 | 19.03 |
| 1914 | 29,889,568 | 13.38 |
| 1915 | 34,170,720 | 12.16 |
| 1916 | 28,454,333 | 20.22 |
| 1917 | 33,244,378 | 30.87 |
| 1918 | 37,815,278 | 36.03 |
| 1919 | 42,330,596 | 53.67 |
| 1920 | 62,204,960 | 21.61 |
| 1921 | 42,864,162 | 28.38 |

Warehouse of the Jno. E. Hughes Co. at Wilson

## The One-Tierce Man

He was only a One-Tierce Man,
But in that hogshead lay many the plan,
A new dress for mother, for baby a coat
And the power to lift a much faded note.

Just a few acres the good man owned,
Bought with the money a neighbor had loaned;
'T was a frost in the winter, in summer a sore,
But the man toiled on, and the wolf at his door.

She aided in planting; helped burn the beds;
Gave him a kiss when the plants showed their heads.
Toiling and waiting, sowing a sigh,
And the hope that they planted matured bye and bye.

She saw his face when the long shadows fell,
She heard his sigh when pain would compel,
But never a word, complaining arose,
She smiled at surroundings and uttered no woes.

He kissed her brown hands in callus array,
(For people who love, need no palace display)
And he dreamed a dream as he stood by the plow,
I'll love her forever, and stand by my vow.

The plants grew fast, and hope beckoned on,
And such a nice stand, when the plants were all drawn.
Then, a warm summer shower and a kiss of the sun
And half of the battle was over and done.

Time passed by and mellowed each leaf,
Hope presided and stilled every grief.
Mother and father with the little ones hoed
Whilst love grew stronger and lightened the load.

Rich neighbors looked over the little rail fence,
Some of them laughed when they saw him commence;
But they changed the key of critical tune,
About the end of a beautiful June.

"Look what a stand. See how they spread.
Neighbor will have to build a new shed."
So he wormed and suckered it, plowed it out thrice,
And everyone said, "'T will bring a good price."

At last, 't was all cut, and hung in the barn,
And old Squire Kicker said, "Neighbor, goldarn,
'T is finer than silk, the color is grand,
I'm sure it will weigh three pounds to the hand."

Bye and bye Neighbor packed it all down,
Ready for market, then took it to town,
And all of the buyers made an uproar,
Examined the grade and bidded the more.

Now, old Squire Kicker (I've mentioned before)
Tried to escape at the little side door.
Said he, "terbacker must be getting skeerce,
When you get twelve hundred for a single one-tierce."

Twelve hundred dollars! Hope stood serene,
Good Neighbor smiled as he thought of his queen,
And the one-tierce man; from district remote,
Counted his roll and tore up the note.

The little one's receiving a generous share,
Knick-knacks, clothing, and shoes a good pair,
Dividing with Love (in the possession of which)
A rich man is wealthy, and a poor man is rich.

W. W. H., in *Greeneville (Tenn.) Sun.*

The sentiments expressed in the foregoing meritorious poem are entirely too good to allow the author to escape behind his initials. Of course, the good people of his home town know him well, but we are going to disclose his identity to the thousands of readers of TOBACCO who are found in all civilized parts of the world, who may not be familiar with Dr. W. W. Harmon, a prominent dentist of Greeneville, Tenn. And now that we have revealed the name of the author of the "One-Tierce Man," we will "peach" on him a little further:

Dr. Harmon had six acres of tobacco on his farm in Greene County, Tennessee, in 1921, which brought him the tidy sum of $2,400 net.

This proves that it pays to "plug" the ground with burley tobacco plants.

# History of the Burley Tobacco Growers' Co-Operative Association

**Movement Started in 1921—Judge Bingham Big Factor—Has Membership of Nearly 58,000—Second Largest Mutual Marketing Body in World—Warehousemen Friendly—Special Law Enacted—President Stone Says System Will Stay.**

By J. SHERMAN PORTER

LEXINGTON, Ky., is headquarters of the Burley Tobacco Growers' Co-operative Association, with nearly 58,000 members made up of burley tobacco growers of Kentucky, Indiana, Ohio and a few in West Virginia and Tennessee, which is just now demonstrating the feasibility of co-operative marketing of burley leaf, instead of the former system of selling over the floors of loose-leaf warehouses. According to statements made in an address by Judge Robert W. Bingham, founder of the Burley association, who financed the movement and gave to it much of his time and many thousands of dollars of his money, it has sold about 75,000,000 pounds of the 1921 crop entrusted to it by the burley growers who are its members and at an expense for administrative purposes about a fourth to a third of the cost of auctioneers' salaries alone under the former auction system.

### Second Largest Association

The Burley Tobacco Growers' Co-operative is the second largest tobacco growers' organization in the world, the bright tobacco producers of Virginia, North Carolina and South Carolina leading the burley organization by about 5,000 members with a total of 63,000. It is an association organized under the Sapiro plan, its contract was drawn by the California lawyer and marketing expert and, so far, it has met every claim advanced by its promoters during the campaign which resulted in the formation of the organization.

For several years immediately following the beginning of the World War good prices were paid for Burley tobacco. These culminated in the Winter of 1919-1920 in the highest prices on record for Burley, when the growers were paid an average of about 381/2 cents a pound for their crop. Everybody who grew tobacco was happy and prosperous and a large acreage was planted in 1921 as a consequence, for the crop of 1919 had been a large one and the prices had been good in spite of the increase in production. The growers figured, doubtless, that if they could market one large crop at a record figure they could market another and do well, and so the planting throughout the Burley district broke all records as to acreage.

### Nature Intervened

Nature, however, stepped in to cut down the crop. The weather during the growing period was unfavorable. "Wildfire" did heavy damage to the crop. It developed that it was a light-weight crop and that instead of being twenty to thirty per cent larger than the crop of 1919, it was actually not so large a crop. These facts were brought out by a careful investigation of conditions in the Burley district, made by experts aided by some of the tobacco investigators of the government.

**How the 59,000 members of the Burley Tobacco Growers' Co-operative Association were signed up—personal visitation by solicitors, who gave up their own work in the Burley district to go out and sign up the crop, without money and without price. Joe Houston, prominent young Fayette county man; Snell, another Association worker on the left. Tobacco tenant's home in background**

In spite of these facts, in spite of the fact that there was a good demand for manufactured products all over the world, the price at the opening of the 1920 market, which had been postponed until January, 1921, was marked by a tremendous slump in prices as compared with those of 1919. Indignation developed among the growers to such an extent that for some two weeks the markets were closed. Meetings of the growers were held, an organization having for its purpose the cutting down or out of the next crop was formed, efforts were made to keep the low grade tobaccos off the market in order that they might not break the whole market, but it was all to no purpose. Unable to finance the crop, the growers despairingly resumed the bringing of their crops to the loose-leaf houses and many of them saw it sold at prices that did not pay the cost of production. Poverty and want stalked through the Burley district. Farmers who had bought land at high prices the year before not only could not make the second payment on their land but could not even pay the interest on their loans. In dozens of cases, men who had bought land deliberately sacrificed what they had paid on it and turned it back to the former owners. In one instance, personally known to the writer, a farmer had bought a fine farm for $75,000. He paid down the savings of years, $18,000, with notes for the remainder secured by a lien on the property. When the second payment came due the farmer was forced to inform the man from whom he had purchased the property that he was unable to meet the interest, and that he did not know when, if ever, he could meet the interest; cer-

**DIRECTORS OF THE BURLEY TOBACCO GROWERS' CO-OPERATIVE ASSOCIATION**

Standing, left to right—Dawson Chambers, Kenton County; Bush W. Allin, Mercer County; J. D. Craddock, Hart County; Frank V. Nunnelley, Scott County; Carroll D. Asbury, Bracken County; William H. Shanks, Lincoln County; E. T. Holloway, Spencer County; O. C. Ellis, Brown County, Ohio; P. B. Gaines, Carroll County; James C. Stone, Fayette County; Sam Clay, Bourbon County; E. Pendleton Taylor, Clark County; J. H. Sousley, Fleming County; R. E. Beatty, Fayette County; Ralph M. Barker, Carroll County.

Sitting—left to right—Judge I. H. Thurman, Washington County; Everett McClure, Dearborn County, Indiana; H. K. Bourne, Henry County; William Collins, Bourbon County; Rev. J. R. Jones, Harrison County; Clifford L. Walters, Shelby County; James N. Kehoe, Mason County; Thompson S. Burnam, Madison County; John B. Winn, Woodford County; Judge Robert W. Bingham, Jefferson County.

# Buy Your Burley Leaf Direct

From the

## Burley Tobacco Growers' Co-operative Association

THIS Association is marketing now the very best of the Burley tobacco crop of 1921. It can be bought either re-dried or in winter order, as desired by the purchaser.

Nine-tenths of the Burley tobacco growers of Kentucky, Indiana, and Ohio have placed their tobacco with this Association to be marketed. Considerable sales already have been made and every manufacturer who has purchased his requirements of this Association has been satisfied with his purchase.

The co-operative marketing plan has eliminated the old wasteful auction system and replaced it with a modern selling system by means of which the manufacturer buys exactly what he wants, instead of purchasing over a loose-leaf floor at auction, in which he inevitably gets a lot of tobacco he does not want.

We have about thirty million pounds of tobacco in re-dried form. We have all grades used in American manufacture, from the very best of cigarette leaf to the cheapest grades. For information and prices address

BURLEY TOBACCO
GROWERS' CO-OPERATIVE ASSOCIATION

620 South Broadway, Lexington, Kentucky

JAMES C. STONE, President and General Manager

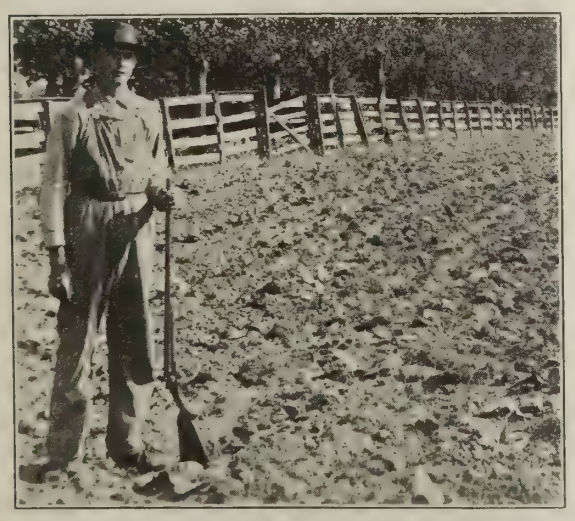
tainly it would not be very soon at the then prevailing price of tobacco. He offered to deed the land back to the seller, which offer was accepted. It is said that, on a smaller scale, this kind of transaction was fairly frequent following the close of the 1920-1921 market.

### Judge Bingham Became Interested

Conditions growing out of this tremendous drop in the price of Burley tobacco were called to the attention of Judge Robert W. Bingham, the Louisville publisher. Judge Bingham is rated a millionaire. As a citizen and as an official of Louisville he had made a splendid record for administrative ability and incorruptible honesty and, besides, had taken a prominent part in every movement for the welfare of the people of the State at large. Judge Bingham was induced to investigate the Burley tobacco marketing system. After a conference with Bernard M. Baruch, Judge Bingham and the New York financier looked into co-operative marketing in the United States, making a very careful investigation, and as a result of this investigation they asked Aaron Sapiro, of San Francisco, probably the best-posted man on the problem of co-operative marketing in America, to come to Kentucky and look the field over. Sapiro, who had successfully led a number of co-operative marketing movements in the west and south and northwest, pronounced the plan to market Burley tobacco co-operatively feasible and Judge Bingham immediately employed Sapiro to direct the organization.

### Joseph Passonneau Called In

Mr. Sapiro brought to Kentucky Joseph Passonneau, a New Yorker who had gone west and whose ability in agricultural lines had been recognized in the State of Washington by his being placed in charge of the Bureau of Markets of that State. Mr. Passonneau was placed in charge of the actual work of organization and between March 26, the day on which Judge Bingham conferred in Louisville with a number of the State's leading business men and bankers and tobacco growers, in regard to the matter, until November 15, the day set as the time for the campaign to close, Mr. Passonneau kept speakers in the field informing the growers of just what the co-operative movement stood for and directed a county and precinct organization which obtained signatures to the contracts, which provided that if 75 per cent of the growers of tobacco in 1920 signed the contract by November 15, then the 1921 crop should be marketed by the Association, but if 75 per cent failed to sign by that time, the Association would have another year in which to secure the required 75 per cent.



**The old way of obtaining a higher price for tobacco. Boy guarding tobacco bed during the tobacco pooling fight of 1905. "Them days are gone forever," for the new co-operative expressly cautions its members that violence gets nowhere and at the same time forfeits the good will of the financial element, now solidly behind the big new Burley Co-operative**

**Interior Growers' Warehouse, Lexington, and tobacco delivered by members of the Burley Co-operative. Manager J. Morgan Gentry in right foreground with paper in hand**

### "What Does He Want?"

Down here in Kentucky, unfortunately, when a man of any prominence projects himself into the public service in any way, the query immediately arises: "What does he want?" Having been mayor of Louisville and a judge of the circuit court there for a time, many possibly attributed political ambitions to Judge Bingham. When he learned that this was true Judge Bingham, in an address at Owenton, in one of the largest of the Burley counties, made it clear that he was not a candidate for any political office and that he would not accept any office within the gift of the people of the State or of the United States. He also informed the growers that this was their fight and that if, by November 15, a sufficient number had not signed the contract to make certain the success of the venture, he would take it as notice that his interest in the movement was no longer desired and would withdraw from it altogether.

### All Doubts Dispelled

If there were any doubting Thomases in the district as to the unselfish interest of Judge Bingham their doubts were dispelled. During the final month of the campaign one county after another went "over the top," securing its quota of 75 per cent. When the time came, on the 15th of November, to report on the result, Mr. Passonneau said that about 80 per cent of the growers had signed. When the organization committee met a few days later to canvass the result, in the presence of a great throng of tobacco growers, it was found by a committee of growers and bankers that 84.85 per cent of the crop had been signed up under the Association's co-operative marketing system.

### Special Co-Operative Law

It then became necessary to have a state law under which the Association might operate, but pending this new law, the Association was incorporated in the State of North Carolina, whose statutes provided for the organization of such co-operative marketing concerns what was lacking for their protection in Kentucky. Soon after the meeting of the Kentucky legislature, however, in fact within a week, and breaking all previous legislative records in the time taken to introduce and pass a measure, the Bingham co-operative marketing act was signed by Governor Edwin P. Morrow and the Association then was re-incorporated on January 16, under the laws of Kentucky.

The Bingham co-operative marketing act, drawn by Judge Bingham and Mr. Sapiro, not only definitely permits the operation of such marketing associations as the Burley co-operative, but provides penalties for the warehousemen who may induce growers to break their contracts and provides remedies against the grower also, by authorizing mandamus to compel him to deliver his crop as promised, injunction to prevent his delivery of his crop elsewhere and providing for liquidated damages, including the cost of counsel in any proceeding necessary to compel him to keep his contract. It is a law "horse-high, pig-tight and bull-strong," as they say it here in the vernacular and the few who have attempted to "welch" on these contracts gave proof of the fact that the growers as a whole went into the movement in good faith, determined to give it a try-out.

### Warehouses Secured

The next step, following the success of the organization, was to obtain the warehouses necessary for receiving plants for the tobacco which the growers would deliver to the Association. This work was entrusted to Ralph M. Barker, prominent and successful tobacco man of Carrollton, Ky., who had been made Director of Warehouses of the Association and who was authorized to contract for the necessary warehouses. In almost every county of the district, the warehousemen had favored the movement, so that there was the friendliest feeling between the warehousemen and the growers in the movement. As a result of Mr. Barker's work 126 warehouses out of a possible 130 in existence at the time of the organization, were taken over by the Association, without the payment of a cent by it, six million dollars' worth of property being turned over to the Association for its "use and possession," with an agreement to make a deed to the property by June 15, if the owner chose the method of selling outright, as most of them did, though a few preferred to lease.

### Payments Made in Stocks or Bonds

The warehouse owners accepted as payment for these warehouses stocks or bonds of subsidiary corporations organized in each of six warehouse districts, or promises to pay cash at intervals of two months over a period of two years. By either method, at the end of five years the warehouses become the property of the growers, who own the stock in proportion to the amount of tobacco they deliver, for two-fifths of a cent a pound is taken out of each grower's tobacco price each year of the five-year contract to pay for these plants.

It was estimated that under the old auction system of loose-leaf sales the growers paid the warehouses of the district in charges about $2,400,000 a year. Under the new system it was estimated that warehouse costs would be about $1,200,000 a year, about half the old way, and the growers receive the deeds to the property under the new system, while the warehousemen were still the owners under the old way of selling.

### Grading System Worked Out

Following the successful acquirement of the warehouses it became necessary to adopt a grading system, and within two weeks experts working with President James C. Stone, of the Association, had worked out a system of fifty-two

A sample field of Burley tobacco nearing maturity in Fayette County, Ky., one of the largest of the Burley counties. This field is three miles from Lexington

grades, covering every possible kind of burley tobacco that might be offered for market and standardizing the grading of tobacco.

### Advancing Funds

Then Louisville tobacco experts and bankers were called into consultation by President Stone and the banks agreed to advance about a third of the value of the various grades to be paid to the grower when he delivered his crop. This was followed by a meeting of all the bankers of the district at Lexington, at the request of President Stone, who explained the entire plan of organization and of marketing to them. In the face of the fact that some of the State's prominent lawyers had declared unconstitutional the Kentucky law under which the Association was then operating, these banks, on a call of their roll, loaned the Association $4,600,000, Judge Bingham advancing $1,000,000 out of his own private funds. No such public exhibition of business confidence in a new enterprise had ever been seen in Kentucky. The only collateral the banks had for this immense loan was the note of the Association and in almost every instance the bank agreed to lend the legal limit to one borrower, 10 per cent of its capital and surplus in the case of national banks and 20 per cent in the case of state banks.

### Repaid Within Forty Days

These loans were made for ninety days. Within thirty days half of the amount advanced by each bank had been paid back to it and within forty days the other half was sent to the bankers. Besides that, according to an announcement made by President Stone, the Association has paid everything it owes to everybody, including current expenses to date.

The War Finance Corporation has offered the Association a loan of $10,000,000. It has not been necessary for the Association to touch a cent of this money, and it may not be, but it is there if the Association needs it to assist, as Sapiro puts it, in "the orderly marketing of tobacco," for it is declared to be due to the disorderly slumping system that the price bottom dropped out of the burley tobacco market last year.

### First Effect Noted

The first effect of the organization of the Burley association was an improvement in prices on the few loose-leaf markets and in the few loose-leaf warehouses whose owners chose to remain out of the Association and its movement. It was made clear, at the start of the campaign, that the coming in or staying out of any grower was a matter strictly for his own decision, that no violence or coercion would be permitted, and it was known that Judge Bingham and the business men, bankers and professional men he had interested would have nothing to do with the movement if any violence should develop. On this basis the movement had the entire support of the leading men in every county, which all former pooling movements had sadly lacked. In the former campaigns the warehousemen, bankers and business men all fought the pool. They opposed it because the warehousemen feared it would put them out of business, as it would have done under the old pool system; the banker and the merchant feared they would have to wait a long time for the money the growers owed them, and they would have had to wait under that plan, but the new Association is declared a selling and not a holding association, and so all these business and professional elements opposed to former pools or associations fell into line, assuring the success of the movement to organize the Burley growers.

Tobacco began to sell, when the independent markets opened December 15, at prices twice as high as those of the previous year. In a few markets, where prices were influenced to some extent, by good crops generally and other local conditions, it went to three times the price paid for the 1920 crop. These prices are declared to be the direct result of the signing up of 190,000,000 pounds of the 1921 crop to the Burley Association.

### Advances to Growers

The advances paid to the growers so far indicate that the holdings of the Association probably will bring about 5 cents a pound more than the tobacco which has already been sold over the loose-leaf floors by growers who did not come into the Association last fall. Many of these, however, have signed contracts since selling their crops, and these contracts are for the five years beginning in 1922, guaranteeing still larger control of the burley market for the next five years than has been possible to the Association this year.

### Participation Certificate

Under the new system of marketing, the grower delivers his crop, when notified to do so, at one of the Association's receiving plants. He is then given a check for a sum of money as an advance on his crop, and a "participation certificate," showing his right to participate in the money received from the sale of the crop by the Association when finally sold to the manufacturer. This participation certificate is not for a definite amount of money, but for a definite number of pounds of each grade he has delivered. When the Association sells it, it pays to the grower another sum of money, or it may make several payments, from the final one of which will be deducted the cost of operating the Association.

### Operating Costs

This cost, in most of the successful co-operatives, had ranged around 3 per cent of the amount realized for the product. In the Burley tobacco district it probably will be even smaller than that, for the cost of conducting the Association's business so far, as it relates to the warehouses, has been actually less than the cost of auctioneers under the old system.

Co-operative marketing does not seek to set aside the law of supply and demand in the tobacco business, Mr. Sapiro says. On the contrary, it recognizes that law, except that it "applies it at the point of consumption rather than at the point of production." In former years the grower dumped his crop on the warehouse floors, along with the crops of all his fellow-growers, and each grower in the burley district was a competitor of his 59,999 fellow growers. The tobacco literally flooded the market, the floors being frequently so crowded that "block" sales were held, the buyers being unable to complete bidding on the crops within one session, so that the sale was not completed until the following day.

### Buying Under Co-Operative System

Under the co-operative system one buyer comes to the office of the association and buys from President Stone what tobacco he needs. The new system ought to be favored by the manufacturers, too, for instead of maintaining an expensive corps of buyers in the Burley district, as they do under the auction system, and buying, under the auction system, as they necessarily must buy, a lot of tobacco they cannot use, one man may buy within a few minutes after seeing President Stone as much tobacco as a corps of a hundred buyers under the old system bought in a month on the loose-leaf floors. In fact, one of the largest manufacturing companies in America sent one man to Lexington and within half an hour this man had actually bought 22,000,000 pounds of tobacco from the association.

### One Discordant Note

Will it work? The banks and business men of Kentucky, Ohio and Indiana declare it is the only system of marketing tobacco. In only one district in the entire Burley belt did the advocates of co-operative marketing of Burley find an unresponsive community, and that was at Greeneville, Tenn., where the warehouses were hostile and where the business, banking, warehouse and other interests were opposed to the plan, which naturally eliminates a lot of expense that formerly went to the middlemen.

President Stone, himself, a successful warehouseman under the old system, and whom Judge Bingham interested in the movement among the very first men he enlisted, says the new system has come to stay, that he has talked with hundreds of growers and that not one would go back to the old plan.

## Ford & Duke Tobacco Company

Ford & Duke Tobacco Company, of Gallatin, Tenn., is one of the largest leaf dealers in the one-sucker territory and is able to take care of an enormous business, as it is located in a new building which is equipped with the latest labor saving devices, and has a floor space of 83,000 square feet. The firm has recently taken over the Anderson Tobacco Company, a manufacturing plant that was organized in 1892. Ford & Duke will continue to manufacture the well known Anderson's Red Tag Brands, along with their new line of LeDuke cigars.

# Culture of Various Dark Tobaccos in Central Virginia District

**Old Dominion State Produces Four General Types of the Weed That Cheers But Does Not Inebriate—Character of Soil Where Grown—Export Varieties Consist of Two Principal Groups, Oronoko and Pryor—Main Demand from Foreign Countries.**

By PLUMMER F. JONES

VIRGINIA produces four general types of tobacco—Bright, or Flue-Cured, Dark-Fired, Black or Olive Stemming, and Sun-Cured. The culture of dark tobacco is a survival of Colonial times, when all tobacco was of this comparative type; and the other types have in one way or another been evolved from this original type. With but small exceptions, all the tobacco of Virginia is produced in the Middle section of the State, east of the Blue Ridge Mountains and west of Tidewater, and, excepting portions of a half-dozen counties, south of James River which flows from west to east through central Virginia. Roughly speaking, only about a third of the State produces tobacco; and all that extensive section of tidewater east of a line drawn from Washington, through Fredericksburg, to Richmond, and thence south, is totally unacquainted with the growing of tobacco, though for two hundred years after the Jamestown settlement tobacco was the only crop which brought money into the Colony and was the basis of the Colony's prosperity. Likewise, the vast stretch of the Valley, from Bristol on the Tennessee line to Winchester, in hailing distance of Pennsylvania, knows no more about tobacco than it does about cotton, and the average citizen would not recognize a plant of it growing in the fields. What is known as "Southside" Virginia, together with a string along the north bank of the James, produces annually about 130,000,000 pounds of tobacco, worth, say, somewhere in the neighborhood of $25,000,000.

### Bright and Dark Sections

All the bright tobacco of the State is produced in a tier of counties lying adjacent to the North Carolina line—counties of thin light soil by nature, made marvelously productive by modern intensive cutivation; while all the dark tobacco of the State is produced in the middle section, comprising, all told, portions of about twenty-five counties. The dark tobacco region of Virginia is, roughly speaking, an irregular area 120 miles wide, from east to west, and about 90 miles from north to south.

### Heavy, Rich Soil in Dark Regions

Like all dark tobacco regions, especially those of western Kentucy and Tennessee, the dark tobacco region of Virginia has a heavy rich soil, inclined to be red or chocolate, sometimes dark gray, but with a very red clay subsoil. This land is ideal wheat land, and produces red clover and alfalfa abundantly. Upon it corn grows very large, and apple trees flourish; but such crops as sweet potatoes, peanuts and truck cannot successfully be grown. Nearly all of the dark tobacco of this section is produced upon old rich lots adjacent to stable yards and home plots—lands that have been carefully kept up in fertility and manured and clovered regularly. Corn is seldom grown upon "tobacco land," as it saps quickly the fertility of such soils and it takes several years of careful attention to bring the land back again to a condition suitable for wheat and tobacco.

### Not Grown on River Lands

Dark tobacco is never grown upon rich river bottoms or along small streams, but only on plateaus or long hillsides with a proper exposure to the sun. In almost every case wheat follows a crop of tobacco, and this, in turn, is followed by red clover or clover and timothy combined.

Naturally, there are a number of types or varieties of dark tobacco, depending upon the soil, manner of cultivation, method of curing, or the variety of plant grown. The bulk of the dark tobacco production is heavy brown or dark-red in color, medium to large leaf, thick, gummy, and with a high percentage of nicotine, being "strong" as to taste, and with a tendency to make one dizzy unless he is used to it.

Formerly the heaviest bodied and best-textured dark-fired of Virginia was produced on the strong soils of the western portion of the district lying tributary to Lynchburg as a market center, but with the improvement in farming methods, the use of the legumes and stable manures, many other sections produce heavy and fine varieties of leaf, and at every dark market crops are sold which indicate that good farming will always produce a high grade and texture of tobacco.

It is known, however, that lands with more or less sand, such as those around Petersburg in the dark belt, produce a coarser and a somewhat thinner leaf than the heavy clay soils farther west. The leaf, too, of the tobacco grown in sandy soils is lighter in color and is more dappled, thus supplying a part of a varied export need. On the red-clay soils the tobacco is tougher, more uniform in color, and is much more suited for plug wrappers, and for this use it is largely grown.

### Tobacco Culture Began Early

Tobacco culture in central Virginia began with the original settlement of this section by pioneers from the tidewater counties in the sevententh century. It was perhaps a century after the Jamestown settlement that that portion of the State now occupied by the counties of Buckingham, Prince Edward, Albemarle and Appomattox was fairly well occupied by Anglo-Saxons. Some time before the Revolution, however, this portion of the State was well peopled, and fine homes had been built along the rivers and splendid plantations had been laid out. Not many years ago a squirrel hunter on the upper Appomattox found a lonely grave in the dense woods on the western side of Woods Mountain, a small rocky eminence in southwestern Buckingham county with the following inscription on a small soapstone slab: "Edwd Woods, D. 1763." This indicated that even this dense region had been peopled some time before the opening of the American Revolution.

### Tobacco One of Principal Crops

The earliest records indicate that tobacco was one of the principal crops. The varieties in early days were undoubtedly those which were grown in the Jamestown and Williamsburg sections—Oronoko, Pryor and Sweet Scented. With such changes as time would naturally bring these same general varieties have continued to this day. Most of export varieties of tobacco as raised today may be regarded as coming under two principal groups, namely, Oronoko and Pryor, though the many strains and sub-varieties have such slight differences that it is well nigh impossible to tell to which group they belong. Among the Oronoco varieties may be mentioned Big Oronoco, Little Oronoco, Whitestem Oronoco, Lizard Tail, Gooch and Flanagan. Some of the Pryors are the Blue Pryor, White or Medley Pryor, Yellow Pryor and Silky Pryor. Two sub-varieties which might be mentioned are Yellow Mammoth and One Sucker.

### Lizard Tail and One Sucker

At a number of the dark tobacco markets these days one hears the name of Lizard Tail and One Sucker to the exclusion of all others. The Lizard Tail is a tobacco which is more delicate of texture, smoother and of finer grain, while the One Sucker is a very coarse and heavy tobacco which some buyers rail against or praise, accordingly as their orders are against or for them.

From a study of methods of Colonial days it may be found that tobacco of the export type is today raised about as it was in Alexander Spottswood's day. The plantbed is usually burned on a southern hillside in the woods late in the winter or early in the spring, the land being coultered or grubbed up as well as possible after burning, and the seeds sown some time in March, the bed being fertilized with a high grade commercial fertilizer. Soon thereafter the bed is covered with cheesecloth, this being tacked down to logs or boards on all outer edges and supported by wires.

### Cultural Methods

Tobacco land is plowed early and thoroughly, refallowed later, and put into beds in May, the rows being about three feet apart. The beds are thrown up with double plow over a furrow

Dark Tobacco approaching ripeness, showing vigor and expansive leaves.

Type of Dark Tobacco curing barn in Central Virginia

Field of Dark-Fired Export Tobacco in August, in the growing stage.

into which has been drilled 2-8-2 or 3-8-3 fertilizer at the rate of from 200 to 600 pounds to the acre. The amount of fertilizer used within the past several years has varied with the price and with the expectation of the growers in the matter of returns from their crop. In 1918, when prices were unprecedentedly high in all the markets and the demand for export tobacco was strong, the growers did not stint themselves with fertilizer which cost around sixty dollars a ton. Later, when the bottom dropped out of the market many growers used nothing but a few scant bags of sixteen per cent. acid phosphate to the acre. And thus it goes.

### "Scraping Down"

Cultivation of tobacco, usually starts early—just as soon as the plants are set in the hill and evidence a degree of life and growth. The first working has for many years been provincially called in middle Virginia "scraping down." Possibly this working was always done with the hoe, and the hill or bed is thoroughly scraped off in order to loosen up the earth and kill the growing weeds or grass. This work is done in early June or soon after planting. Sometimes planting is delayed until after the first of July, and, if the seasons are good, excellent crops may be made between that time and frost which usually occurs in middle Virginia about October 10.

### Worked Twice After Scraping

Dark tobacco is worked about twice after scraping down, then "laid by." When from 10 to 15 leaves appear on the plant topping begins. From two to three leaves are primed off next to the ground and the top broken out, leaving from 8 to 12 leaves on the plant to mature. The suckers which shortly appear in the axils of the leaves must be removed as soon as they appear and grow long enough to permit the fingers to reach them. From two to three crops of suckers may be expected to appear.

### Harvesting Methods

About 30 to 40 days after topping the plant is ripe enough to harvest. An experienced grower can detect ripeness in a plant as well as a wheat grower knows when to put his binder in. But even if tobacco is dead ripe it is never cut immediately after a heavy rain, as the rain always washes away the gum which is necessary to the life of the leaf. In cutting the stalk is split from the top down to within a few inches of the root where the stalk is cut off, and, in middle Virginia is always placed directly upon the sticks before the plant wilts. Generally two cutters carry four rows in harvesting, with a stick-bearer between them who holds the sticks and when full of plants lays them carefully down, the side of the plants being next to the ground.

Dark tobacco growers formerly hung the sticks upon scaffolds outside the barns for a few days in order to allow the leaves to yellow up, but this practice has been abandoned. At this time the sticks are hauled to the barns and placed upon the tier-poles on the afternoon of the day they are cut.

### Treatment of Export Tobaccos

The export tobaccos are never put into pits or cellars for the purpose of getting them in order for handling, but natural "seasons" are invariably required. It is generally late in November or early in December before the first autumn "seasons" occur; and often tobacco is not taken from the tiers until after Christmas. As soon as it is struck down the stalks are taken from the sticks and the plants are bulked down under tight packing and covered with straw and bags. Thus they await the strippers who can do their work at leisure throughout the winter.

### Marketing

Formerly most dark tobacco was sold in hogsheads and by the sample method, the hogshead being broken open and examined by sample before a licensed officer who affixed his seal to the samples selected. This method is still used in Richmond, but in all the smaller markets throughout the dark belt the auction method of selling has for many years been in vogue. The grower takes his tobacco to the warehouse in wagons, packed in bulks according to the grades in hand. The tobacco is taken into the warehouse doors by warehouse hands, placed on trucks and weighed, then placed in piles on the warehouse floor. Sometimes as many as a thousand piles of tobacco may be seen upon a large warehouse floor when the buyers come through. An auctioneer in the employ of the warehouse does the selling, representatives of all the companies upon that particular market doing the buying. This method has ruled in every dark Virginia market for two or more generations. There were many complaints from growers, but little recourse was open to them, and generally they went home carrying whatever the buyers chose to give them. There have been hints at collusion of buyers, and everything between that and plain theft; but the system continued.

### Co-operative Marketing

It was not until 1921 that co-operative marketing of tobacco was taken seriously in Virginia. In that year organization was begun and by the end of the year nearly twenty-five thousand growers had signed the three-year marketing contract. Early in the present year the tri-state organization was perfected, with directors from the various districts, and plans are being evolved at this writing for the handling of the 1922 crop.

The dark tobacco as raised in the central Virginia counties is differentiated from the other types principally in these points: Size and weight, due to the heavy soil in which this tobacco is raised; color and flavor, due to the method of curing.

As is known the bright tobacco of Virginia is all cured by flues which furnish hot air through the curing house. The result of this process is very bright, thin, mild leaf which is particularly adapted for cigarette manufacture and pipe smoking.

### Has Strong and Characteristic Odor

Dark tobacco, which some writers call a "retrogressive type," is heavy, thick, gummy, strong of nicotine, and has a strong and characteristic odor. The odor comes largely from the smoke which the leaf absorbs in the curing process. Shortly after the sticks are placed in the barns the plant has colored sufficiently for fire, and in the long rainy spells of late October and November log fires are built in the dirt floors of the curing barns and heavy firing takes place. The fires are built regularly until the entire house is thoroughly cured with smoke and heat. Naturally, such a process would completely ruin practically any type of tobacco except this heavy leaf which has for generations been sought by certain European nations for this very heavy and strong-scented type.

### Sun Cured Type

In the Virginia dark district might be included the "Sun-Cured" district which includes portions of five or six counties lying near and slightly northwest of Richmond. These counties produce in the neighborhood of ten million pounds of leaf which is grown upon gray soil, following crimson clover fallow, and which is cured in the houses without firing, almost precisely as all air-cured tobaccos are cured, though formerly the curing process was begun by allowing the plants to hang on scaffolds outside of the barns for five or six days or until the leaves became thoroughly yellow. The sun-cured product is sold almost exclusively in Richmond and is manufactured there into plugs for chewing. The sun-cured type is said to be a survival or development from tobacco growing as it obtained in the York and Rappahannock sections of Virginia in very early days.

### Olive Green or Stemming

Another interesting type of the Virginia dark tobacco is the "Olive-Green or Stemming" tobacco which is raised in portions of five or six counties just south of the James and Rivanna rivers. This tobacco is produced from the seed of the One-Sucker type, and is long, heavy, rich and coarse. The curing is by open fires, but in order to produce the olive green color firing is commenced at once before the coloring process takes place in the barns. Tight barns, high heat, and sappy tobacco are all required to bring about a good olive-green cure. Generally the curing process, which is intensive, is completed within forty-eight hours. Much of this type of tobacco is rehung by buyers after purchase and again heavily fired or smoked by open fires for a week or more. This is done to give that strong creosotic flavor so much sought in this type.

### Sold in Foreign Markets

"Sun-cured" tobacco is sold almost exclusively in England, where anterior to the war satisfactory prices were paid. Powhatan, a small county west of Richmond, produced more of this type than any other county, though both Fluvanna and Albemarle, north of James river, formerly produced a considerable amount of the stemming leaf.

As stated above the dark tobacco of Virginia has always gone abroad, the bulk of the crop going, before the World War, to Germany, Austria, Italy, France, Great Britain, Norway and Sweden. A considerable amount is shipped to Australia in the form of chewing plug and leaf. About fifteen per cent of the dark tobacco crop, during the past twenty-five years, has been manufactured into snuff and consumed largely in this country.

### Average Yield, 800 Pounds

During many years the growers complained of the low prices which were paid for the dark type of tobacco, and in order to help in this matter the Bureau of Soils in 1904 began a series of experiments in Appomattox county which have continued down to this time. The net results of these investigations disclose the fact that the dark tobacco growers of Virginia do not use enough commercial fertilizer to the acre, and, as a consequence, produce only about half the amount of tobacco to the acre that should be produced. It has been ascertained that the average yield in the dark districts of Virginia is about 800 pounds to the acre, this being produced with the use of about 400 pounds of 3-8-3 fertilizer. The Appomattox experiment station has conclusively shown that with an application of from 800 to 1,500 pounds of home-mixed fertilizers, containing the proper proportions of ammonia, potash and phosphoric acid, to yield of from 1,200 to 1,500 pounds of tobacco is not unusual, while the price for this much larger yield has shown an increase of fully fifty per cent. over that of the underfertilized plants.

Within recent years the farmers of central Virginia have made great strides in farming methods. Certainly for the past three years the county agents have done a heroic work in demonstrating the possibility of soil improvement through the use of clovers, legumes and grasses; and everywhere one hears of alfalfa, cow-peas, sweet clover, Huban, soya beans, and red clover. The growth of these crops, which are almost phenomenal on the rich, red soils of this region, serve to hold together and to enrich the land and lighten it up for the proper growth of tobacco and other crops.

As might reasonably be expected the great changes of the past war and post-war years have had a tremendous effect upon tobacco growing as well as upon all farming.

# Florida-Georgia Shade Grown Tobacco More Highly Appreciated

**Acreage Being Increased As Result of Growing Popularity—Leaf Has Wealth of Uniform Colors—Success Secured Largely Because Indefatigable, Practical and Competent Men Have Made Tobacco Culture Their Life Work — Who's Who.**

ERECTED shade for growing tobacco originated in Gadsen County, Florida. The Florida-Georgia shade grown tobacco acreage is being increased notably. The crop of 1921 represented the yield obtained on 3,700 acres under shade. This year the shade area will be enlarged to 4,000 acres, or perhaps more. The larger acreage and the expensive improvements made to insure the production of fine tobacco are proof of the enduring and extending popularity of Florida-Georgia shade grown wrappers.

Very evident is the fact that Florida-Georgia shade-grown is more highly appreciated today. And the reason why men now acknowledge its desirability is equally plain. No tobacco can show uniformly such a wealth of light colors. The life and stretchiness of the leaf allows the cigar manufacturer to use it to great advantage. A pound and a half of fine Florida-Georgia combination shade-grown wrappers will suffice to wrap a thousand cigars. And, concerning the burn of this tobacco now, no fault will be found.

Results have been secured largely because a number of indefatigable, practical, competent and experienced men have made tobacco culture here their life work.

### Components of Success

Tobacco growing in the Florida-Georgia district requires more than the acquisition of land, the investment of money and the employment of labor. Success largely is dependent on incessant attention and intelligent direction. Because men have worked and experimented, applying themselves diligently to their appointed tasks for years, proper methods of tobacco culture have been evolved. Many perplexing problems had to be solved. For instance, the trouble aforetime about the burn of the tobacco now is averted. Trials, studies, experiments and tests have demonstrated that a good burn is practically assured if precisely the right fertilizer is applied to the land and approved methods are followed throughout.

### The Cigar Tobacco District

Divided by the state line, the Florida-Georgia cigar tobacco district is contained principally in Gadsden County, Fla., and Decatur County, Ga. In Florida, outside of Gadsden County, there are comparatively small areas where cigar tobacco is grown in the vicinity of Dade City, Madison and Tallahassee. But in the Decatur-Gadsden region the main part of the crop is obtained. In Decatur and Gadsden, cigar tobacco has been grown for more than a century. The excellent quality of the leaf produced in that section long has been recognized. Even in years before the Civil War, tobacco raised in localities adjacent to the Florida-Georgia state line was favorably regarded by cigar manufacturers in the United States and abroad. One type of tobacco grown in the neighborhood known as the Fowltown Flats, in Decatur County, Ga., was looked upon with such favor that seed of this tobacco was sent to Holland, from there to be forwarded to Sumatra. From this seed, it is said, eventually was developed the Sumatra tobacco having the thin, stretchy, serviceable leaf now so much used for cigar wrappers.

### Origin of Growing Tobacco Under Shade

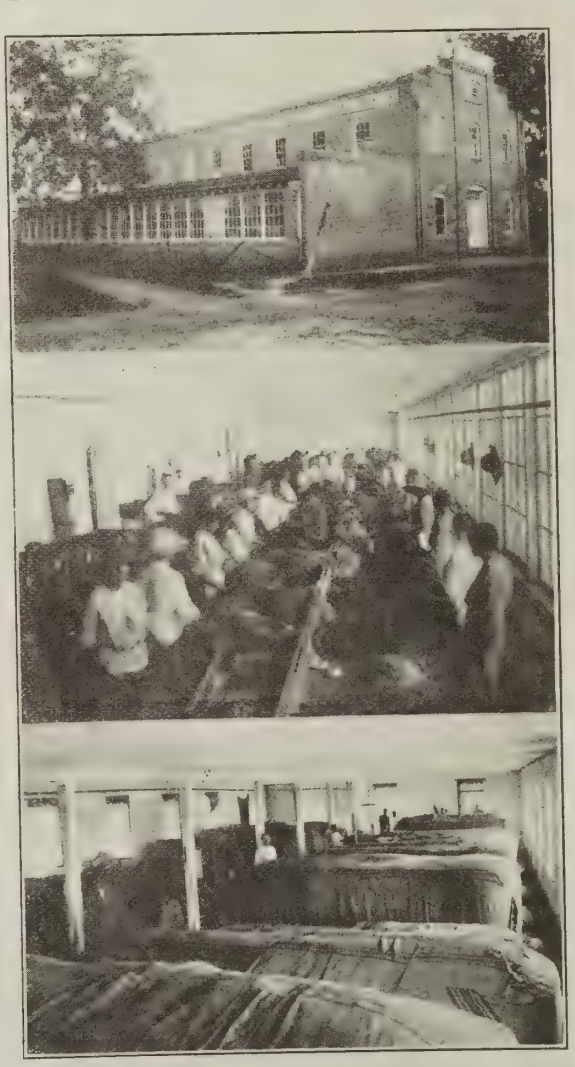
In Gadsden County, Fla., was originated the practice of growing tobacco under erected shade. F. A. Schroeder, former mayor of Brooklyn, and for many years the head of the big leaf tobacco house of Schroeder & Bon, had a plantation near Quincy. On various occasions, on tobacco plantations in Cuba, Mr. Schroeder had observed that tobacco growing in the partial shade of a palm tree had a tendency to be thinner in leaf and lighter in color. Struck by the idea, he resolved to try an experiment on his tobacco farm in Florida.

### Laths First Used for Shade

Accordingly, he gave orders to have shade trees transplanted, at intervals, in a tobacco field. But the superintendent of the farm, knowing the time it would take to get the shade trees in satisfactory shape, proceeded to erect over a patch of tobacco a sort of roof formed of laths spaced about three inches apart. The lath work above the tobacco provided some shade. And it was noted, when the tobacco was cured, that the leaf obtained from the patch beneath the laths was thinner in texture and of lighter color.

### Cheesecloth Came Into Use

The success of the experiment caused Mr. Schroeder to use lath shade more extensively



**In the plant of the Florida Tobacco Commission Co., at Quincy, Florida, the selection room is on the north side of the building with its side almost all glass, giving ample light for this delicate operation. The lower picture shows piles of leaf being sweated**

in growing tobacco the following year. Cheesecloth supported by wires stretched from poles set up for the purpose next was tried, experimentally, to obtain the shade desired. The outcome was satisfactory. The shade grown tobacco, for cigar wrappers, had superiority that readily could be seen. Further experimentation, carried on for a number of years, served to prove that, for Florida and Georgia, the shade producing the best results was a combination of slats and cheesecloth.

After shade grown tobacco was shown to be quite a success in Florida, shade grown production was started in Connecticut. A prime mover in the shade grown industry in the Connecticut Valley, the man most responsible for putting shade grown wrappers in a position to obtain popularity, was Marcus L. Floyd.

### Had Abiding Faith

Mr. Floyd had abiding faith. He was sure that shade grown tobacco could and would be a big success, commercially. He continued to be interested in the growing of tobacco under cloth.

Though he stood almost alone for a while in the belief that shade grown was destined to be a leading tobacco, his confidence was so great that the discouragement of others only caused him to go into the business on a large scale.

While employed as an expert in the Division of Soils, Mr. Floyd rendered greatly appreciated assistance in connection with the introduction of bulk fermentation in Pennsylvania. Because by bulk fermentation the prevalent "black rot" and other causes of damage to tobacco were eliminated. Instead of having to assume that a considerable percentage of the tobacco would be ruined, the packers were assured of the tobacco they would have for sale when the curing was completed.

### Put On Exhibition

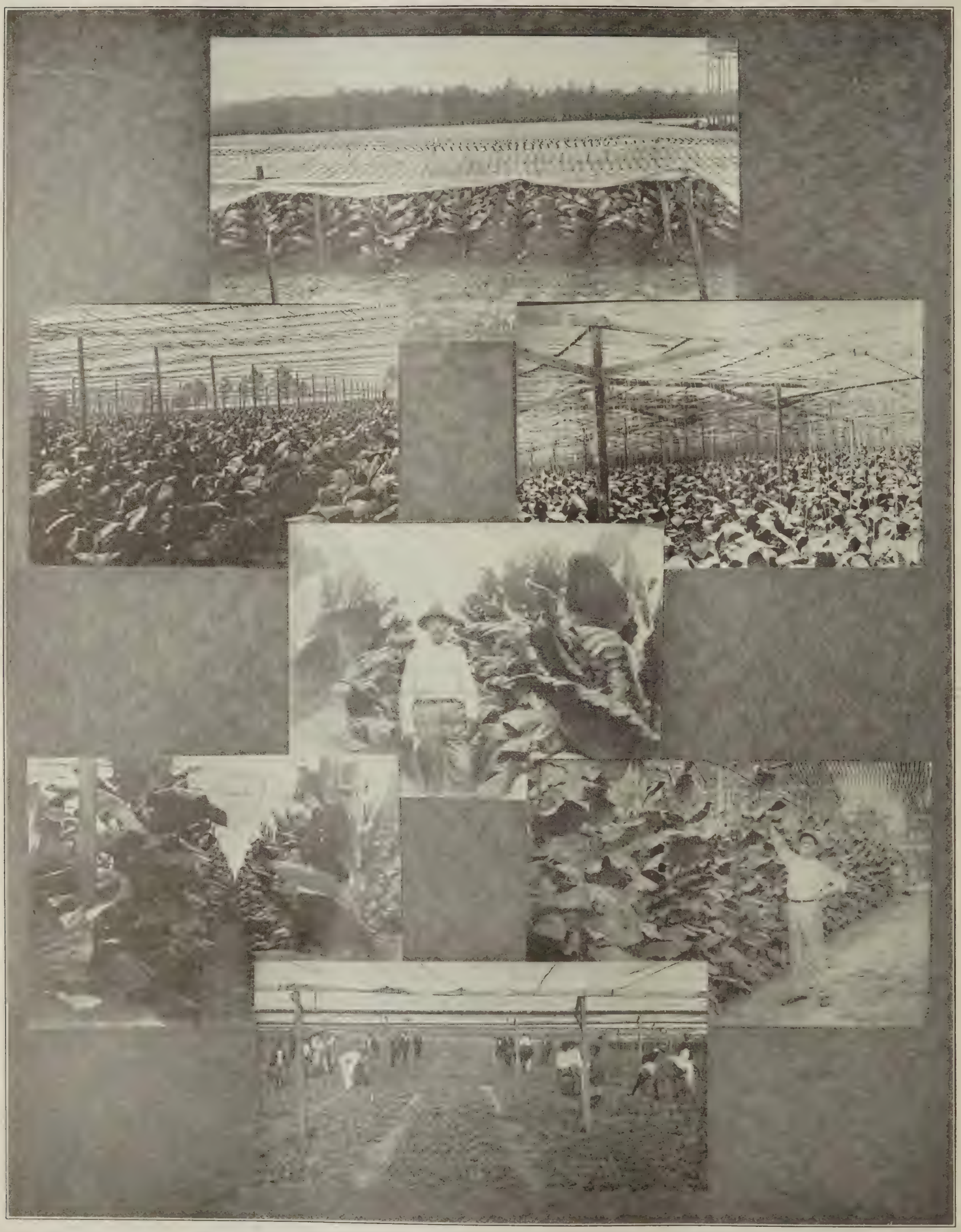
The leaf tobacco exhibit of the Division of Soils at the exposition at Buffalo was collected by Marcus L. Floyd. Later the display that he prepared was seen at the exposition at Charleston, S. C. These tobacco exhibits were more than advertisements for the industry. They were object lessons that even the casual observer could not ignore.

A pamphlet written by Mr. Floyd for the purpose of persuading growers how much more advantageous it was to raise tobacco of superior quality had attracted the attention of high officials of the Department of Agriculture to the tobacco expert. And during the time he was in the Government service he was frequently called upon to prepare data, statistical and otherwise, pertaining to improved methods of producing high grade tobacco.

### Student and Instructor

When he quit the Government service, the better to devote all his ability to the production of shade grown tobacco, Mr. Floyd continued to be both student and instructor.

He studied hard. With microscopic exactitude he investigated practically everything that pertained to raising and curing tobacco grown under shade. He studied soils, he tested seed, he experimented in plant breeding, he made numerous trials of fertilizers, anything that experience could recommend or plant lore might suggest he attempted. He co-ordinated effort, and he improved previous methods. Resulting from his research and work are the systems of culture and curing most approved of in the production of shade grown tobacco today. Mr. Floyd did not conceal his discoveries. Nor did he deny others an opportunity to participate in his success. He was as zealous and unselfish as a missionary. Neighbors and other growers had ample chance to see and know what Floyd was



In the Florida-Georgia region, where shade-grown tobacco was originated, many valuable fields today are covered by a combination of slats and cheese-cloth. Under such tents is shown some of the most scientific farming known. Exhibits above are glimpses of the growing tobacco that is the pride and glory of the district. The greater market created for Florida-Georgia shade-grown is due entirely to the excellence of the leaf.

doing. His farm, with its steadily increasing acreage of tobacco grown under shade was a continual demonstration.

### Hard to Interest Cigar Manufacturers

Fate assigned to Mr. Floyd a double task. It was not enough that he could produce choice shade grown wrappers successfully, in large quantities. His next undertaking was to persuade cigar manufacturers to use shade grown wrappers. In this direction, for a while, progress was painfully slow. A man less enthusiastic, tactful and resourceful might have given up in despair. But Floyd persisted. His repeated arguments did not lose strength. His insistence called attention to the value of what he had to sell.

### Convincing Evidence

To prove the quality of shade grown wrappers, Mr. Floyd had a quantity of cigars made. Having choice Havana filler selected to suit the most exacting taste, and being made so as to show the shade grown wrapper in all its beauty, these cigars had a double appeal. And they were convincing.

One manufacturer, famous now for an immense output of high grade, shade grown wrapped cigars, became a convert after he was induced to smoke mild Havanas which he made himself, using the formula devised by Mr. Floyd.

Once introduced, mild Havanas gained in vogue very rapidly. Cigar manufacturers that formerly "pooh-poohed the idea" of using shade grown wrappers suddenly discovered that there was a pronounced demand for shade grown wrapped cigars. "The rest is history."

Having shown what could be done in Connecticut, Mr. Floyd returned to Florida, to engage again in tobacco culture near Quincy.

Though the Florida-Georgia cigar tobacco district, as the name indicates, is divided about evenly between the two states, the business management of the same naturally concentrates at Quincy.

### Early Shipments From Quincy

In "ante-bellum days" much tobacco was shipped from the vicinity of Quincy to other parts of the United States and to Europe. In the years immediately following the Civil War, the tobacco production of the district was not especially important. By 1875, however, the trade was mindful, once more, of the quality of cigar tobacco that could be grown in Florida. Straiton & Storm then were the manufacturers of the famous Owl brand. The advantages of owning and operating tobacco plantations in Florida appealed to Straiton & Storm. So they formed a subsidiary concern called the Owl Commercial Co.

### "From the Field to the Factory"

Near Quincy, in 1887, the Owl Commercial Co. acquired 17,000 acres of land and proceeded to grow tobacco. William Corry, who had been with the leaf department of Straiton & Storm since 1876, was sent to Quincy to superintendent the work on the plantations. On the land of the Owl Commercial Co. great deposits of fuller's earth were discovered. As a subsidiary of Straiton & Storm, the Owl Commercial Co. lost its identity in the various amalgamations and mergers of which the General Cigar Co., the world's largest cigar manufacturing company, is the ultimate result. But William Corry remained in Quincy, becoming a veteran and a magnate in the tobacco business. With several sizable tobacco enterprises, the name of Corry is most honorably identified. In the Florida Tobacco Commission Co., William Corry and his son, H. Edmund Corry, are associated. William Corry also is connected with the Barlow-Corry Co., a hustling company that has for its motto "From the field to the factory." His son Arthur Corry is the head of Arthur Corry & Co., another important tobacco concern.

Comprised in the Florida-Georgia holdings of the American Sumatra Tobacco Co. is the largest cigar tobacco plantation in the world.

### American Sumatra Tobacco Co. Formation

Having international importance now, acclaimed as a leading leaf tobacco concern of this country, the great American Sumatra Tobacco Co. gained its first prestige in the Florida-Georgia district. By a consolidation of the Florida-Georgia holdings and interests of A. Cohn & Co., Schroeder & Argimbau, the Kraus-McFarlin Co., the Florida Tobacco Co., Wedeles Bros., the Lichtenstein Florida Tobacco Co., Taussig & Co., and A. Wilson, the big company was brought into being in February, 1910. Through the amalgamation thus accomplished, the company acquired about 37,000 acres of land, approximately one-half of which is in Florida, the other moiety of the great estate is in Georgia, just across the state line. To the land obtained at the time of the formation of the company, other desirable real estate, purchased in recent years, has been added. The American Sumatra Tobacco Co. has thousands of acres well adapted to growing tobacco, but at present not utilized for that purpose.

### Largest Grower

Of the 35 packing houses for cigar tobacco in Florida and Georgia, the American Sumatra Tobacco Co. has 13. The company, by far, is the largest grower in the Florida-Georgia district. Its own crops, added to tobacco purchased from accredited farmers each year, cause the American Sumatra Tobacco Co. to be the handlers of the greater part of the cigar tobacco grown in Florida and Georgia.

Vice-President F. M. Argimbau supervises the activities of the American Sumatra Tobacco Co. in Florida and Georgia. A member of the firm of Schroeder & Argimbau before the big company was formed, identified prominently with the management of the American Sumatra Tobacco Co. during the company's entire existence, Mr. Argimbau is an experienced and most capable man. To his ability is attributed much of the success attained by the American Sumatra Tobacco Co. in the Florida-Georgia district.

### Local Managers

R. C. Race, of Amsterdam, Ga., is manager of the plantations of the American Sumatra Tobacco Co. in the Georgia division.

In the Florida division, the plantations are managed by John W. Woodward, of Quincy.

The packing operations in Georgia and Florida are under the charge of Al Stein.

Leo Batt is the purchasing agent for the company in the district.

To a very considerable extent the excellent progress continually made can be ascribed to the efficiency and reliability of these men.

### Familiar With Tobacco Industry

Perhaps no one is better informed or more closely in touch with cigar tobacco conditions in the Florida-Georgia district than Mark W. Munroe, of Quincy. As president of a bank of Quincy, a bank that constantly handles much tobacco money, a bank so solid, so ably managed, so dependable in all its transactions that it is accounted among the very best country banks in the United States, Mr. Munroe has opportunity to know about everything that goes on.

Of matters pertaining to tobacco, as well as to banking, Mr. Munroe has wide knowledge, long experience and unusually sound judgment. When anything important is contemplated in Quincy, he is likely to be the first man consulted. And his advice is regarded as the best obtainable.

### Long Interested in Tobacco Culture

The son of a notable tobacco grower in the Quincy district in the old days, Mr. Munroe, as a large land owner, has been interested in farming, tobacco culture especially, since his youth. In later years, despite his activity and prominence as a banker, he has always found time to help in any undertaking planned to be beneficial to tobacco growers generally. When delegations were sent to Washington to present the request or protests of the tobacco industry to Congress, "Pat" Munroe, as he is familiarly known, was one of the spokesmen who obtained earnest attention.

### Indentified With J. & O. Altschul

With various Florida-Georgia tobacco enterprises Banker Munroe has been associated, usually in the role of an important stockholder and occasionally as a director. With the well known leaf enterprises of J. & O. Altschul at Quincy, the Munroe connection also is attested by the activities of men of a younger generation.

### The J. & O. Altschul Tobacco Co.

The business was established in Quincy in 1910 by Joseph Altschul, an old-time cigar salesman, and Oscar Altschul, his son, who was a cigar manufacturer in Chicago. The Altschuls began by growing about 20 acres of tobacco under shade. They commenced in a small way, but as growers and packers their policy was to specialize in offering good leaf that would be readily accepted by cigar manufacturers. As their reputation was enhanced their operations were extended. George Munroe, a son of the banker, joined the Altschul forces in 1915. He was helpful in up-building and increasing the business. But from tobacco work he took a vacation for nearly two years, while he was serving in the 82nd Division of the U. S. Army, winning honors in the desperate fighting that history records as the "Argonne and St. Mihiel offensives." Returning from France, at the conclusion of the war, young Munroe resumed his labors as a tobacco grower.

### George Munroe Became Manager

The J. & O. Altschul Tobacco Co. was managed jointly by J. & O. Altschul until 1917. That year Oscar Altschul died and Joseph Altschul directed the business up to the time of his death in 1921. Then the management devolved on George Munroe. Lee R. Munroe has charge of the work on the plantations of the company. In addition to packing its own production the company handles a number of purchased crops every year. About 140 acres of tobacco will be grown under shade by the Altschul company this year.

### Max Wedeles Tobacco Co.

Both as a producer and packer of shade grown tobacco, the Max Wedeles Tobacco Co. occupies a high position in Quincy. But the prestige of this company doesn't rest entirely on the area of its excellent plantations or the importance of its superb packing houses. The president of the company, I. Gardner, is distinguished as a tobacco expert. And more, he is regarded as one of Quincy's most public spirited citizens. Coming to Florida 23 years ago, in the employ of Taussig & Co., Mr. Gardner entered the service of the American Sumatra Tobacco Co. after the merger. After being with the company for quite a while, he became associated with the Max Wedeles Tobacco Co. When Max Wedeles died, in 1917, the stockholders of the company, without a dissenting voice, elected I. Gardner to the presidency. Under his administration the company has developed and thrived. It has increased its production and packing capacity. And it has built up a reputation for offering leaf of preferred quality.

Besides being president of the Max Wedeles Tobacco Co., Mr. Gardner is general manager of the Planters Sumatra Co., a producer of notably good shade grown, a concern in which such eminent tobacco men as Lukaswitz of Dayton, O., Stiles of York, Pa., and Weaver of Lancester, Pa., are prominent stockholders.

### D. A. Shaw a Leading Grower

Among the leading tobacco growers of the Florida-Georgia district, D. A. Shaw, of Quin-

## The Largest Selling Five-Cent Cigar in the United States is Wrapped with

# Florida—Georgia Tobacco

It is being made at the rate of 600,000 per day and the manufacturers cannot make enough to supply the demand.

The Florida—Georgia Wrapper is the hope of the five-cent cigar manufacturer.

**Why don't you get on the band wagon?**

## Florida and Georgia Tobacco Growers' Association

QUINCY, FLORIDA

cy, is conspicuous. Since his youth his ability in tobacco culture has been recognized. While employed on the Schroeder plantation he devised the lath shade that caused the tobacco to be thinner in texture and lighter in color. With various betterments in tobacco growing his name is associated. For years he was vice-president and plantation manager for the American Sumatra Tobacco Co. In 1917 he again engaged in tobacco growing, on his own account. He organized two concerns, the D. A. Shaw Special and the Florida Growers Tobacco Co. Mr. Shaw now is at the head of the Florida Tobacco Growers Co. Associated with him is his nephew, John W. Shaw, who served with distinction in France during the world war.

### Shaw Tobacco Co.

The Shaw Tobacco Co. of Quincy is another progressive and prosperous concern. C. R. Shaw, who is the president of this company, commenced as a grower and packer in 1903. His business, when incorporated in 1906, was called the Quincy Sumatra Co. Of this company Mr. Shaw was president until 1909. That year he disposed of his holdings in the Quincy Sumatra Co. But he continued in the business of growing and packing tobacco. From 1910 to 1921 was one of the largest and most successful individual growers and packers in Florida.

In organizing the Shaw Tobacco Co., C. R. Shaw was associated with his nephew, J. J. Love, an ex-officer of the U. S. Army and a man who bids fair to attain enviable recognition in the tobacco business. Mr. Love is in charge of the packing operations of the company.

### Embry Tobacco Co.

In the Embry Tobacco Co., the three chief men are E. M. Embry, E. M. Collins and A. E. Watson. The ability of the trio is conceded. How up-to-date the company is the plantations show. What care is taken in preparing the tobacco, shrewd buyers certainly know.

Comprising 170 acres, selected fields of the Embry Tobacco Co. are covered by a combination of slats and cheesecloth. This form of tent is deemed to be the most satisfactory for the production of fine shade grown tobacco in Florida. The shaded fields are all supplied with irrigation facilities. The water is ready to be applied, when needed, in a dry season.

The idea obtained that additional expense is justifiable if it insures having the land in best condition to produce desirable tobacco.

Similarly, in each process of preparation extra expense will be borne cheerfully, if the result induces the cigar manufacturer to be more appreciative of the leaf offered to him. In marketing its product the Embry Tobacco Co. places emphasis on quality.

A native of Kentucky and the son of a tobacco grower, E. M. Embry came to Florida in boyhood. He grew up, one might say, in a tobacco field. Developing his ambition to be a prosperous tobacco grower, he resolved, if possible, to excel in the production of shade grown. And the trend of his efforts is indicated by the achievements of the company that bears his name. To E. M. Collins further reference is made later in this article. A. E. Watson is a capable, practical man, deeply experienced in tobacco production. Coming to Florida from Wisconsin, where he was associated with the Underhill interests, Watson showed what he could do while employed on the Schroeder & Argimbau plantation. His present participation in the management of the Embry Tobacco Co. is directly due to recognition of his capability and carefulness.

### Florida Sumatra Tobacco Co.

Incorporated in 1920, the Florida Sumatra Tobacco Co. took over the tobacco properties of Douglas, Carmichael & Malone, in Gadsen County, Fla. The original plantations were acquired in 1906 when Douglas, Carmichael & Malone bought 1,000 acres of fine land on the Old Spanish Trail, about five miles west of Quincy. In 1916 the firm increased its holdings by buying the Little River plantation, a tract of 1,600 acres, and the Vuelta Sumatra farm of 300 acres. Built in 1917, the company has on its Quincy Creek plantation a most excellent tobacco packing plant.

As a packer, the company handles only the crops grown on its own plantation. Of these it has four—namely, the Old Spanish Trail plantation, the Quincy Creek plantation, the Little River plantation and the Vuelta Sumatra plantation. The extent of operations is suggested by the fact that the company employs 500 people the year 'round.

The shade grown part of the company's tobacco crop is obtained from chosen fields, representing some 200 acres. For shade the company uses the approved combination of slats and cheesecloth. All the area under shade can be irrigated when desired.

The officers of the company are: G. H. Malone, president; D. Douglas, vice-president; D. C. Carmichael, secretary and treasurer, and Geo. Y. Malone, general manager. G. H. Malone and D. C. Carmichael are capitalists, residing in Dothan, Ala. Vice-President Douglas and General Manager Malone, have their homes on the plantations, the better to see that all the work is done properly. The company has great reason to be proud of the good tobacco it brings to market.

### Floyd Tobacco Co.

At Quincy one does not have to be a prophet to predict a bright and prosperous future for the Floyd Tobacco Co., of which Marcus L. Floyd and Durham B. Floyd are the owners. As a grower and packer of Florida shade wrappers of guaranteed quality and good burn, the Floyd Tobacco Co. is most favorably introduced to the trade throughout the United States and abroad by the previous achievements of Marcus L. Floyd in the production and marketing of shade grown tobacco.

### May Tobacco Co.

Representing the activity of three brothers, F. Perry May, Fountain H. May and Fred L. May, the May Tobacco Co., at Quincy, was organized in 1920. The father of the "May boys," F. H. May, was one of the original producers of shade grown tobacco in Florida. And in the May Tobacco Co., his sons intend to perpetuate the good name of May in connection with the production of shade grown. F. Perry May, the elder, is president of the Gadsen Lumber Co. The other brothers are expert tobacco growers and packers. J. W. Oliver represents the company at Red Lion, Pa.

Other notable tobacco companies or firms at Quincy or in the vicinity are the Allen Leaf Tobacco Co., the Gafla Sumatra Co., Weil Tobacco Co., B. Ottinger & Co., and J. T. Budd, Jr., & Co.

### Lester A. Friedman

Lester A. Friedman, of Bainbridge, Ga., is a producer and packer of shade grown tobacco deserving of more than passing mention. As a principal, he has participated in the shade grown industry since 1906. He has three plantations, one in Decatur County, Ga., and two in Gadsen County, Fla. Annually he devotes upwards of 100 acres to shade grown tobacco. His shade is made of a combination of slats and cheesecloth. In all that pertains to the care and upkeep of his plantations, he makes an excellent showing. His crops are accredited. He gets results above the average. His packing house at Bainbridge is a three-story brick building having about 25,000 feet of floor space.

### A. Wanish

A. Wanish, who has a warehouse at Tallahassee, and a large and very valuable farm some six miles out from the city, is the leading tobacco grower, and practically the only producer of shade grown in the vicinity of the capital of Florida. Usually he grows 60 acres or more under shade. He uses a combination of slats and cheesecloth, and he is a producer of tobacco of admittedly acceptable quality.

### Hardee Tobacco Co.

At Madison, Fla., the principal growers and packers of cigar tobacco are the Hardee Tobacco Co. and the Fraleigh Tobacco Co.

### Sunnybrook Tobacco Co.

Outside the Decatur-Gadsen district, the Sunnybrook Tobacco Co., near Dade City, Fla., has extensive plantations and is a well recognized producer and packer of shade grown. Of the company which was organized some 15 years ago, I. Rosenfeld is president and Albert Kraus is secretary, treasurer and general manager. Among those whose long and successful experience, as growers of tobacco under shade, is a qualification highly regarded, Albert Kraus is prominent. The fact that for five years past, at the Tampa State Fair, Sunnybrook packings of shade grown tobacco have been awarded the first prize, is significantly eloquent. G. B. Massey has charge of the company's plantations and packing house at Dade City.

### Fla. & Ga. Tobacco Growers' Association

Practically all of the more important growers of cigar tobacco in the two states now are members of the Florida and Georgia Tobacco Growers' Association.

The officers of the Association are: J. L. McFarlin, president; D. A. Shaw and Marcus L. Floyd, vice-presidents, and E. M. Collins, secretary and treasurer. With the officers hereinbefore named, on the executive committee are I. Gardner, J. T. Budd, Jr., S. E. Key and F. W. Floyd.

The president of the Association, J. L. McFarlin of Quincy, is a man who has achieved conspicuous success in the tobacco business. He has been a tobacco grower for more than 35 years. He knows tobacco from the ground up. In the improvement of tobacco culture, in the Florida-Georgia district, his participation was helpful and important indeed. He suggested the using of cheesecloth for shade. Through his experimentation and work the trade was encouraged to bestow higher appreciation on shade grown tobacco. In Quincy, for some time, during the period of development, he was manager for the Taussig interests.

### The Florida & Georgia Tobacco Co.

In the rise and progress of the Effangee Tobacco Co., which he organized in 1903, are shown many things done, betterments accomplished, advancement gained, at the suggestion and with the active assistance of Mr. McFarlin. The "Effangee," which euphoniously announces the initials F. & G., standing for Florida and Georgia, today is a strong and prosperous company having very desirable plantations on both sides of the state line. The packing operations of the company, proportionately extensive, are carried on in Quincy. In that city J. L. McFarlin is one of the richest men. But his ability to be a leader is not subordinated to the power of money. He has personality, he has initiative, he has carried into middle life the fire, the enthusiasm, the vim of youth. If the occasion justifies aggression, he can be aggressive. If cool judgment is demanded, he is there, able to judge shrewdly and fearlessly. As president of the Florida and Georgia Tobacco Growers' Association, J. L. McFarlin will not be a figurehead.

### E. M. Collins

E. M. Collins, the secretary-treasurer of the Association, is another man who can be depended on, surely, to keep things moving in the right direction. Relative to Mr. Collins, very applicable is the adage: "If you want to get a thing done right away, go to a busy man." As a participant in the management of the affairs of the Embry Tobacco Co., Collins is kept constantly active. Yet for the public welfare or for the betterment of the tobacco industry, most willingly he takes on more work.

# Hopkinsville, Ky., U. S. A.

## is the largest dark fired TOBACCO MARKET

## *in the*

# WORLD

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It is also headquarters of the
Dark Tobacco Co-operative Marketing Association

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This association will handle more tobacco than any co-operative association in existence

# Largest Loose Leaf, Dark Fired Tobacco Market in United States

**Hopkinsville Claims Distinction—Situated in Center of Great Producing Section of Western Kentucky and Northwestern Tennessee—Numerous Buying Interests Represented—Annual Sales Approximate 50,000,000 Pounds—Excellent Facilities.**

By M. E. BACON

JUST as surely as water will seek its level, so will any commodity, for the purpose of sale, naturally gravitate to the most central and best adapted place. That is why Hopkinsville, Kentucky, has come to be known far and wide as the largest dark-fired tobacco market in the United States. Draw a line about the counties of Western Kentucky and Northwestern Tennessee which produce the famous dark fired tobacco which is in such demand for export purposes, and you will find that Hopkinsville lies almost exactly in the center of the territory thus enclosed. Naturally, therefore, has it come that the tobacco business has centered in Hopkinsville more and more until it has outdistanced the other markets of the district and is undisputed leader of those which sell its particular type of tobacco.

### Strong Array of Consuming Interests

As this development has come, the necessary attributes of a real market have been attained, and Hopkinsville now offers to the seller of dark fired tobacco the strongest array of consuming interests of any market in the United States. Such buyers of tobacco as the Imperial Tobacco Company, the American Snuff Company, the Italian Regie, French Regie, the George W. Helme Company, the Weyman-Bruton Company, the Universal Tobacco Company, the Gorman Tobacco Company, W. R. Dorris & Company, L. B. Cornette & Company, Hodge Tobacco Company, Cavanah & Company, W. W. Bradley & Company, R. C. West & Company, J. W. Hancock & Company, the Independent Exporters for Continental and Scandinavian Europe, and others, have erected the most modern and completely equipped plants of monster size, several of these costing upwards of $100,000 each, so that they might buy tobacco at the source of supply and pack it for storage or shipment, according to their own particular desires.

On the Hopkinsville market there are buyers representing every consuming interest for dark fired tobacco, to say nothing of the several brokers who do a lucrative business in filling such orders as are sent them from the more or less transient consumer.

Naturally, this increase in the demand for the tobacco has appreciably and directly increased the amount offered on the Hopkinsville market, until now tobacco is marketed here from many counties in both Kentucky and Tennessee. In round figures, the sales total approximately 50,000,000 pounds annually, and still the limit has not been reached. In turn, this enormous offering insures to the buying end an ample supply of any or all grades, to fill orders, large or small, and it has steadily added to the number of buyers year by year.

In other words, Hopkinsville has attained the position of a real and a recognized market where the seller can always dispose of his tobacco at the best market prices and in turn the buyer can rest assured he can secure any quantity or quality of tobacco that he may be seeking.

Handling dark tobacco

### Start and Development of Market

The Hopkinsville market came into being to meet a real necessity. In Perrin's history of Christian County, Ky., is found the following interesting account of the beginning and rapid rise of the Hopkinsville tobacco market:

"The Hopkinsville market may be truly called a creature of necessity. During the Civil War, of 1861–65, the tier of counties in Kentucky, consisting of Logan, Todd, Christian, Trigg, Caldwell, Lyon, Muhlenburg and Hopkins found great difficulty from various causes in marketing their tobacco. The almost entire absence of railroad or turnpike facilities throughout this whole section forced the burden upon the planting community of hauling tobacco on wagons a distance of twenty to forty miles over the most abominable mud roads.

"Facts like these, and many others that might be enumerated, suggested the necessity of an auction market at home, situated in the very heart of one of the largest tobacco growing sections of the world. In the year 1869 the first tobacco warehouse in Hopkinsville was built by Carter L. Bradshaw, George W. Cayce and H. G. Abernathy. It was conducted under the firm name of Abernathy & Company, and sold 2,476 hogsheads of tobacco the first year it was in operation. The first sale was on January 12, 1871.

"The doubt and uncertainty usually attendant upon all such enterprises soon vanished, and the market stood forth before the world a success. The second year several additional warehouses opened and engaged in the business and a largely increased sale was made. Large European orders, together with the home demand, gave Hopkinsville a commanding position in the eyes of the world. The heavy fat German tobaccos, grown almost exclusively in Southern Kentucky, were sought after from the first hands, giving to Hopkinsville from a geographical standpoint, many superior advantages."

### Later Growth More Rapid

But the market has grown with greater strides in later years than it did in the early days. Its patronage from both buyer and seller has been enormously extended and as this has come about, the importance of the market has been further established.

The Hopkinsville market has seen the method of selling tobacco change repeatedly. Tobacco is a peculiar product and almost in regular cycles has the marketing method changed. First, it was selling altogether from the prized hogshead, in those early days the grower prizing his own tobacco in his barn before delivering it to market. On the market the cask was ripped off and a sample taken which the buyers examined and then made their bids, for by this method all selling was at public auction. But

**Hopkinsville tobacco attracts purchasers from all over the country to the sales held there. Here are a number of representative buyers from some of the largest houses in the Union gathered in the city on market days. How many of them do you recognize?**

**A field of growing tobacco in the district about Hopkinsville. These broad acres of the weed bring wealth to the grower.**

this system finally fell into disrepute from a number of causes and then the plan changed to the buying interests establishing their own prizing houses.

By this plan, buyers were sent to the farms where they examined the tobacco as it hung in the barn and an offer was made. Ofttimes buyers would bid against each other for crops, and much haggling was done.

In due time, this plan also went into the discard very largely, and the next cycle was the advent of the growers' organizations which sought to control the bulk of the crop and by placing a price on each grade to market it at profitable prices. These first organizations went back to the system of prizing tobacco in hogsheads, holding that to be the only feasible plan of keeping the tobacco satisfactorily. About the same time the loose leaf warehouses had put in their appearance, but did not get much of a start in the face of the opposition offered at first by the growers' organizations.

### Wild Orgy of "Night Riding"

The efforts to organize the farmers were attended by the wild orgy of night riding which destroyed much property, caused the beating and maltreating of numberless people and brought a reign of terror that lasted for three or four years and was only subdued by placing troops in the field for nearly a year.

Hopkinsville was a center of this excitement. From the first the people of the town took a firm stand against outlawry, for although most of the people sympathized with the farmers in their efforts to secure better prices for their product, they did not agree that lawlessness was warranted. The town was raided on the night of December 6, 1907, three factories were burned, the main business section was shot up, one tobacco buyer was whipped under an electric light in the heart of the business district, and "hell was raised in general." But the town only stood the firmer for law and order, and it openly invited the tobacco interests to locate here and promised all such ample protection. About the same time a loose sales floor had the nerve to open for the sale of tobacco for those farmers who were either dissatisfied with the way in which the organization affairs were being conducted, or needed the money. These sales increased from the first, although in most cases the farmers delivering tobacco would go armed to the teeth in anticipation of a possible attack to force him to forego selling his tobacco in that manner. In this state of affairs, Hopkinsville took the position that every farmer should have the right to sell his tobacco how, when and where he pleased and on this platform they threw open their doors and invited those who wished to sell to come on, and those who wished to buy to get in the game.

### The Firm Stand for Equal Justice

This firm and fair stand fixed more securely than anything else could the reputation of the town as a market place, and the business increased at a great rate. The patronage was such that the loose sales floors multiplied rapidly and many new plants were erected for buying and handling the tobacco.

When the growers' organization began to want and finally quit business, the loose sales floors grew in importance and patronage and now they handle a large part of the crop. There are eight great houses in Hopkinsville where daily auction sales of tobacco are held. In addition, several interests still buy large amounts at the barn in private deals with the farmers.

### Marketing Association Seems Certain

Just now every indication points to the forming of a growers' organization in the dark district along the same general lines as that formed by the burley growers in the central part of Kentucky. The initial steps have already been taken looking to such an organization and the interest now shown by the farmers indicates that only a campaign of education will be necessary to put it over in equally as successful manner as did the burley growers in their district.

And one of the first things done in this campaign was to designate Hopkinsville as the central headquarters, just as Lexington was designated for the burley growers' organization. Hopkinsville was selected for the central headquarters because of its geographical location nearest the center of the dark producing district, its splendid railroad and highway facilities giving easy access from any point, and its established reputation as the leading market of the district. As this is written, the campaigning for members is just beginning, but it is confidently expected that before the closing date, October 1, far more than the required two-thirds of the growers will have signed the pledge placing their crops absolutely under the control of the association for sale for the coming five years. In this work, Hopkinsville is loyally and zealously lending its best efforts, for it is believed that the interest of both the buyer and the seller will be best subserved through such an organization which seeks to market in an orderly way the farmers' product at a reasonably fair profit to him, and yet to furnish it to the buyer in such quantities, grades and at such times as he may want it. If this organization becomes a reality, and there is no real reason for doubting that it will, it will mean that Hopkinsville will be the sales point for all the dark district, for the association proposes to sell from sample and at its central headquarters, guaranteeing that deliveries will come up to the sample shown.

But a history of the tobacco market would not be complete without picturing briefly, at least, the farmers' side of the tobacco-raising question.

### Tobacco Culture Requires Careful Attention

Growing tobacco is an art and at the same time one of the most arduous tasks the farmer has to face. Beginning with the burning of the plant bed in January or February in which are sown the seed which provide the plants that are transplanted to the field in the spring or early summer months, the farmer never gets through working with his tobacco in the dark fired district of Kentucky and Tennessee until he finally delivers it to market during the next winter.

Once transplanted to the field, the tobacco demands constant attention; it must be cultivated better than any other crop; the worms must be kept off either by hand picking them, or using paris green or other poison; if it rains too much the tobacco will "french," and if it is too dry, it will be stunted and lack body and texture.

**When the markets open the streets of Hopkinsville are lined with wagons bringing tobacco from the curing barns to the sales warehouses. So many growers send their weed in that wagons have to wait their turn to be unloaded.**

### Good Judgment Must Be Exercised

Then when it ripens, it must be cut almost on the minute, and utmost care must be exercised that it is not bruised in handling and not allowed to sunburn in the field. It must be hung in the barn so as not to get too hot and "house-burn." Then it must be "fired," as the curing process is called. This consists of building slow fires of wood or sawdust about the barn and the smoke and heat ascending, dries the tobacco out thoroughly and gives to it the rich brown color that is so highly prized. This curing process is kept up until even the stalk is thoroughly dried, or at least it should be continued that long.

### A Critical Period

Of course this period is a dangerous one, for as the tobacco dries the leaves are very combustible; and a spark floating upward; letting the heat in the barn become too great; the falling of a stalk of tobacco into the fire; or almost any little thing can start a blaze that will spread in the twinkling of an eye to the entire structure and beyond the possibility of being extinguished. Every year scores of barns are thus burned, despite the utmost care that can be taken. Until recent years no insurance could be secured on barns and tobacco during the curing period, but now policies are written in limited amounts and the farmers who suffer such losses are recompensed in a measure at least.

### Stripping and Bulking

After the tobacco is cured, it must be "stripped," that is, the leaves pulled off the stalk and tied into "hands" or bundles of ten or twelve leaves each. This must be done during damp weather when the tobacco absorbs moisture and becomes soft and pliable and the leaves can be handled without shattering. The tobacco is then "bulked down," that is, placed in orderly piles, and covered to cause it to retain its moisture, and at such time as is desired, is delivered to market.

### Extolling Advantages of Market

Hopkinsville is thoroughly convinced of the advantages, from a business standpoint, of its tobacco market. The business men do everything they can to advance it. Proof of this was given this year when the business men raised several hundred dollars to match a similar sum raised by the tobacco men, this money being used for the sole purpose of advertising the market to increase its patronage. Page after page of advertising was used in newspapers and periodicals, circulars were mailed out in quantities and thousands of tobacco growers in territory never before touched by the Hopkinsville market, read of it and numbers were thus caused to send their tobacco to it for sale.

**Just at the moment buyers and growers seem more interested in the camera than in the piles of dark fired tobacco heaped up on one of the great sales warehouses of Hopkinsville, but the distraction from the business of the day is merely momentary and the auction will proceed immediately.**

### A Much Used Slogan

Hopkinsville business men also co-operate in advertising the market by having printed on all their stationery "Hopkinsville is the largest loose leaf, dark fired tobacco market in the United States." This slogan has thus gone all over the United States and to foreign countries and has done its part in carrying the story of Hopkinsville and its tobacco market.

And well can the business men afford to thus aid in advertising and increasing the market, for in addition to the trade of the farmers who deliver their tobacco, the pay rolls of the warehouses, sales floors and prizing houses are a big item in the town's prosperity. For instance, in the past four years, this pay roll has amounted to $1,000,000, or an average of $250,000 yearly.

### Money Received for Crops

For the tobacco crop of 1917 over $6,000,000 was paid on the Hopkinsville market; for the 1919 crop it was $5,575,000; for the 1920 crop it ran to $8,250,000; for the 1921 crop, a short crop and now selling, it will be at least $5,000,000. For these four years, a total of 150,000,000 pounds of tobacco has been handled on the Hopkinsville market.

The eight loose sales floors of Hopkinsville which are R. E. & W. D. Cooper, West's Loose Floor, M. H. Tandy & Co., Hancock Warehouse Company, Hopkinsville Loose Floor, Farmers' Loose Floor, Butler & Perkins, and Thompson's Loose Floor, aggregate more than fourteen acres of floor space, and by adding the prizing houses, warehouses, etc., the floor space would be several times as great, and all of it used exclusively for the handling of tobacco. More than 1,000 people are employed exclusively in the handling of tobacco on the Hopkinsville market, and freight paid on incoming tobacco is more than $20,000 annually.

**Prizing tobacco at one of the Hopkinsville plants. At the left is an hydraulic press with a hogshead of tobacco under it. Under the enormous pressure of this machine the tobacco is squeezed into an almost solid mass.**

### Facilities Equal to Demands

From this it can be seen that the Hopkinsville market is amply capable of taking care of the tobacco that comes to it, no matter how large the quantities may be. As the amount delivered to the market has increased from year to year, the facilities for receiving it and handling it have fully kept pace. And realizing that on the Hopkinsville market just the quality and quantity of tobacco desired could be secured as wanted, the buying interests have centralized their activities here more and more. Therefore, it is easy to understand why "Hopkinsville is the largest dark fired loose leaf tobacco market in the United States," and why the future is bright with promise of its growing to be still bigger and more dominant in its territory.

And it invites the patronage, not only of the growers but of the buyers of all types of dark fired tobacco, assuring them that they can fill their orders without trouble and with entire satisfaction.

# Culture and Methods of Handling Tobacco in the Flue-Cured Belt

**Soil and Manner of Curing Influence Character and Type — Flues First Used in North Carolina—Plan Gradually Grew into Favor—Seed Beds Variously Prepared —Growing and Harvesting—Color Designations—Time and System of Marketing.**

By E. G. MOSS

*Assistant Director N. C. Tobacco Experiment Station, Oxford, N. C.*

FLUE-CURED Tobacco is a distinct type of tobacco, known by the trade as Virginia and Carolina Brights or Flue-Cured Tobacco. This is, however, a distinct variety; as there are certain varieties—for instance, the Oronocos, which are grown in the bright belt, also in the sun-cured and fire districts. The type of soil and method of curing influence the character and type of tobacco. There are some counties in Virginia which grow the flue-cured and fire-cured tobacco on adjoining farms, frequently using the same variety, and the growers often exchange plants, or get plants from a neighbor's seed bed for growing either type, but this tobacco is handled differently from the time it is harvested until it is sold.

### Origin of "Flue-Cured"

The Counties of Granville, Person and Caswell in North Carolina, were the first to cure by the use of flues, hence the name flue-cured tobacco. From so small a beginning this tobacco gradually grew into favor, and during the past 15 or 20 years has made rapid progress, until now it constitutes practically one-third of all the tobacco grown in the United States. In 1920, over 600 million pounds, or 40% of the total, was produced; while approximately 415 million pounds was produced in 1921. The consumption of this type of tobacco has increased very rapidly, but apparently not fast enough to absorb such a crop as was grown in 1920, without influencing the market value of the unmanufactured leaf. This is evident by the fact that there was on hand with the manufacturers and dealers Jan. 1, 1922, approximately 47 million pounds more than on Jan. 1, 1921, with a total on hand of a little over 570 million pounds.

### Plant Production

The tobacco plants for this type of tobacco are grown under similar conditions as followed in other tobacco sections, and with other types. Not so much care is exercised in preparing these seed beds as perhaps in some other sections, especially the cigar types, although the growers are realizing the importance of more careful preparation with the result of very few failures in plants in the older tobacco sections. For a long time every farmer burned his seed bed thoroughly with open fires, using cord wood or brush; then they found out that they could grow good plants by "getting up" new beds in the woods where there were no grass or weed seed, preferably on land covered with litter or woodland mould. Within the past few years a small number of farmers have begun to sterilize their beds by steaming. By this means they can use continuously the same bed as all fungi are killed by thorough steaming. One tablespoonful of clean seed for every 100 sq. yds. of seed bed is used. The seed beds are liberally fertilized and covered with a thin cheese cloth, known locally as plant bed cloth. Enough plants for transplanting two acres can safely be counted on for every 100 sq. yds. of seed bed, and it frequently happens that there are enough to plant four to five acres.

Liberal application of commercial fertilizers are applied in the drill before the tobacco is set. During the war there were a few instances where 2,000 to 2,600 lbs. of 3-8-3 tobacco fertilizers per acre, was used, but the average is around 800 lbs. per acre.

### Flue-Cured Classified

The flue-cured tobacco is subdivided into three general classifications, the "Old Belt," which comprises the Piedmont section of North Carolina and Virginia; the "New Belt," which is most of the Eastern North Carolina counties; and the "South Carolina Belt," which is composed of two or three counties in the Southeastern part of North Carolina and about 12 counties in the Northeastern part of South Carolina. Georgia, which has been growing some flue-cured tobacco for the past few years, will be discussed in this article as of the "South Carolina Belt." In order to get a more definite idea of the dates of transplanting, marketing, etc., I will merely designate these localities as such. Transplanting begins in the "South Carolina Belt" about the first of April, sometimes the latter part of March, and is usually finished by the latter part of April. In the "New Belt" transplanting begins about April 15, and is completed by May 15. In the "Old Belt" transplanting begins about May 1 to 10 and is finished by June 1 to 10.

Various methods of harvesting are in vogue in different parts of the tobacco growing districts. Here the weed is being harvested by priming.

### Variation of Cultivation

The cultivation varies slightly in one particular, that is in the South Carolina and the New Belt area. It is fairly flat while in the Old Belt there is always a ridge or a bed thrown up around the tobacco, and it is more pronounced the farther into the Old Belt one goes. This is explained by the fact that the tobacco plant cannot stand much water, and the subsoil, as well as the top soil, has more clay and is of a different soil type than the Coastal Plain area, causing the tobacco to drown more easily.

### The Harvesting Season

Harvesting begins in the South Carolina Belt in July and progresses until it is completed in the Old Belt the latter part of September, sometimes as late as October. In the South Carolina Belt and New Belt all the tobacco is harvested by priming or stripping the leaves off the stalk as they mature; then they are tied in bundles of three to ten leaves to a bundle and hung "straddle" of sticks four and a half feet long. "Tying" or "stringing" leaves, as it is called, can be done very rapidly, as a good "stringer" can handle from 600 to 800 sticks a day, which usually fills a barn. This, when cured out, will weigh about a 1,000 pounds of cured leaf. About fifty per cent of the tobacco in the Old Belt is harvested in a similar manner; the remainder is harvested by splitting the stalk and cutting it off at the base of the plant from 3 to 6 inches above the ground and hung on sticks four and a half feet long, as in the other instance.

### The Curing Barns

The curing barns are small compared to barns in the air-cured districts. They are usually 18 feet square, 14 feet pitch and a large percentage of them are built out of logs daubed with clay or lime mortar. Others are of frame construction, boarded up with inch boards or sheeted and then weatherboarded. Up until recent years they were all covered with boards, which left the top fairly well ventilated, but recently the growers have been using shingles or galvanized roofing. In a few cases composition roofing has been used. When barns are covered with these materials, some system of ventilation is necessary, a good ventilator is shown in frame tobacco curing barn illustrated herewith. An 18-foot barn will hold from 600 to 800 sticks of green tobacco, especially if the tobacco is primed and from 400 to 600 sticks of cut tobacco, and when cured out will weigh about one and a half pounds of tobacco to the stick.

### Clear Bright Color Desired

The curing is practically the same in all the sections. The main idea is to get a clear bright color. The use of the term "Bright Color" is purely relative as a lemon or orange color without the leaf being splotched, is desired. A splotched leaf is undesirable, as this is spoken of as "mottled" or "muddy" color and will not sell as high as a leaf with clear color, although from the standpoint of smoking value, it makes a better smoker, as it is usually the thoroughly ripe leaves that become splotched or mottled when the temperature in the curing barn is raised high enough to dry out the leaves. The curing of a barn of tobacco is usually completed in three and a half to four days and nights; then the barn is emptied and used again the next week. This process is repeated until the crop is harvested and cured, which usually requires from five to six weeks. The color in the South Carolina Belt and New Belt will average some-

what brighter than in the Old Belt, while the tobacco in the Old Belt will have a thicker leaf, with slightly more oil and body. The percentage of ash will be higher in tobacco from the Old Belt, with a relatively higher percentage of Nitrogen, Phosphorus and Potassium; therefore, a higher percentage of Nicotine.

### The Marketing Season

All the flue-cured tobacco has been sold on warehouse floors at auction for the past several years, beginning in the South Carolina Belt, about the middle of July, and closing there about six weeks later. The markets open about the same time in Georgia where from five to eight million pounds a year has been grown for the past two or three years. As soon as the South Carolina markets are closed, the buyers move to Eastern North Carolina, or the New Belt, opening there the latter part of August to September 1. Most of the New Belt markets close by Christmas, a few of the largest markets remain open until February 1. In the Old Belt, the markets open between September 1 and 15, and continue to sell tobacco until about the first of April. In the South Carolina Belt the growers have not been grading or tying their tobacco, but have taken it off the sticks as soon as it could be handled after curing, and carried to market, tied up in sheets or put in wagon bodies loose and sold on warehouse floors. However, the South Carolina Legislature recently passed a law requiring warehousemen who sell "Loose Leaf" tobacco to pay a very high license. This, no doubt, will force all warehouses to require that the tobacco sold on their floors be graded and tied during the next season, should they open. This law does not apply to the two or three counties in North Carolina which are spoken of as the South Carolina Belt. All the tobacco that is sold in the New and Old Belts is graded and tied by the farmer.

The Co-operative Marketing Association, which has signed up a large percentage of the flue-cured tobacco, will undoubtedly make some changes in the marketing of this type of tobacco next season; but a discussion of this is not in order at this particular time, as the officials of this association are just beginning to work out these details, all of which will be in working shape before time to open the markets next season.

A tobacco field at harvest time, the cut tobacco on sticks ready to be hauled to the curing barn.

# Is There Profit in the Production of Bright Tobacco in Georgia?

**Great Interest Shown in Cotton, Corn and Wheat, But Not Much Consideration Given to the Growing of Bright Tobacco—Costs of Raising the "Weed" Vary Widely on Different Farms—Average Receipts Per Acre, All Farms, $165.12.**

**By E. C. WESTBROOK**

*(Georgia State College of Agriculture)*

MUCH has been said and written in recent years about how much it costs the farmer to grow cotton, corn and wheat, but very little attention has been given the farmer who grows bright tobacco.

That North Carolina and Virginia, the largest growers of bright tobacco, do not seem to have done much in the way of getting complete data on the cost of growing the weed is unusual.

Tobacco is a new crop for the Georgia farmer. The State College of Agriculture has endeavored to give him all possible assistance. For this reason a survey of 174 farmers in South Georgia was made in January, February and March of last year to determine how much it cost to grow the 1920 crop. Data was collected on all crops, but very complete data was collected on the tobacco crop, such as the amount of man and mule labor required for each operation, as well as other requirements of the crop. This data has been put in bulletin form.

### Wide Difference in Production Costs

The cost of growing tobacco was found to vary widely on different farms. Despite the fact that the cost of labor, fertilizer, feedstuff and other materials were at the peak of high prices, some farmers grew tobacco at a cost of less than $100 per acre. Other farmers grew it at a cost as high as $300 per acre. The increase in cost did not always mean an increase in receipts from the tobacco. The farmer who produced his crop of tobacco at a low cost had careful management and efficient use of labor.

In calculating the cost of growing tobacco, all of the man labor was charged at the then current prices, whether done by the farmer and his family or hired.

The mule labor was charged on the basis of the cost of feed, depreciation, interest, etc. Fertilizer, land rent and all other items were charged at current prices, so that the total cost represented the entire cost of the crop.

### Table Showing Averages

The following table gives the average cost of growing tobacco in 1920 on 174 south Georgia farms:

| | Cost Per Acre | Per Cent Total Cost |
|---|---|---|
| Man labor | $66.94 | 51.0 |
| Mule labor | 22.14 | 16.9 |
| Fertilizer | 24.12 | 18.4 |
| Land rent | 7.21 | 5.5 |
| Demonstration | 5.15 | 3.9 |
| Machinery cost | 2.25 | 1.7 |
| Other cost | 3.24 | 2.6 |
| Total | $131.25 | |

The average receipts per acre for all farms was $165.12. Subtracting the average cost we have $33.87 per acre as the average profit per acre. While some farmers lost money, profits as high as $300 per acre were realized by other farmers. The average profit per acre in Coffee County was $74.56. In Pierce County it was $72.26 per acre and in Berrien County 28.52.

### Small Acreage Pays Best

Most of the big profits were made by farmers who had small acreages. Most of the farmers who made little or no money on tobacco planted large acreages, and, therefore, could not give it proper attention.

One thing that was very noticeable in 1920, and also in the 1921 crop, was in the majority of cases high yields were nearly always associated with high prices, and low yields with low prices. A high yield in pounds per acre associated with high quality gives a double chance for profit. A large number of pounds per acre does not always mean a big profit, for if the quality is poor it may mean an actual loss, but the fact that the majority of farmers who got large yields per acre also realized the biggest profit deserves careful consideration.

### Ask Those Who Have Experience

The farmers who expect to grow tobacco this year would find it exceedingly profitable to hunt out these farmers in the various tobacco counties who made big yields and big profits. No one can tell you better how to succeed than the man who has already proven his ability to "deliver the bacon."

The cost of growing tobacco in 1921 was little more than half what it was in 1920. The cost without a demonstrator last year was approximately $75 per acre.

Most of the farmers who put tobacco on the right kind of soil and handled it properly made money last year out of it despite the fact that prices were only about half what they were in 1920. We believe the chances for making money out of tobacco in 1922 are good. In fact, tobacco looks as good to us as any other crop. We see no reason why small acreages should not be profitable. We would not advise large acreages.

## Exports from Southern Ports

The value of exports through Southern ports last year was over $2,294,000,000, or more than a third of the value of the exports of the United States, and $519,000,000 more than the total value of the exports of the United States in 1910.

# Development of Bright Tobacco in Virginia and the Carolinas

**Largest Single Type Produced in United States — Quantity Doubled and Price Quadrupled in Ten Years—Bright Flue-Cured Variety Pre-eminent Leader for Cigarettes—Heat Improves the Color and Flavor—Various Phases Considered.**

By E. H. MATHEWSON
Crop Technologist
*Tobacco Experiment Station, at Reidsville, N. C.*

BRIGHT tobacco, or flue-cured, as less frequently called, is easily the largest single type produced in the United States. In 1920, a banner production year, out of a total for the whole country of 1,582,225,000 pounds, embracing all types and varieties, the bright or flue-cured yield amounted to 630,830,000 pounds. In 1921, out of a total of all kinds and types grown in the entire country aggregating 1,117,682,000 pounds, the bright or flue-cured portion was 413,061,000 pounds.

### Rapid Strides During Decade

A decade ago the annual production of this type ranged from about two hundred to two hundred and twenty-five millions of pounds. The present rate of annual production for this type seems settled at fully twice that of a decade ago and the average price per pound has also fully doubled in the same interval of time. In 1910 and earlier the price rarely averaged much above ten cents a pound, while for the last four years it has averaged considerably above twenty cents. In fact the tobacco growers of North and South Carolina and Southern Virginia are now receiving more than four times as much cash for their product as they did only ten years ago, and earlier.

The reason for this great expansion in both production and value is principally accounted for by the world-wide tendency toward the cigarette; bright flue-cured tobacco being preeminently the leading cigarette type of the world. We may grant that Turkish tobacco excels in aroma and flavor, but our flue-cured is nearly as good as respects these qualities; is milder and surpasses all in beauty of color and has the advantage of being cheaper than Turkish. In 1910 there were 8,663,709,000 cigarettes manufactured in the United States, while in 1921 the number was 51,600,000,000*, substantially six times as many. The heavier bodied and darker grades of flue-cured tobacco are extensively used in this country in the manufacture of chewing tobacco of the southern flat plug type, while the lighter bodied grades are extensively used in the production of granulated smoking tobacco.

### Large Percentage Exported

It is estimated that about 60% of all the flue-cured tobacco produced is exported to foreign countries, particularly to England and her colonies; to China and Japan, where also it is used principally in cigarettes and other forms of smoking tobacco.

Flue-tobacco is a development from the older air-cured chewing type as formerly produced in the border counties of Piedmont Virginia and North Carolina. The use of artificial heat by means of flues, first principally constructed of rock, and finally of sheet iron, was introduced in the '60s and '70s of the past century. By the use of these flues it was found possible to produce a much brighter color in the cured product, and also a sweeter flavor and more pleasing aroma. In the '90s of the past century the rapid expansion in the consumption of granulated smoking tobacco, the development of the machine-made cigarette, combined with the low price at which cotton was selling resulted in a rapid extension of the producing area into the coastal plain section of Eastern North Carolina and Northeastern South Carolina. This new section is spoken of as the "new belt" to distinguish it from the older producing areas in the Piedmont counties. Because of the more sandy nature of the Coastal Plain soils the "new belt" tobacco averages brighter in color than that produced in the older belt, but does not quite equal it in some of the other tobacco qualities, particularly "body" and sweetness.

*Partly estimated

### Soil and Curing Important Factors

The character and condition of the soil on which the tobacco is grown and the method of curing are the two most important factors determining the characteristics of this type of tobacco. No amount of skill in curing could produce fine bright tobacco if it had been grown on a strong clay or rich loamy soil, and it is equally true that the soil and other growing conditions might be ideal, but the product would have neither the color nor characteristic aroma without the skilful use of artificial heat in the curing process. Quite a variety of soils are used for the production of flue-cured tobacco, ranging from rather coarse, deep sands on one extreme to rather silty reddish gray soils underlaid by quite heavy red clay subsoils on the other extreme. The best soils are light gray, slightly loamy sands; underlaid at six to twelve inches with a yellow or light strawberry color sandy clay subsoil, and it is very important that the natural drainage be good. But even the very best type of soil can be readily rendered unsuitable for bright tobacco by improper cropping or fertilization. Superiority in growing flue-tobacco is dependent on judgment in selecting the right soil and having it in the right condition for tobacco, even more than on superior skill in managing the curing process. The humus content must be maintained by turning under occasional crops of vegetable matter like a winter cover of rye, wheat stubble fallow, light grass sod, or other matter that will add humus, but of a kind not overrich in nitrogenous material.

### The Seed Beds

January and February are the principal months for preparing seed beds and sowing the seed. Loamy, moist natured land in a woods location, not subject to standing water or overflow, is generally chosen. The plants grow faster and the bed is less likely to become weedy if the spot chosen is first thoroughly burned by piling on dry brush and wood, so that all parts will be subject to strong heat for a period of about twenty minutes. The soil should be worked up to a depth of a few inches by means of a single shovel plow or other suitable implement and finally raked over to a fine surface tilth. Fertilizer is used liberally on the plant bed and the tobacco seed is evenly distributed broadcast at the rate of one to two tablespoonfuls to the hundred square yards. To facilitate sowing evenly this quantity of seed is generally carefully mixed with about a peck of a suitable sowing material, usually fertilizer, and the bed sowed over twice in opposite directions. The seed are then lightly rolled, raked or tramped in; after which poles or boards set on edge are put around the bed and the very light, cheese-cloth-like "tobacco canvas" is stretched over the bed. This canvas keeps the soil warm so the plants will come up quicker and grow faster and protects them from frost during the cool nights that may come any time during March and even later, in the Piedmont section.

### Setting Out Plants

In Southern Georgia, where flue tobacco has been recently introduced, setting the plants in the field generally begins the latter part of March and continues through April; in South Carolina planting usually is well begun by the 10th of April and so, progressively, setting starts a little later on up through Eastern North Carolina; then Piedmont North Carolina and Virginia, where it is usually into June before the last plantings are completed.

The soil in the field should be well prepared by good plowing and thorough disking and harrowing. Fertilizer is universally used, generally at the rate of five hundred to twelve hundred pounds to the acre distributed in the rows. Sometimes two or four loads of horse manure is also used either broadcast or in the rows. The fertilizer is covered by means of a two or four furrow bed, which is flattened by some suitable device, usually drawn by a horse, but often by means of a pat with a hoe where the plant is to be set. The rows are usually three and a half to four feet apart and the plants are set commonly from two to two and a half feet apart in the rows, giving about 5,000 plants to the acre. Two-horse machine transplanters are becoming increasingly common in parts of the Coastal Plain section, but the great bulk of the flue-cured crop of some 700,000 acres is still set by hand with a peg and on natural season, that is, after showers or during a rainy spell.

### Cultivation

Horse cultivation should be frequent and thorough and generally one or two hand hoeings are required, about as for other types of tobacco. Cultivation ceases about topping time, as it is found that the tobacco ripens better if cultivation is not continued too late. Frequent moderate showers are preferable to heavy rains, and the best crops are made in years when the rainfall is moderate rather than heavy, especially during the ripening or curing period.

### Topping and "Suckering"

Topping is one of the operations requiring experience and judgment, the tendency of recent years being to top somewhat higher, especially in the old belt, since color has become of such relatively great importance, and harvesting by the priming method has become more customary. The suckers that put out from the axils of the leaves should be kept broken out by going over the field at least once each week. Horn worms are likely to become numerous in August and should be kept down either by hand picking, if only a few are present, or by poison with arsenate of lead, if numerous.

### Harvesting

When the harvest is by the priming method, that is, by picking the leaves as they ripen, the first priming is generally made soon after topping, the field continuing to be gone over each week or ten days. This also

(*Continued on page* 71)

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## Bright Tobacco

*(Continued from page 66)*

is one of the most important operations requiring experience and judgment to get each leaf at the best stage of ripeness. It is just about impossible to make a good uniform cure unless the leaves themselves are uniformly ripe when they go into the barn. The barn should be filled in one day if possible, but if the filling has to go over into the second day the greenest tobacco should have been harvested the first day and not vice-versa, so that all will become yellow at the same time as nearly as possible.

### Curing

The management of the cure will vary according to the condition of the tobacco and the condition of the weather. If the tobacco is a little under-ripe the cure must be delayed to give it a chance to yellow satisfactorily. If the weather is dry and cool the cure will of necessity have to proceed more slowly than if warm, humid conditions prevail. No good curer follows a set rule. It is a matter of judgment all along as to the best procedure in respect to temperature and ventilation. More often, however, in ordinary summer weather the routine would be about as follows: Except for moderate roof ventilation the barn would be closed as soon as filled and moderate fires started to maintain a temperature of 90 to 100 degrees F., generally from 12 to 36 hours, until the leaves are a pale pea green with some leaves probably quite free from any green. Some extra ventilation would usually be desirable toward the end of this period. Then the fires would be slowly increased to raise the temperature at the rate of about 2½ degrees an hour until 130 degrees is reached, then remain at this temperature steadily for twelve to twenty hours usually, or until all the leaves, except the stems, are dry.

### A Critical Point

The most critical period in the cure is while the temperature is being raised from 100 or 110 to 130 degrees. Ventilation is supplied freely by opening both top and bottom ventilators. Some of the leaf tissues are dead and others dying and the object is to "fix" the yellow color. To do this effectively requires that free moisture be kept down, that it be absorbed by the air and carried out of the barn as fast as liberated, otherwise the tobacco will "sponge" and redden, greatly reducing the price it will bring. But to carry the temperature up too rapidly would result in "scalding," literally cooking the tobacco in its own sap, which completely ruins the color, turning it a dingy, lusterless and dirty near black.

After the leaf tissues are dry at 130° or 135° the danger from scalding is practically over. Then it is normally only a matter of routine to go on up with the heat about five degrees per hour to 175° and sometimes to 200 degrees and stay there the necessary twelve hours or longer till all, leaf, stem and stalk are absolutely dry and "dead." The barn may then be allowed to cool down as rapidly as desired and the tobacco taken out as soon as it softens sufficiently to handle without breaking, which is usually about the second morning, if the doors and ventilators are left open at night and the weather not too cool and dry.

### Assorting

After removing from the sticks and stripping from the stalk, if the plant was cut, the leaves are assorted into grades, principally according to color, body and texture. Position on the plant having an important influence in determining these qualities. Leaves from the bottom of the plant are known as lugs, those from the top, tips; then there are such designations as cutters, smokers, fillers and wrappers. After assorting in this way usually into six to ten grades the tobacco is ready for market. Prices for the 1921 crop, ranging according to quality from one cent a pound for green nondescript to $1 a pound for fine bright wrappers.

### The Auction Sales

The method of selling is by auction at the great loose leaf sales houses scattered in more than a hundred towns throughout the producing territory. Selling begins in July in South Carolina and Georgia and in early September in North Carolina and Virginia. Selling continues as a daily routine at these markets until the crop is sold, generally in the early spring in the old belt section.

## Pinetops Upholds Record

The Pinetops Tobacco Market, when first established in 1915, was the only loose leaf market in Edgecombe County, North Carolina. At the outset there were two loose leaf sales floors having a daily capacity of 75,000 pounds each. After the second year, a packing house was erected for the accommodation of buyers. In the fourth year of the enterprise, the need of a re-drying plant, at Pinetops, became insistent. To meet the demand, the Pinetops Re-drying Plant Co., Inc., was brought into being by the business men of the town and leading farmers in the vicinity. By the company, an up-to-date re-drying plant was built and equipped at a total cost of $75,000. On completion, the plant was leased to A. C. Monk & Co., Inc., of Farmville, N. C. At the year's end, the lease on the plant was acquired by the Pinetops Tobacco Co. In addition to operating the re-drying plant, the Pinetops Tobacco Co., is a tobacco dealer, conducting business on order, brokerage and commission basis, being notably reliable and successful.

Because of the quality of the tobacco sold at Pinetops, and because of the facilities afforded, the market is a preferred one, always attended by a full corps of buyers representing the leading manufacturers and exporters.

In quality of tobacco sold, the Pinetops market has more than held its own. In quantity, Pinetops was the only market in Eastern North Carolina that showed an increase over the receipts of the previous year.

The present season's sales totaled 2,882,324 pounds, which was sold at an average of $33.38 per hundred pounds, giving to the farmers $962,154.49.

Of its past record and of its future prospects, Pinetops can be proud, indeed.

## John E. Hughes, Company, Inc.

Jno. E. Hughes & Co. a été registré sous les lois de l'État de Virginia, U. S. A. en 1907 comme résultat de plusieurs années de travail dans le commerce de Tabacs en Feuilles de Monsieur Jno. E. Hughes et ses collaborateurs. Le Siège Social de la Compagnie se trouve à Danville, Virginia, mais l'extension de ses affaires la forcée de se procurer les meilleurs moyens pour les Achats des Tabacs sur les marchés ouverts, et à présent, cette Maison est, avec l'exception d'une seule, la plus grande, dans son genre dans les Étas Unis, opérant ses propres Fabriques et Magasins à Danville, tandis que'lle possède des Succursales dans les villes suivantes:

Richmond, Va.; Roxboro, N. C.; Wilson, N. C.; Robersonville, N. C.; Kinston, N. C.; Darlington, S. C.; Phoenix, Va.; South Boston, Va.; Winston-Salem, N. C.; Greenville, N. C.; Washington, N. C.; Henderson, N. C.; Mullins, S. C.; Windsor, N. C.

En outre la Compagnie a ses propres Acheteurs dans tous les autre centres, comme Clarksville et Springfield, Western Districts à Paducah et les Districts de Burley, Ohio et Maryland de même que des Magasins et Succursales dans tous les marchés de Tabac importants aux États Unis.

Cette Maison a sur les Marchés les Acheteurs les plus expérimentés; et maintient continuellement un stock dans ses Entrepôts des quantités considérables des différents genres de Tabac, de sorte que les Tabacs pour les ordres, peuvent être choisis dans un stock suffisant et les expéditions exécutées sans délai. Elle possède des fabriques modernes et bien outillées, pour la manipulation, emballage et expédition des Tabacs. Ce travail est controllé par des Specialistes de grande expérience pour que les Tabacs soient en bonne condition pour l'exportation. La compagnie exporte des Tabacs en Feuilles, Tabacs écotés, Rebus et Cotes; chaque Boucaut conforme à l'échantillon et garanti.

Il y a plus de trente ans que cette Compagnie a exporté du tabac aux Gouvernments Étrangers et à des Maisons Commerciales, et elle occupe une position predominante dans le Marché de tabac du monde.

## Mineral Production in the South

In 1920 the South produced $2,285,000,000 worth of mineral products, or $295,000,000 more than the whole country produced in 1910. The South with one-third of the mines and quarries of the country increased their number since 1910 while the rest of the country outside of the South had a decrease.

**When this field was brought to the Pinetops market in 1921, the lowest price for any pile was 56 cents and prices ranged up to 121, the average being $70.51 per hundred pounds. Tobacco like this has given Pinetops an enviable reputation.**

# The Beginning and Growth of the Greeneville Tobacco Market

**In Practical Center of a Section Approximating 28,000 Square Miles, Where Tobacco Culture Is Rapidly Increasing, Great Future Seems Assured—Highest Average Prices Received During 1921-22 Season, Topping All Burley Markets.**

GREENEVILLE, Tenn., is the practical center of a section of country that produces an unusually high grade of white burley tobacco. The quality is so excellent, in fact, that the tobacco sold on the Greeneville Market this last season brought an average of $31.22 per hundred pounds, which was a higher price than was secured for white burley tobacco on any other market.

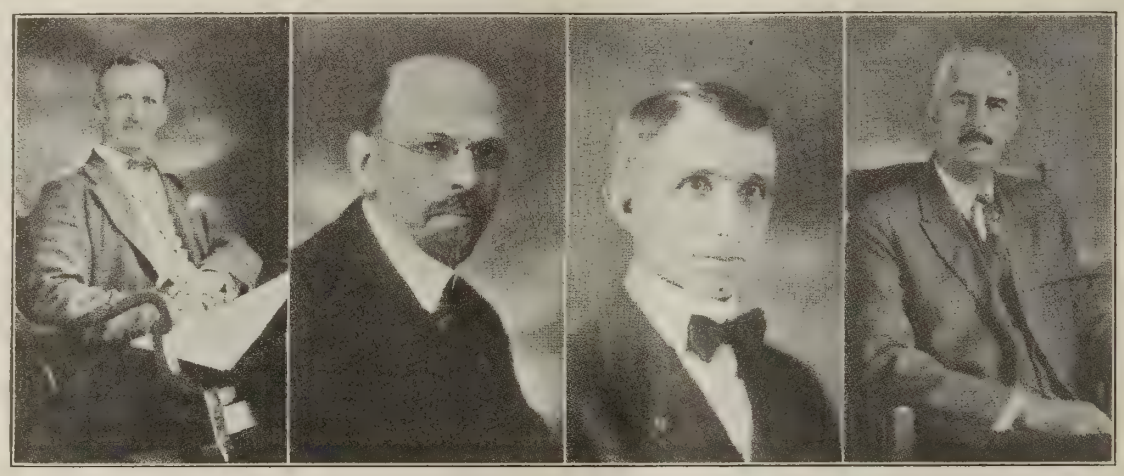
This market has long been established, but its most rapid growth has been made within the past few years. And now the tobacco interests of Greeneville are seeking two sets of buyers next season. The crop is to be tremendously increased in Greene County, and the majority of that grown in the neighboring counties will be marketed in Greeneville, so that the amount of burley to be sold on this market will be too large to be handled expeditiously and conveniently by one set of buyers.

### An Important Area

In speaking of the burley district, of which Greeneville is the practical center, Clyde B. Austin, president of the Austin Co., Inc., says:

"This section is about 350 miles long with an average width of 80 miles. We have an advantage over Kentucky, in that our season is longer, frost leaving earlier in spring and coming later in the fall. We have a further advantage from the fact that our lands did not become inflated with high values during the war period, and is not owned by large land owners. Consequently, we do not have to depend on tenants. This section of country should be producing 150,000,000 pounds of White Burley. Judging from present prospects for the coming season we will have a 20,000,000 pound crop in this immediate vicinity, and if it proves as profitable to our growers as we expect, we believe that it will be doubled each year, and within six or eight years we will be producing 150,000,000 pounds of White Burley annually in East Tennessee, Western North Carolina, and Southwestern Virginia, and that too, without diminishing the needful diversified crops which should by all means be grown."

Officers of The Burley Association, Greeneville, Tenn.



H. H. GOUCHENOUR, First President — C. W. ALLEN, President — W. C. WADDELL, Vice-President — C. H. BEWLEY, Secretary

### An Important Factor

The Burley Association and Business Men's League with its 385 members has been a real factor in Greeneville's development and has probably done more to build up Greeneville and

Cable Address:
Austin, Greeneville

Codes
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A. B. C. 5th Edition Improved

TENNESSEE, KENTUCKY, CAROLINA and VIRGINIA

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BURLEY BRIGHTS STRIPS SCRAPS

THE AUSTIN CO., Inc.

Latest Proctor Dryer

GREENEVILLE, TENN.
U. S. A.

*Samples Furnished* *Correspondence Solicited*

Greene county than any other influence for years.

Clyde B. Austin, John Bernard, Joe Emerson and Leighton Armitage are the real founders of The Burley Association, for it was largely through their efforts that the first organization was formed. H. H. Gouchenour became its first and only president up to 1920 with Henry R. Brown, O. B. Lovette and D. P. Mason as vice-presidents. Leighton Armitage and Charles H. Bewley as secretaries; and W. H. Armitage, treasurer, with the following board of directors: H. H. Gouchenour, W. C. Waddell, George W. Doughty, W. R. Lowry, J. M. Reaves, C. G. Armitage, N. T. Howard, E. P. Price, Charles W. Allen, W. W. Bernard and W. H. Armitage.

### Sent Out Seed and Pamphlets

The first work to be done by this association was to send out tobacco seed and pamphlets of instruction as to the growth of Burley in Greene County and in all sections in nearby territory adjacent to this market, and as a result of their work the Greeneville market grew by leaps and bounds. Mr. Gouchenour personally visited and organized Burley Associations in Hawkins, Cocke and Bradley counties, which have become important feeders for the Greeneville market.

### The Only Greeneville in the World

The slogan of the Burley Association has been, "The Up-Building of Our Town and County," and right well have they lived up to their motto. The only Greeneville in the world that has the extra "E" in its name has profited by having The Burley Association.

### Struggles of Greeneville Market

The present day owners and operators on the Greeneville Market have easy sailing, as compared with struggles and handicaps endured by the founders of this now important market.

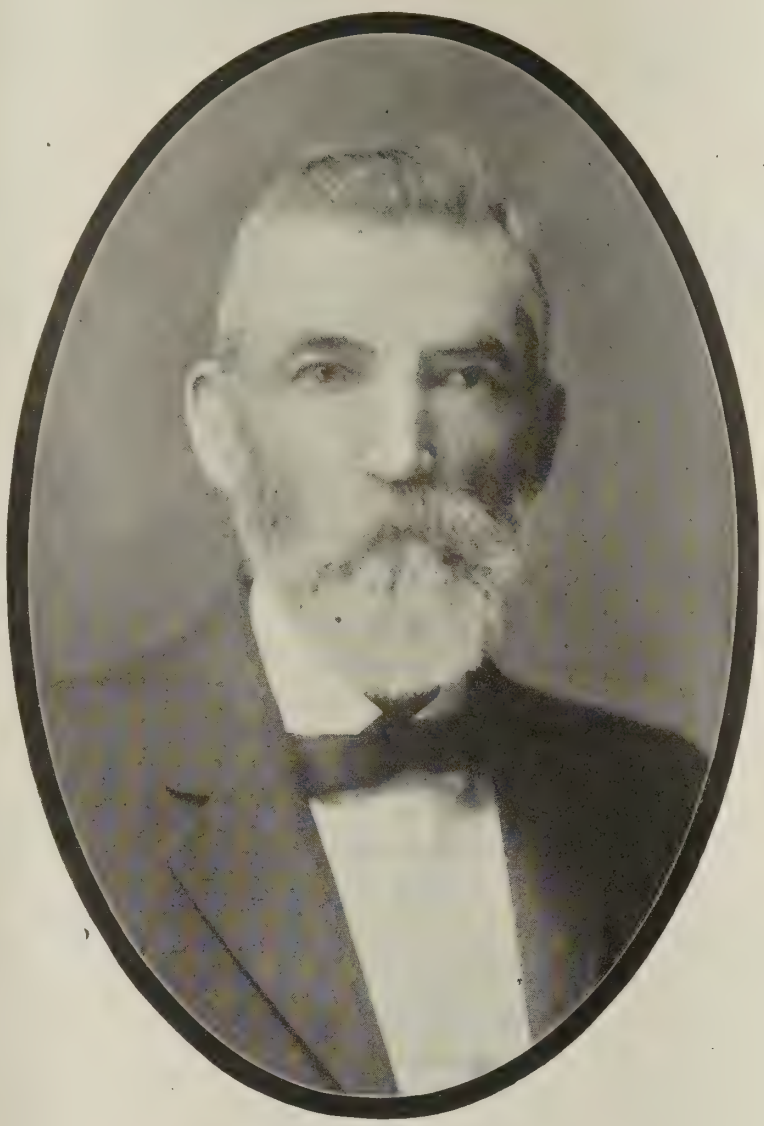
J. E. Hacker, in describing the founding of this market says:

"In the year 1887, nearly thirty-five years ago, a few leading business men decided to open a market for the sale of tobacco in Greeneville, Tennessee. The building just south of the Depot of the Southern Railway, built by J. G. Reaves and son as an implement store, was rented, and a company was organized with the writer as manager to undertake the arduous task of establishing a market for bright tobaccos. At that time there were thriving markets at Bristol, Marshall and Asheville. These markets poked fun at what they termed a crazy, presumptous undertaking. Undaunted, our little company went to work. Greene and surrounding counties were filled with posters, circulars mailed, and canvassers were sent to see all the leading producers. Characteristic of our bold front, the manager wrote a small circular in which he said: *'To the farmers of Greene and surrounding counties, we expect to make this market second to none in the South. Come in and help us.'*

"This little circular was copied in all the papers of Bristol, Asheville and Southwestern Virginia and was ridiculed as a great joke. Time has proven that it was not a false prophecy. One by one, our competitors closed their doors and lifting their hats said in no uncertain tone, *'that prophecy has come true.'*

### Credit Where Credit Is Due

"No one should have greater credit for the success of our market than the late lamented "Diamond G." (Clisby Austin). He was present at the first sale and did more to nurse the infant enterprise out of its swaddling clothes and stand the lusty youth firmly on its feet, than any other man connected with the enterprise.

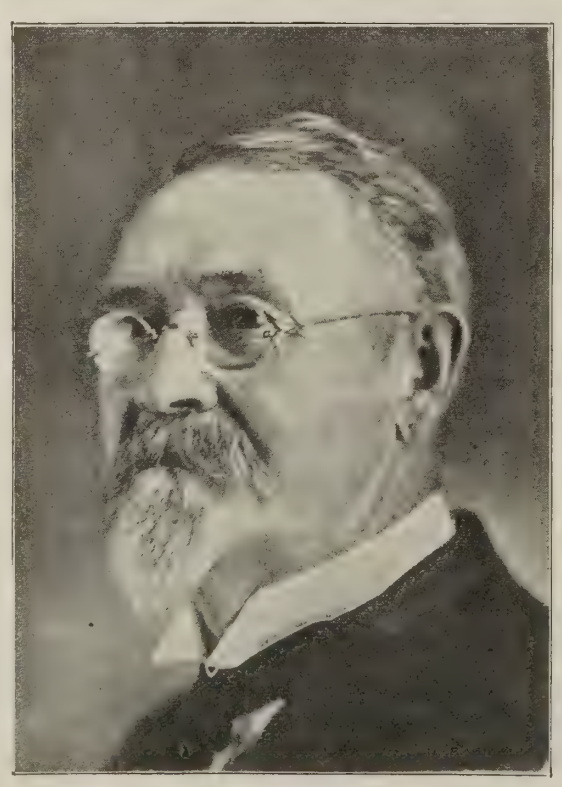


CLISBY AUSTIN

Born Dec. 21, 1847 (Diamond G) Died Dec. 16, 1910

Founder of Greeneville's Burley Tobacco Market

"When the market was about to fail for want of banking facilities, Judge Newton Hacker and Col. John M. Brabson came to the rescue and established a bank. A tobacco factory was thought to be necessary to the success of the work and the far-sighted, big-hearted and enterprising Col. J. H. Doughty built it. Then to join the procession that was pulling itself into line, came the Emersons, G. T. East, W. H. O'Keefe, who also put the best part of his young life into the enterprise; T. T. Adams, who built the first commodious warehouse; M. P. Reeve, who built another; the Bird Brothers, who built a third, and the Bernards, who built the fourth and fifth one, and the farmers who built the sixth one—altogether furnished the largest floor space of any market in the South outside of Louisville, Ky.



J. SILAS BERNARD

Pioneer tobacco man and principal owner and manager of Bernard's two big leaf tobacco warehouses, Greeneville, Tenn.

"In justice to the beloved 'Diamond G.,' we want to add that it was he who made the discovery that the soil of East Tennessee, North Carolina and Southwestern Virginia was peculiarly adapted to the growth of fine White Burley Tobacco. This discovery revolutionized our market and has made a giant out of that lusty youth that Mr. Austin did so much to stand on his tottering feet.

"I want to mention one other name, with hat in hand, who has done more than any one man living among us today to bring success to our market, and beg the privilege and the courtesy of calling him 'Uncle Silas Bernard.' All of you stand up, take off your hats, and say AMEN!"

### Nearly $41,000 on Small Acreage

As an example of how Greene County produces tobacco, the case of W. F. Russell is cited. Mr. Russell averaged $284 per acre for his tobacco for the past twelve years. Mr. Russell is one of the oldest and most successful tobacco raisers in East Tennessee, and says that it is by far the most profitable crop produced on his farms, and that it has made money for him when other things fail. He was probably one of the first raisers of White Burley in this section. Since 1910 he has kept an accurate account of the number of acres of tobacco he has planted and what it has brought him each year, as follows:

| Year | Acres | Dollars |
|---|---|---|
| 1910 | 8 | 1,190.00 |
| 1911 | 7 | 1,100.00 |
| 1912 | 12 | 1,190.00 |
| 1913 | 6 | 735.00 |
| 1914 | 12 | 1,435.74 |
| 1915 | 11 | 1,062.50 |
| 1916 | 13 | 3,046.97 |
| 1917 | 13 | 5,388.01 |
| 1918 | 14 | 7,641.94 |
| 1919 | 15 | 7,864.10 |
| 1920 | 17 | 3,200.00 |
| 1921 | 16 | 6,750.00 |
| 12 Years | 144 | 40,904.26 |

In the twelve years Mr. Russell has raised 144 acres of tobacco which have brought him $40,904.26, or an average of $284.00 per acre.

### The Friend of Farmers

Any tobacco story would be incomplete if we did not mention C. C. Woods, veteran auctioneer of the Greeneville Tobacco Market, who has always done his part toward the success of the tobacco trade. He has always worked hard to get the farmer the market value for every basket of tobacco that he has sold. He is never satisfied until he knows he has done all he can to help the farmer, and he is probably the best known man among the tobacco growers in East Tennessee and has made many friends.

*REPUTATION* is that which we believe to be true concerning a man or his character.

The reputation of a piece of merchandise depends upon the verdict of the consuming public after the trial period.

Milano has stood the test, and has won the approval of those who are particular.

We are glad to say that its reputation is established, and that it is today favorably known by that part of the smoking public who buy and enjoy the better things of life.

Milano's reputation has been established by word-of-mouth advertising of its many friends, and its smoking qualities have earned the appreciation of its followers from Broadway to Main Street.

Whether your store be located on Broadway or Main Street, you will receive the patronage of the men who can afford the best, if you display Milanos.

**WM. DEMUTH & CO.**

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THE WORLD'S LARGEST MAKERS OF FINE PIPES

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# Wellington
## LONDON MIXTURE

Three big selling features. The best mixture—the handsomest package—and the best value on the market. Now put up to sell in popular, pocket size,

## 15c tins

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**Christian Peper Tobacco Co.**
**St. Louis, Mo.**

# Towards Obtaining the Desired Results in Producing Tobacco

**Advice That Goes Far—Instructions Prepared by An Expert—Hints That Will Help the Southern Farmer to Grow Better Crops—Intensive Cultivation Pays—He Who Works the Most Intelligently Has the Surest Chance of Getting the Money.**

**By R. R. SLATE**

*Field Manager for the Slate Seed Co.*

NECESSARILY, for a seed bed, select a warm spot well protected from northern exposure. Remember that the soil should be adapted to growing tobacco, a light sandy loam, underlaid with a porous clay subsoil is preferred. The drainage should be good.

The shape of the bed should be oblong instead of square, the drainage being across the narrow way. If a bed of one hundred square yards is desired, make it five yards wide and twenty yards long.

Many farmers still hold to the old practice of burning the bed. This, however, is a waste of valuable wood and time. On the Hyco Farms we haven't burned a plant bed for over twelve years, and we always have enough plants. If the land is covered with leaves or brush, rake these up and burn them, but do not burn a lot of valuable wood. Prepare the bed just as though it had been burned, and stretch the muslin over it just as soon after sowing as possible.

To prepare a good seed bed, the land should be broken to the subsoil, but never turn up the clay. No specific directions are needed for getting the soil in good condition. But keep in mind the fact that a tobacco seed is the smallest and most delicate seed known.

When the top of the soil has been thoroughly cleaned of all roots, rocks and clods, apply a high-grade tobacco fertilizer at the rate of one hundred pounds per one hundred square yards. Stir the soil once more and sow the seed.

Always sow only clean seed. One ounce, two tablespoonfuls, of good clean seed will give heavy seeding on the one hundred square yards, or light seeding one hundred and fifty square yards. Mix this quantity of seed with about one gallon of dry fertilizer, sand, or ashes, and sow first lengthwise the bed and then across it. Give the seeds an extremely light covering with a rake or brush.

### Preparing The Land

Good preparation is half of the cultivation of a tobacco crop. This is especially true of the Central North Carolina, Virginia, Kentucky, and Tennessee districts. In these soils where there is often a large percentage of clay, we find cultivation much harder than in the light sandy soils of Eastern North Carolina, South Carolina, and Georgia. The heavy soils should always be thoroughly cleaned of all turf and clods.

Tobacco land should be broken early in the spring so as to permit all grass and weeds to decay. Several harrowings should be done at intervals so as to thoroughly pulverize the soil. Give the last harrowing just before planting time and just behind the harrow begin laying off the rows. Tobacco rows should be three feet apart at least and three and one-half feet will not be too wide. To lay off the rows use a single shovel plow with a two or three-inch hoe running about three inches deep. Into this drill the fertilizer, and then with a turn plow throw up a light bed. Hills should be chopped into these beds every thirty inches, and care should be taken to have each hill thoroughly chopped so as to pulverize any clods and remove all stones. And in making the hills be certain to chop the bed down slightly so that when the plant is set its roots will be within easy reach of the fertilizer.

Tobacco land should not be bedded and chopped until just before the plants are to be set. The plants will set their roots much quicker in fresh soil than they will if the soil has become hard and baked. It is often possible to get a good stand of plants by preparing the land during the morning and setting the plants in the afternoon. On this fresh soil the plants will get their start without the use of water or without having to wait for a rain. This, of course, holds good only when the soil has a fair supply of moisture in it.

Preparation of the soil has far reaching effects on the crop, and many failures may be traced back to this step. Often crops have run to seed while they were still young, and it could be traced to poor preparation. Any plant will run to seed when it stops growing. If the soil is not properly prepared, full of clods and turf, the roots cannot grasp it, and the plant's food supply is cut off. The plant, seeing that it is starving, will commence to throw its seed head, because it is a law of nature that every plant must produce its seed before it dies. In addition to this, drowning is often caused by poor preparation, and much of the trouble with flea bugs may be avoided by killing all grass in the fields before setting the plants.

Tobacco field on the Hyco Farms, near South Boston, Virginia

### Care of Plants and Planting

The plant beds should be kept clean of weeds and grass at all times. After the plants attain some size this can easily be done by pulling out the weeds and grass just after a rain when the land is too wet to do other work. It is never advisable to water a plant bed except in extreme cases where the plants are burning up for lack of moisture. If watering is once started it must be kept up until a good rain comes. Keep the muslin cover on the beds until just a day or two before you are ready to set the plants. Removing this cover earlier may mean the entire loss of your plants from flies. However, it is advisable to remove the cover a few days before planting in order that the plants may toughen. If the plants are not growing fast enough and the season for planting is at hand give a top dressing of nitrate of soda. This material should be crushed until it is fine and applied dry during the middle of the day when the plants are thoroughly dry. Never apply in liquid form or when the plants are wet with dew or rain, else it will burn. Five pounds of nitrate of soda is sufficient for one hundred square yards of bed.

The time for setting the plants out in the field must be governed by conditions. The growth of the plants, condition of the soil, and seasons have much to do with when to transplant. Plants large enough to transplant should have leaves measuring at least two inches across. It does not pay to try to set plants that are too small because so many of them die in the field. There should be sufficient moisture in the field to insure the plants living when they are set. Whenever possible wait for a rain or natural season. On dry years when this cannot be done and the plants threaten to become too large, watering will have to be resorted to. This is very tedious work, however, and should never be done except in case of absolute necessity. The time of the year has much to do with tobacco planting, too. Never set the plants until you are fairly sure of warm weather. Plants set too early will be eaten up by the flea bugs, grasshoppers, etc., and will often run to seed instead of spreading on the hill.

After the first planting has been made, take advantage of the very next season to do the replanting. Some of the plants are going to die in spite of the most careful setting, and the sooner these are replaced the more uniform the crop will be at harvest time. Then after the first cultivation, go over the field again and replant all missing places. Too much importance cannot be put on the value of replanting early. Uniformity in the field makes harvesting much easier and will materially aid in curing the tobacco.

### Cultivating

Tobacco requires intensive cultivation. Within a period of about ninety days this plant must make its growth and mature. This short growing period demands that the soil be kept in such condition as to make the plant food readily available, else the plant cannot produce its best.

The object in the cultivation of tobacco is to keep the soil well pulverized, so as to admit of the roots taking hold of it. Then a fine dust mulch must be maintained, so as to preserve the water supply and enable the roots to feed the plant. Grass and weeds must never be

LK Co.

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allowed to get a good start in the field, else they will consume much of the food and water intended for the tobacco.

The old and generally practiced plan is to give three cultivations. This is out of date, however, and the better growers are using a more intensive plan. Tobacco should be worked after every rain if possible, and cultivation should not cease until the plants are too large to be worked. The first cultivation should be given just as soon as the plants have set their roots after being transplanted. The sooner this is done the sooner the plants will commence to grow.

There is an old theory that one deep plowing is essential—it being claimed that this prunes the roots of the plant and helps it to make more weight. I disagree with this theory. The best plan is to cultivate shallow all of the time. Deep plowing often kills many of the plants, and it cannot add weight because weight comes from the roots, and if part of the roots are cut it does not stand to reason that the plant can make more weight.

At least three plowings should be given the tobacco crop, and more if possible. Follow every plowing with a hoe and always have the hoes work the soil up around the plants. After the plants are too large for a horse to go in the field, the hoe may be used for a time or two. All cultivation should cease, however, when the leaf commences to grain and turn yellow.

The grade of tobacco you intend to grow will have something to do with the amount of cultivation to be given. Cigar and light cigarette tobaccos need less cultivation than the heavier brights and heavy export grades. Cultivation adds weight, and the more weight you wish the more you must cultivate. Seasons will also have much to do with the amount of cultivation to be given. On a wet season it is necessary to keep the soil stirred all of the time to prevent baking and admit air to the roots so that the plants will not drown.

### Topping and Priming

Topping depends upon three things, namely, time, fertility, and type of tobacco. Tobacco that is topped early may contain several more leaves than that topped late, because the growing season is longer and it has more time in which to fill out the leaves. The fertility of the soil also plays an important part in this work. On rich land tobacco should be topped higher than on thin soils. There is more plant food there upon which to build, and the extra leaves will readily fill out. Whereas on thin soils the plant food is scarce and it must not be divided among too many leaves. Cigar leaf tobacco is topped highest of all, and in some cases is not topped. Next comes the thin brights, the medium or Piedmont brights, the Mahogany, Sun Cured, and lowest of all the Heavy Export type.

*Priming of Bright Tobacco*—the pulling off of the lower leaves—has been a topic of much discussion within the past few years. The old plan was to allow these leaves to remain on the stalk and protect the good leaves from the sand and grit. But in recent years this practice has changed. It is now considered a better plan to pull these leaves. This, I think, is advisable because they use plant food just as well as the other leaves, and in this manner cut down the weight of the good leaves. Pull the three or four bottom leaves at the same time that the tobacco is topped. If this class of tobacco is high at that time, save these primings and cure them.

In figuring the number of leaves to be left after topping it is necessary that the grower first decide whether he is going to prime or not. If he intends priming the bottom leaves, then he may add three leaves to the number left on the stalk. As a general rule, the following may be used for the different grades, provided it is remembered that the time at which the topping is done, the fertility of the soil, and the question of priming may alter these recommendations.

*Extra Thin Brights* when grown on rich soil may be topped as high as twenty leaves and down as low as ten leaves for very poor soils. The average is about sixteen leaves.

*Medium Brights* on fertile soils. This class should be topped at twelve leaves or down as low as eight leaves on poor soils.

*Mahogany and Sun Cured* types when grown on rich soils may be topped as high as twelve leaves, but ten is generally considered sufficient.

*Black Export tobacco* is almost always grown on very rich soils, and on such it may be topped at from eight to ten leaves. Eight leaves are generally considered the better plan.

## Hail & Cotton, Important Tobacco Firm

Now, almost world wide in its ramifications, the tobacco brokerage business of Hail & Cotton was established in Louisville, Ky., in 1902. Under the management of E. A. Hail and M. R. Cotton, both well and favorably known throughout the trade, this strong, far reaching concern is a packer of, and dealer in, practically all grades of tobacco grown in the states of Kentucky, Tennessee, Virginia and Maryland.

Hail & Cotton operate their own packing plants in Virginia, in the Burley districts of Kentucky, and in the dark fired districts of Kentucky and Tennessee. The yearly packings of the firm represent thousands of hogsheads of tobacco and the ability of Hail & Cotton to fill big orders "goes to the limit."

The firm makes a specialty of straight packed tobacco and the dependability placed on Hail & Cotton packings is such as to cause business to increase notably each year.

Having branch offices or representatives in many foreign countries, Hail & Cotton are particularly well situated and equipped to handle export trade.

## Revenue Statistics Pertaining to Tobacco and Allied Industries Since 1862

| Year Ending June 30. | Manufactured Tobacco: Aggregate Collections. | Manufactured Tobacco: Pounds Tax Paid | Cigars: Aggregate Collections. | Cigars: Number Tax Paid | Small Cigars and Cigarettes: Aggregate Collections. | Small Cigars and Cigarettes: Number Tax Paid | Cigarettes: Aggregate Collections. | Cigarettes: Number Tax Paid | Snuff: Aggregate Collections. | Snuff: Pounds Tax Paid. | Special Taxes, Aggregate Collections. | Total Collections from all Sources. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1863 | $2,578,972.42 | 23,680,056 | $476,589.29 | 199,288,284 | ..... | ..... | ..... | ..... | $34,466.18 | 172,331 | $7,592.57 | $3,097,620.46 |
| 1864 | 7,086,684.74 | 63,372,426 | 1,255,424.79 | 492,780,700 | ..... | ..... | ..... | ..... | 240,934.24 | 1,204,671 | 9,055.21 | 8,592,098.98 |
| 1865 | 8,017,020.63 | 36,639,020 | 3,072,476.56 | †693,230,989 | $1,993.01 | 616,984 | $12,951.94 | 19,153,526 | 283,351.92 | 1,002,802 | 13,579.04 | 11,401,373.10 |
| 1866 | 12,339,921.93 | 35,748,351 | *3,474,438.94 | *347,443,894 | ‡550.05 | ‡55,005 | 1,247.87 | 175,360 | 698,173.80 | 1,745,434 | 16,675.24 | 16,531,007.83 |
| 1867 | 15,245,477.81 | 45,635,582 | *3,661,984.39 | *483,806,456 | ..... | ..... | ..... | ..... | 798,364.69 | 1,995,912 | 59,321.52 | 19,765,148.41 |
| 1868 | 14,947,107.53 | 44,900,879 | *2,951,675.26 | *590,335.052 | ..... | ..... | ..... | ..... | 745,308.24 | 1,863,271 | 86,004.29 | 18,730,095.32 |
| 1869 | 16,845,479.77 | 62,662,576 | 4,957,679.67 | 991,535,934 | ..... | ..... | 3,273.00 | 1,751,495 | 525,583.87 | 1,642,450 | 1,098,691.26 | 23,430,707.57 |
| 1870 | 23,926,698.90 | 89,120,005 | 5,697,353.87 | 1,139,470,774 | ..... | ..... | 24,426.17 | 13,881,417 | 373,784.52 | 1,168,077 | 1,331,444.42 | 31,350,707.18 |
| 1871 | 25,133,521.71 | 93,801,073 | 6,569,568.02 | 1,313,913,604 | ..... | ..... | 28,605.22 | 18,930,753 | 427,017.96 | 1,334,431 | 1,420,194.27 | 33,578,907.88 |
| 1872 | 24,073,683.10 | 93,655,905 | 7,535,074.61 | 1,507,014,922 | ..... | ..... | 31,082.25 | 20,691,050 | 497,092.49 | 1,553,414 | 1,599,238.07 | 33,736,170.52 |
| 1873 | 22,315,809.62 | 111,407,806 | 8,899,732.98 | 1,779,946,596 | ..... | ..... | 40,658.50 | 27,088,050 | 1,082,048.60 | 3,381,402 | 2,048,053.39 | 34,386,303.09 |
| 1874 | 20,900,509.67 | 104,502,548 | 9,289,896.49 | 1,857,979,298 | ..... | ..... | 43,695.75 | 28,718,200 | 1,038,445.92 | 3,245,143 | 1,970,327.79 | 33,242,875.62 |
| 1875 | 24,133,726.48 | 116,101,396 | 10,140,384.11 | 1,926,661,780 | ..... | ..... | 65,443.42 | 41,297,883 | 1,067,033.03 | 3,334,478 | 1,896,874.84 | 37,303,461.88 |
| 1876 | 25,694,312.56 | 107,063,516 | 10,969,787.28 | 1,828,807,396 | ..... | ..... | 135,485.17 | 77,420,586 | 1,061,467.64 | 3,317,086 | 1,934,287.26 | 39,795,339.91 |
| 1877 | 27,053,072.38 | 112,722,055 | 10,799,459.20 | 1,800,009,256 | ..... | ..... | 261,818.95 | 149,069,257 | 1,095,695.52 | 3,424,048 | 1,896,500.87 | 41,106,546.92 |
| 1878 | 25,320,158.08 | 105,500,736 | 11,430,144.60 | 1,905,063,743 | ..... | ..... | 289,081.79 | 165,189,594 | 1,063,714.22 | 3,324,107 | 1,988,655.98 | 40,091,754.67 |
| 1879 | 24,703,874.96 | 116,975,223 | 12,115,468.29 | 2,019,246,764 | ..... | ..... | 416,984.43 | 238,276,817 | 902,135.35 | 3,423,235 | 1,996,539.68 | 40,135,002.65 |
| 1880 | 21,170,154.40 | 132,309,526 | 14,206,819.49 | 2,367,803,248 | ..... | ..... | 715,269.39 | 408,708,366 | 634,609.34 | 3,966,308 | 2,143,287.46 | 38,870,140.08 |
| 1881 | 22,833,287.60 | 142,706,011 | 16,095,724.78 | 2,682,620,797 | ..... | ..... | 992,981.22 | 567,395,983 | 689,183.03 | 4,307,394 | 2,243,814.68 | 42,854,991.31 |
| 1882 | 25,033,741.97 | 156,458,033 | 18,245,852.37 | 3,040,975,395 | ..... | ..... | 972,570.10 | 554,544,186 | 778,650.87 | 4,866,568 | 2,361,173.60 | 47,391,988.91 |
| 1883 | 22,136,402.53 | 165,077,186 | 16,895,215.15 | 3,227,888,992 | ..... | ..... | 929,974.73 | 640,021,653 | 736,022.82 | 5,284,372 | 1,406,634.56 | 42,104,249.79 |
| 1884 | 13,488,047.41 | 168,593,419 | 10,368,805.27 | 3,455,619,017 | ..... | ..... | 454,409.01 | 908,090.723 | 448,211.58 | 5,602,645 | 1,302,926.71 | 26,062,399.98 |
| 1885 | 13,953,410.31 | 174,415,619 | 10,077,287.50 | 3,358,972,633 | ..... | ..... | 529,535.88 | 1,058,749,238 | 508,943.52 | 6,361,794 | 1,337,911.27 | 26,407,088.48 |
| 1886 | 14,834,095.42 | 185,426,193 | 10,532,804.05 | 3,510,898,488 | ..... | ..... | 655,569.55 | 1,310,961,350 | 493,283.80 | 6,166,047 | 1,391,609.71 | 27,907,362.53 |
| 1887 | 15,995,019.46 | 199,937,743 | 11,364,916.33 | 3,788,305,443 | ..... | ..... | 792,279.60 | 1,584,505,200 | 524,912.26 | 6,561,778 | 1,430,909.48 | 30,108,067.13 |
| 1888 | 16,154,049.05 | 201,925,613 | 11,534,179.95 | 3,844,726,650 | ..... | ..... | 931,363.05 | 1,862,226,100 | 594,959.13 | 7,436,989 | 1,447,880.34 | 30,662,431.52 |
| 1889 | 17,076,899.94 | 213,461,249 | 11,602,156.92 | 3,867,385,640 | ..... | ..... | 1,075,830.68 | 2,151,515,360 | 645,089.57 | 8,063,620 | 1,466,883.31 | 31,866,860.42 |
| 1890 | 18,325,481.36 | 229,068,517 | 12,263,669.95 | 4,087,889,983 | ..... | ..... | 1,116,627.34 | 2,233,254,680 | 737,731.27 | 9,221,641 | 1,515,481.14 | 33,958,991.06 |
| 1891 | 17,080,632.67 | 243,505,848 | 13,424,678.30 | 4,474,892,767 | ..... | ..... | 1,342,269.38 | 2,684,538,760 | 726,155.39 | 10,390,194 | 222,535.23 | 32,796,270.97 |
| 1892 | 15,237,742.32 | 253,962,021 | 13,646,398.25 | 4,548,799,417 | ..... | ..... | 1,446,491.42 | 2,892,982,840 | 669,861.08 | 11,164,351 | ..... | 31,000,493.07 |
| 1893 | 15,143,984.91 | 252,399,749 | 14,442,591.35 | 4,814,197,117 | ..... | ..... | 1,588,361.85 | 3,176,698,700 | 714,743.63 | 11,912,894 | ..... | 31,889,711.74 |
| 1894 | 14,127,108.31 | 235,451,805 | 12,200,752.30 | 4,066,917,433 | ..... | ..... | 1,592,412.49 | 3,183,783,130 | 697,625.52 | 11,627,092 | ..... | 28,617,898.62 |
| 1895 | 14,896,178.31 | 248,269,638 | 12,491,917.32 | 4,163,972,440 | ..... | ..... | 1,666,923.58 | 3,328,477,677 | 649,888.42 | 10,831,474 | ..... | 29,704,907.63 |
| 1896 | 15,220,028.25 | 253,667,137 | 12,713,267.83 | 4,237,755,943 | ..... | ..... | 2,025,417.11 | 4,043,798,737 | 752,915.92 | 12,548,599 | ..... | 30,711,629.11 |
| 1897 | 15,644,088.75 | 260,734,812 | 12,189,507.29 | 4,063,169,097 | ..... | ..... | 2,080,583.01 | 4,153,252,470 | 796,118.37 | 13,268,640 | ..... | 30,710,297.42 |
| 1898 | 17,657,276.45 | 288,160,613 | 13,626,049.71 | 4,505,260,517 | ‡405,676.88 | ‡405,676,880 | 3,599,705.16 | 3,753,697,908 | 931,869.04 | 15,225,134 | 9,945.13 | 36,230,522.37 |
| 1899 | 28,453,989.26 | 237,132,710 | 16,307,108.05 | 4,529,872,304 | 547,415.52 | 547,415,520 | 4,213,215.25 | 2,805,130,737 | 1,751,797.44 | 14,627,106 | 1,219,682.12 | 52,493,207.64 |
| 1900 | 33,477,244.26 | 278,977,035 | 19,138,584.82 | 5,316,273,561 | 646,896.82 | 646,896,820 | 3,969,191.30 | 2,639,899,785 | 1,790,090.14 | 14,917,418 | 333,076.93 | 59,355,084.27 |
| 1901 | 35,292,205.76 | 294,101,715 | 20,775,363.73 | 5,770,934,369 | 684,504.05 | 684,504,050 | 3,427,043.83 | 2,277,069,818 | 2,003,021.32 | 16,691,844 | 299,768.44 | 62,481,907.13 |
| 1902 | 28,612,644.15 | 298,048,339 | 18,311,142.25 | 6,103,567,265 | 410,903.48 | 760,932,370 | 2,687,139.55 | 2,651,618,797 | 1,696,429.02 | 17,671,136 | 219,666.74 | 51,937,925.19 |
| 1903 | 18,640,071.95 | 310,667,865 | 20,359,014.43 | 6,786,338,043 | 345,869.39 | 640,498,870 | 3,038,061.66 | 3,043,030,604 | 1,130,455.00 | 18,840,917 | 1,193.39 | 43,514,665.82 |
| 1904 | 19,719,042.61 | 328,650,710 | 20,122,415.59 | 6,707,471,863 | 376,296.25 | 696,844,907 | 3,228,599.50 | 3,235,103,871 | 1,209,454.80 | 20,157,580 | ..... | 44,655,808.75 |
| 1905 | 20,069,346.60 | 334,849,110 | 20,582,743.73 | 6,860,914,577 | 393,348.22 | 728,422,630 | 3,346,549.39 | 3,376,633,673 | 1,267,911.66 | 21,131,861 | ..... | 45,659,899.60 |
| 1906 | 21,294,929.95 | 354,915,499 | 21,524,415.67 | 7,174,805,223 | 483,768.41 | 895,867,426 | 3,757,431.04 | 3,792,759,903 | 1,362,452.31 | 22,707,538 | ..... | 48,422,997.38 |
| 1907 | 22,151,178.16 | 369,186,288 | 22,470,434.38 | 7,490,144,794 | 622,152.05 | 1,152,132,850 | 5,163,233.31 | 5,166,941,756 | 1,404,071.79 | 23,401,197 | ..... | 51,811,069.69 |
| 1908 | 21,846,563.72 | 364,109,398 | 20,714,315.84 | 6,904,771,947 | 545,049.16 | 1,009,350,296 | 5,403,960.54 | 5,402,345,198 | 1,352,965.75 | 22,547,764 | ..... | 49,862,755.01 |
| 1909 | 23,325,446.52 | 388,756,941 | 20,257,728.90 | 6,752,576,300 | 556,599.33 | 1,030,739,461 | 6,126,228.92 | 6,105,424,173 | 1,621,177.66 | 27,019,631 | ..... | 51,887,181.33 |
| 1910 | 26,207,885.12 | 436,798,085 | 21,197,795.95 | 7,065,931,984 | 580,748.13 | 1,075,459,499 | 7,979,727.51 | 7,874,239,863 | 1,923,194.98 | 32,053,249 | ..... | 57,889,351.69 |
| 1911 | 30,463,573.87 | 380,794,673 | 21,755,714.06 | 7,251,904,686 | 917,294.25 | 1,223,192,333 | 11,617,621.76 | 9,254,351,722 | 2,251,746.62 | 28,146,833 | ..... | 67,005,950.56 |
| 1912 | 31,502,811.71 | 393,785,146 | 21,769,170.91 | 7,256,390,303 | 820,296.60 | 1,093,728,800 | 14,091,513.78 | 11,239,536,803 | 2,406,358.60 | 30,079,482 | ..... | 70,590,151.60 |
| 1913 | 32,349,009.59 | 404,362,620 | 23,097,112.63 | 7,699,037,543 | 775,333.62 | 1,033,778,160 | 17,911,211.47 | 14,294,895,471 | 2,656,757.44 | 33,209,468 | ..... | 76,789,424.73 |
| 1914 | 33,000,417.05 | 412,505,213 | 23,012,496.69 | 7,670,832,230 | 777,594.75 | 1,036,793,000 | 20,574,791.89 | 16,427,086,016 | 2,621,339.30 | 32,766,741 | ..... | 79,986,639.68 |
| 1915 | 32,197,939.64 | 402,474,245 | 21,174,366.97 | 7,058,122,323 | 729,197.46 | 972,263,280 | 20,982,127.16 | 16,756,179,973 | 2,387,125.95 | 29,839,074 | 2,486,616.36 | 79,957,373.54 |
| 1916 | 35,661,056.49 | 445,763,206 | 24,800,311.78 | 8,266,770,593 | 712,597.89 | 950,130,520 | 26,410,363.30 | 21,087,677,077 | 2,653,654.38 | 33,170,679 | 2,739,853.05 | 88,063,947.51 |
| 1917 | 33,378,874.25 | 417,235,928 | 22,170,549.51 | 7,390,183,170 | 710,653.02 | 947,537,360 | 38,226,019.15 | 30,539,193,538 | 2,830,220.05 | 35,377,750 | 346,792.78 | 102,576,998.14 |
| 1916 | 47,485,437.44 | 417,647,509 | 30,034,476.95 | 7,784,300,180 | 875,727.20 | 947,618,961 | 66,492,267.57 | 36,959,334,804 | 4,049,402.14 | 35,036,561 | 538,486.76 | 156,188,659.90 |
| 1918 | 57,491,383.95 | 376,959,091 | 36,086,247.16 | 7,110,877,600 | 925,016.61 | 788,529,823 | 90,603,155.84 | 38,104,738,310 | 5,134,366.30 | 34,895,173 | 789,109.03 | 206,003,091.84 |
| 1919 | 74,663,767.60 | 414,737,116 | 55,423,813.93 | 7,732,628,697 | 992,113.89 | 648,409,260 | 151,494,415.92 | 50,450,793,231 | 6,948,931.23 | 38,756,266 | 1,032,304.15 | 295,809,355.44 |
| 1920 | 59,330,627.08 | 329,177,988 | 51,076,563.24 | 7,151,359,545 | 1,013,510.07 | 676,721,446 | 135,409,627.81 | 45,064,777,796 | 5,795,401.75 | 32,643,408 | 1,229,286.37 | 255,219,385.49 |
| 1921 | | | | | | | | | | | | |

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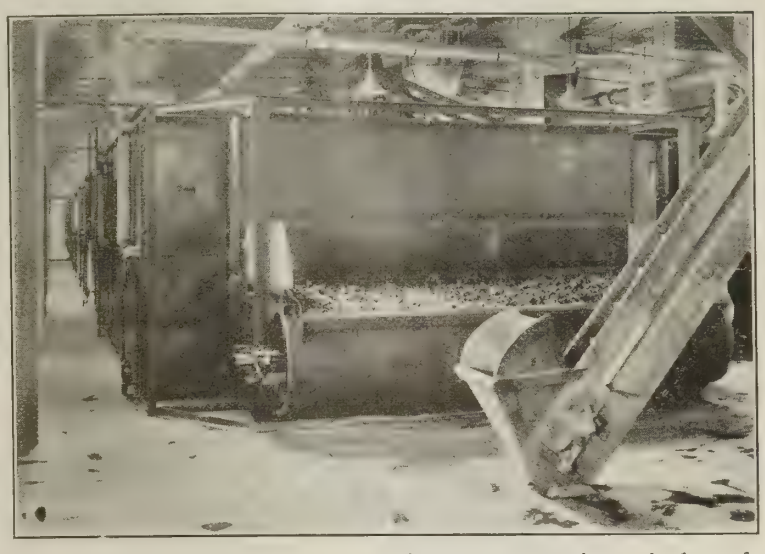
# Machinery Used By the World's Leading Tobacco Manufacturers

**In the Preparation and Re-Handling of Smoking, Chewing and Cigarette Tobacco, Proctor & Schwartz Equipments Play Prominent Parts—The Important Re-Drying Process Is Performed by Scientific, Up-to-the-Minute and Efficient Appliances.**

PRODUCTS of factories using correct methods are always the best. In plants of the world's leading manufacturers and re-handlers of smoking, chewing and cigarette tobacco, from Dixie to the Orient, the important re-drying process is performed by scientific and efficient machinery manufactured by Proctor & Schwartz, Inc., Philadelphia, Pa.

Rarely has a single make of machinery for any purpose so completely predominated the field of its usefulness over so long a period of years. Twenty-eight years ago, Proctor & Schwartz, Inc., then known as the Philadelphia Textile Machinery Co., produced the first "Proctor" Tobacco Re-Drying Machine. Since then, more than 90% of the users of re-dryers have evidenced a constant preference for machines of the "Proctor" make over all competitive equipment.



Feed end of the "Proctor" re-drying machine of the plain apron type installed in the plant of R J. Reynolds Tobacco Company, Winston-Salem, North Carolina. The photograph shows the manner in which the layer of tobacco is placed on the apron conveyor. This general type of machine is used for drying leaf, stem, dipped filler, etc., for smoking and chewing tobacco.

### Vast Improvements Made.

The modern-day machines that bear the name "Proctor Dryers" are far in advance of the early models. In place of the wooden housing of these early models, the drying and cooling sections of the "Proctor" Machine now consist of a structural steel framework closed in by removable panels, giving easy access to all inner parts. These panels are made up of two sheets of facing metal, interlined with heavy insulation of air-cell asbestos. Thus is produced a machine of highest resistance to wear and to the effects of heat and moisture; one that almost completely eliminates the fire-hazard. The ordering or moistening section of the "Proctor" Re-Dryer is constructed entirely of cypress lumber, which most effectively withstands the action of moisture.

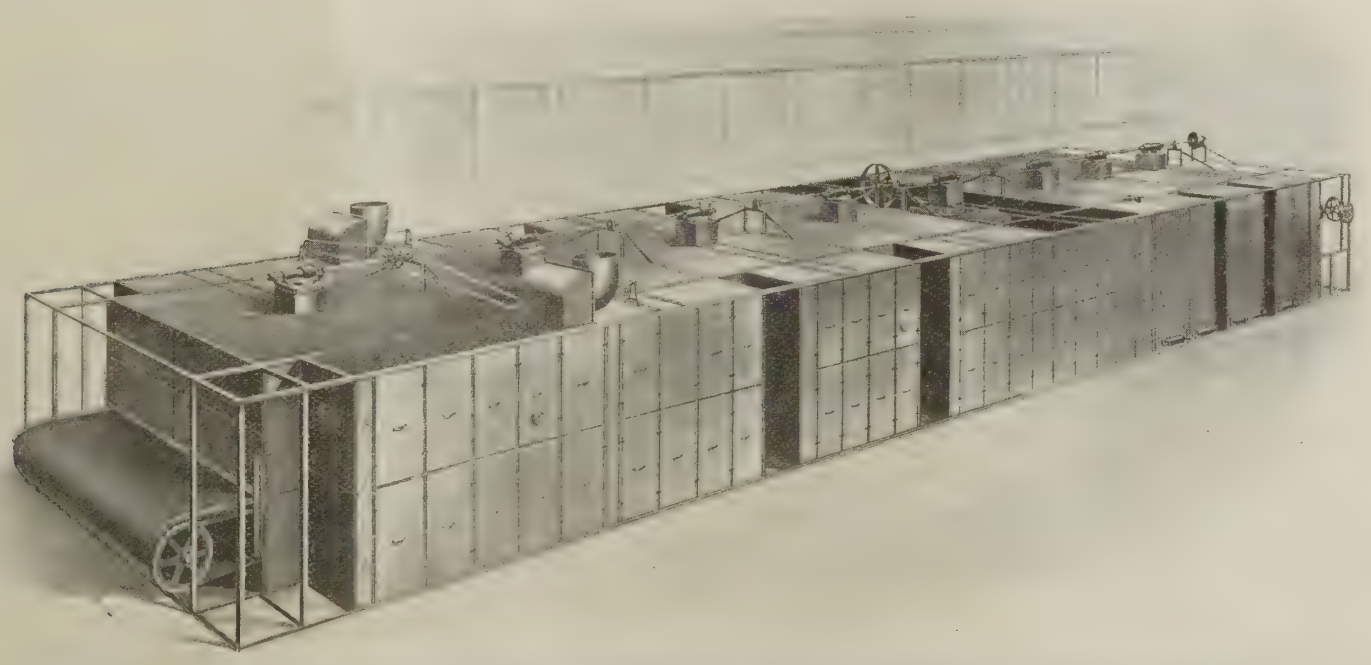
The feed end view of a battery of stick and apron re-dryers in the plant of the Imperial Tobacco Company, Danville, Virginia

### The "Proctor" Leaf and Strip Plain Apron Re-Dryer.

One of the interesting machines manufactured by Proctor & Schwartz, Inc., and used by all the well-known manufacturers of smoking and chewing tobacco, is the "Proctor" Plan Apron Dryer for leaf tobacco, strip and dipped filler.

In the operation of this machine, the strips of tobacco are spread by hand on a continuously moving wire-cloth conveyor, at the feed end. Carried on this apron, the tobacco passes through accurately controlled progressive stages of drying, cooling and ordering—emerging at the opposite end of the machine in a perfectly uniform condition for succeeding manufacturing operations.

In the early stages of drying, heated air is circulated through the layer of tobacco on the moving apron by large overhead fans. The evaporation of moisture is so rapid that a high temperature may be maintained without the least detriment to the tobacco. As a matter of fact, experience has proven that with the tremendous volume of air efficiently circulated by the "Proctor" system of large fans, a high temperature may be maintained



Proctor plain apron re-drying machine

Charles Denby

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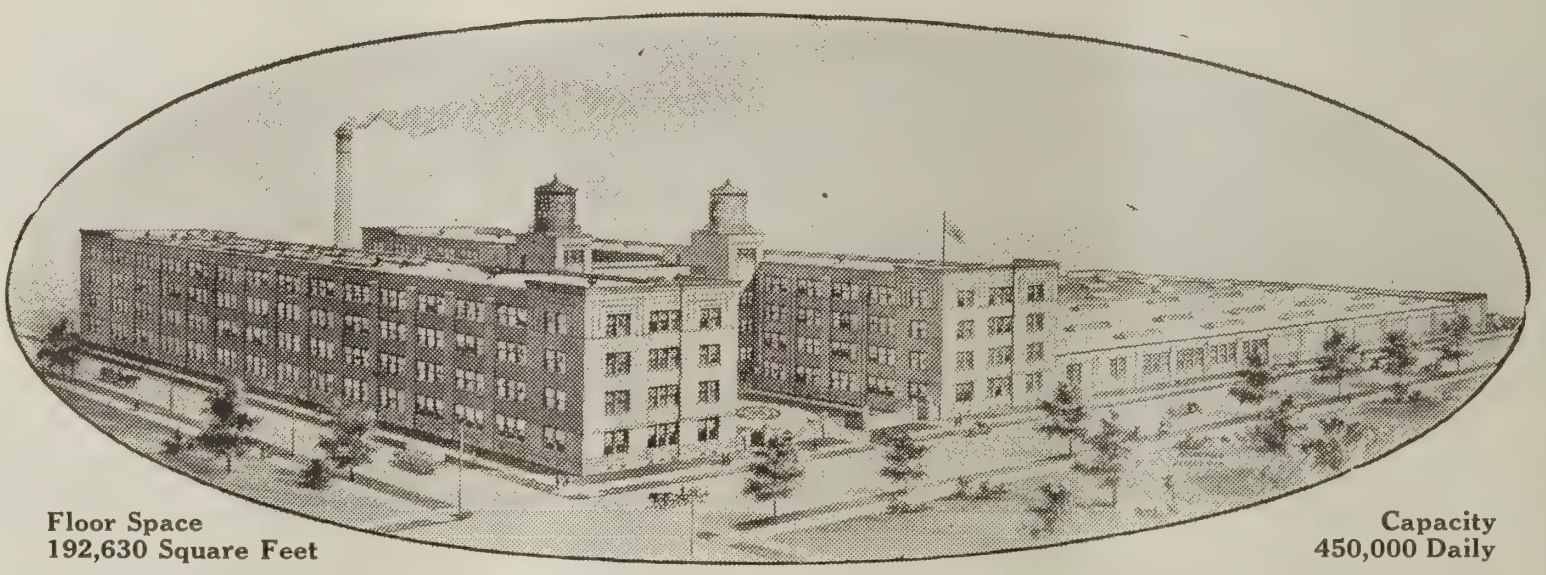

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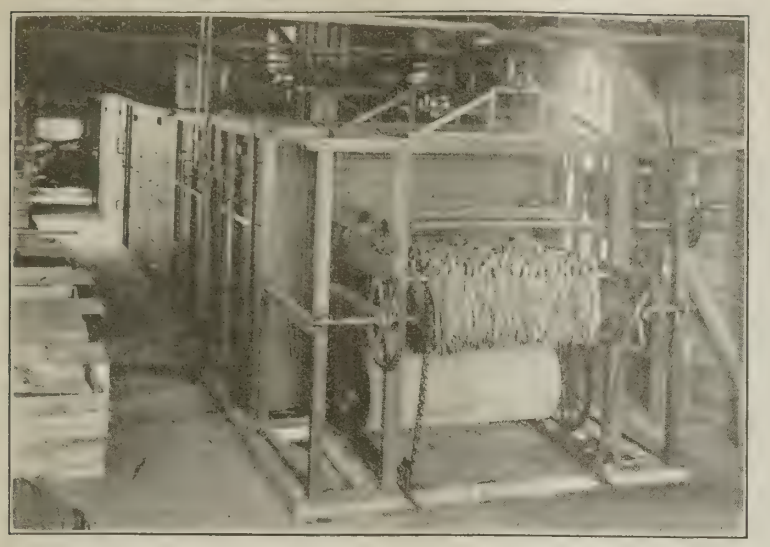
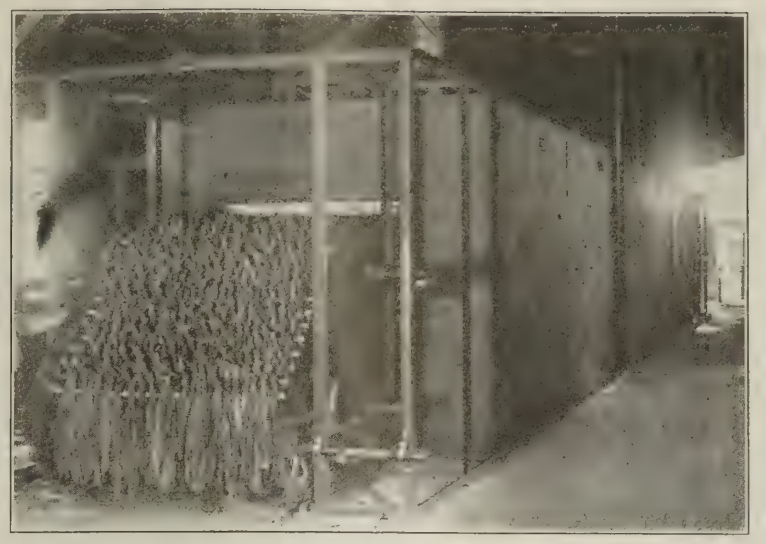




A stick and apron re-dryer installed in the plant of the Seedleaf Tobacco Growers' Corp., Lancaster, Pa. This machine has only one conveyor of parallel roller-chains for carrying the sticks of tobacco, whereas the machine described above has a double conveyor

with perfect safety and with a marked improvement in the quality of the tobacco—a temperature as much as 70 degrees higher than that at which tobacco would deteriorate with less perfect apparatus.

As the tobacco progresses through the drying section and its moisture is reduced, the temperature of the drying air currents is also reduced—the adjustment being automatically produced in the working of the apparatus.

### Passes Into Cooling Chamber.

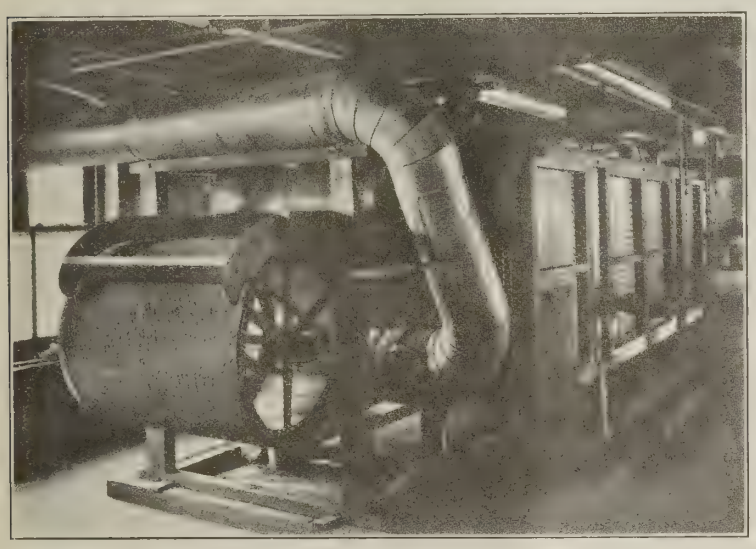
The process in the drying section involves a treatment taking about twenty minutes, after which the tobacco passes into the cooling chamber, a separate section of the machine. In this chamber the heat is removed from the dry tobacco preparatory to putting back into it a uniform amount of moisture to eliminate brittleness and put it in prime condition for subsequent working.

The cool tobacco then passes into another separate chamber of the machine—the ordering section, where it is treated with saturated air at a moderate temperature. Finally the properly conditioned tobacco comes out of the machine in perfect condition for handling in bulk and for further manufacturing processes.

In the ordering sections referred to, moisture is created by means of steam and water atomizers and the saturated air is taken up by the large disc fans and forced through all the tobacco.

At the delivery end of the machine the tobacco is removed from the conveyor-apron by means of a doffer.

Every part works in perfect harmony.



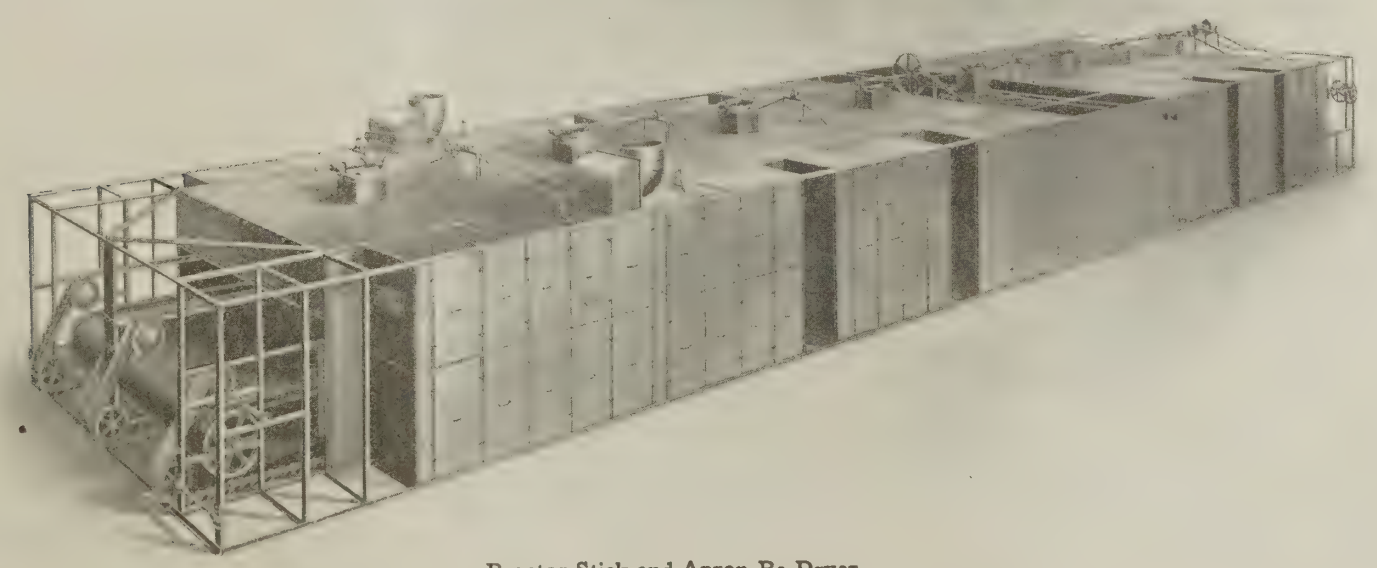
"Proctor" Tobacco Softener in the plant of Frishmuth Brother & Company, Philadelphia, its function being to soften the tobacco after it is taken out of the hogsheads. Following the period of aging and being held in the hogshead under great pressure, the leaves of tobacco become compressed and caked together so that if broken apart without a preliminary softening treatment, they would be seriously damaged for handling and stemming. The treatment afforded by this machine permits the tobacco being separated without injury

### Self-Cleaning Apron on Dipped Filler Re-Dryer

Where the "Proctor" Plain Apron Re-Dryer is used for dipped filler or smoking tobacco sprayed with flavoring extract, an automatic apron-cleaning device is installed. This device, consisting of a sprinkler and brush located underneath the apron at the delivery end, thoroughly cleans the apron continuously during its operation.

### The "Proctor" Combination Stick & Apron Re-Dryer

This is another well-known machine manufactured by Proctor & Schwartz, Inc., and used by a vast number of re-handlers for drying, cooling and ordering tobacco hung on sticks preparatory to packing the tobacco in hogsheads for the important aging process. The construction of this type of "Proctor" Re-Dryer is practically identical to that of the plain apron type. It differs, however, from the type previously described in that above the apron are provided parallel roller-chain conveyors which carry the sticks on which the tobacco is suspended. In the operation of this machine, the sticks of tobacco



Proctor Stick and Apron Re-Dryer

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are placed on the roller chains at the delivery end. These sticks are then carried through the successive drying, cooling and ordering chambers, the large fans blowing air down through the suspended tobacco.

**Apron Serves Double Purpose.**

The continuous apron, operating underneath the moving sticks, serves the double purpose of re-drying loose leaves, strips or scraps, and catching any small particles of tobacco that may fall from the sticks. This loose tobacco on the apron passes through the same stages of drying, cooling and ordering as the tobacco on the sticks.

The accompanying illustrations present familiar scenes in tobacco re-handling plants where "Proctor" Stick and Apron Re-Dryers are used.

The tobacco is separated according to grade and then hung on the sticks which are usually about 5½ feet long and hold from 5 to 15 pounds of tobacco, according to the size of the bundles. These sticks of tobacco are then piled on flat trucks and when a quantity of one grade sufficient to fill a hogshead has accumulated, the trucks are moved to the feed end of the re-dryer. Here one or two operators take the sticks from truck and hang them on the moving chain conveyors. The drying, cooling and ordering process follows in the same manner as in the case of the plain apron machine. At the delivery end of the machine, as shown in illustration one or two operations remove the sticks from the conveyor and pass them to the workmen who push the tobacco in the hogsheads.

The tobacco as delivered from the "Proctor" Re-Drying Machine is in a perfect condition for packing, and aging. This condition is absolutely uniform throughout each lot of tobacco; thus this machine exercises tremendous influence to the all-important end of the perfect aging of tobacco.

**Another Widely Used Machine.**

The "Proctor" Tobacco Softener is another widely used machine manufactured by Proctor & Schwartz, Inc. When hogsheads are opened after the period of aging, it is found that the closely pressed hands of tobacco are caked together. To pull them apart in their existing state would incur serious damage to the leaves. In order to separate the leaves without breaking, they are passd through a softening process and for this purpose the "Proctor" Automatic Tobacco Softener is used.

Placing sticks on the conveyor of a stick and apron type of "Proctor" drier. This machine is installed in the plant of W. T. Clark & Co. at Wilson, North Carolina

## Copenhagen Snuff Guaranteed

That the demand for snuff did not decrease during the past year, despite the general depression of business, is shown by the production, in the United States, of 35,791,386 pounds for domestic use. Such an amount for home consumption was surpassed but once in the country's history, when in 1920, a total of 36,126,387 pounds was produced. In January, 1922, the latest month for which internal revenue figures are available, snuff production showed an increase of 895,328 pounds, compared with the output in January, 1921. For production for the first month in 1921 was 2,381,653 pounds. In January, 1922, an output of 3,276,981 pounds of snuff was recorded.

Facts stated by the United States Tobacco Co., successors to the Weyman-Bruton Co., one of the largest snuff manufacturers in the United States, may be accepted as one explanation for the maintained popularity of snuff.

Many people now use snuff instead of other forms of chewing tobacco. The Copenhagen brand, particularly, is a favorite of those who chew. Copenhagen snuff is made of age-ripened, heavy-bodied Kentucky and Tennessee leaf tobacco that has had three natural summer sweats, followed by curing. Age acts on tobacco the same as it does on other things, such as wines and liquors. Age causes it to mellow up and lose much of the bitterness and acid that is in all new leaf tobacco. The effect of curing this rich tobacco is to give it additional age; it loses some of its substance and mellows up as though it had been kept in the leaf for seven or eight years.

A large proportion of rich, heavy-bodied, well ripened tobacco is used to make Copenhagen Snuff, because the men who chew it want a chew that will last a long time, and do not want to take a great big chew.

The Copenhagen chewer takes the size of chew that gives him just the tobacco strength he wants. He knows how to pack it into a little lump in his cheek, so that he gets the strength out of it gradually. It is not that a man gets accustomed to the strength of Copenhagen. On the contrary, he merely learns how to use it.

Made from chosen tobacco, in an absolutely clean and sanitary factory, a factory that everyone is invited to visit and inspect, Copenhagen Snuff is a product that can be, and is, fully guaranteed. Over the signature of J. Peterson, president, the Weyman-Bruton Co. unhesitatingly gives guarantees as follows:

"We guarantee Copenhagen Snuff is made from the whole leaf of Tennessee and Kentucky Tobacco—scrap (pieces of tobacco) is not used in it.

"We guarantee the sweetening and seasoning and flavors and scent, in fact everything that is added to the tobacco or put in the tobacco, is pure and may be used freely in food under the United States Pure Food Laws.

"That every user of Copenhagen Snuff can feel entirely safe and know that he is using a pure tobacco, we offer to any man (including our own employees) Five Thousand Dollars who will show our guarantee to be incorrect, or to any man who finds in Copenhagen Snuff as manufactured and shipped by us anything used in the tobacco or on the tobacco that may not be used freely in food products under the United States Pure Food Laws."

## Kentucky & Virginia Leaf Tobacco Company, Inc.

The Kentucky & Virginia Leaf Tobacco Company was organized and incorporated under the laws of Kentucky, December 3, 1917. The president, J. M. Vaughan, has active charge of the business at Owensboro, Ky., where the main plant is located, and his brother, J. W. Vaughan, vice-president, has charge of the business at Louisville, Ky., where the company maintains active offices buying, trading and selling tobaccos by contract and on order. The two active heads of the corporation have been in the tobacco business all their lives and their ancestors for several generations followed the same line of business. The Kentucky & Virginia Leaf Tobacco Company is fortunate having at its head men of such broad experience and thorough knowledge of the leaf tobacco business, whose reputation for fair dealing and experienced handling brings to them business from all parts of the world.

The plant at Owensboro, Ky., is one of the largest and best equipped of any in the country, having a total floor space of 188,000 square feet covering the departments for rehandling, drying, sweating, etc. One department for drying contains two improved stick and apron steam drying machines, each 170 feet long, with daily capacity of 200,000 pounds of leaf.

In addition to the operating plant the company has its own storage warehouse with storage room for 4,000 hogsheads and railroad switch at its doors.

The clientele of the Kentucky & Virginia Leaf Tobacco Company embrace some of the largest manufacturers and leaf dealers in this country as well as Great Britain and other European countries, and on account of its growing business the company recently increased its capital stock from $200,000 to $275,000, the last issue being $75,000 preferred stock, part of which they are offering the public for investment purposes.

Plant of the Kentucky and Virginia Leaf Tobacco Co., Inc., at Owensboro, Kentucky

# Boucher Cork & Machine Co.

*and*

## Subsidiaries

216-222 WEST 18TH STREET, NEW YORK CITY

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*TIPS!*

*For Cigarettes—Cork—Gold—Straw Bobbins*

---

Endless Woven Linen Cigarette Belts—"EBCO" Brand,

*The Recognized American Standard*

"EBCO" Cork Tipper—The highest advancement in the art of tipping cigarettes. The "Ebco" Cork Tipper Attachment is today operating with uniform success in all the important American cigarette factories, tipping such well known brands as: Pall Mall—Egyptian Deities—Melachrino—Phillip Morris—Richmond Straights—Trophies—Condax—Mogul—Egyptian Straights—Hassan—etc.

# The Modern Machinery Utilized in the Cigar Making Industry

**Details of Most Wonderful Inventions Explained By Skilled Mechanics—American Machine & Foundry Co. Producing Cigar Machines That Work With Almost Human Intelligence—Public Demonstrations to Be Made Shortly in Atlantic City.**

INVENTION is the order of the day. Eight cigars per minute. One complete smoke built from the "ground up" every seven and a half seconds.

Sounds like a dream but before the summer is over thousands of Americans, not to mention the numerous English, French, Dutch, Italian and Spanish citizens, will have seen this modern miracle of American mechanical skill in operation on the Boardwalk in Atlantic City.

Modern genius is supplying to the world almost daily miracles that rival the storied achievements of our Biblical ancestors. Voices fly through the air thousands of miles carried by unseen electrical waves, men have crossed the Atlantic by airship, while submarines plumb the depth of the seas. A few years ago we would have greeted with derision the announcement that mechanical skill could invade such a technical field as the delicate trade of cigar making and produce by machine a product that excels the best efforts of the most skilled hand worker, yet today the "cigar machine" is being generally used by the best cigar factories in the east with wonderful results.

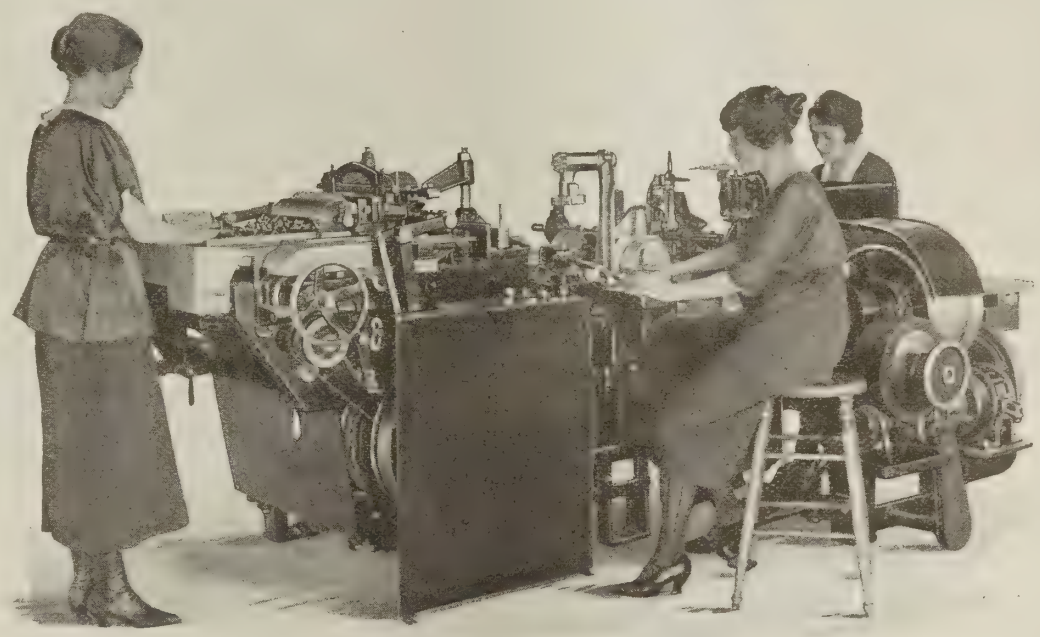
While probably every cigar manufacturer of prominence has either heard about or seen the "Fresh Work" Cigar Machines now being used in the best factories, only a limited number have anything more than a very hazy idea of how the machine operates. According to reports gathered by TOBACCO many manufacturers are in complete ignorance of the fact that the "Fresh Work" machines now being turned out by the American Machine & Foundry Co. for the International Cigar Machinery Co. make a complete cigar by mechanical operation at a rate of one cigar to every seven and a half seconds.

"Cigar machines, oh! yes, I know all about them," said one manufacturer. "You make the bunch by hand, place it in a mould and then finish the cigar by machine. All right for a cheap cigar, but it would never satisfy my trade."

"Sure, I know all about the cigar machine!" said the next man that TOBACCO's representative interviewed. "But it wouldn't do for my business. I use a Havana filler with a Sumatra wrapper, and the wrapper is too light for the machine to handle." Surprising information in view of the fact that nearly a billion cigars were made on fresh work machines last year and most of them were Havana filled and Sumatra wrapped.

In view of all of these conflicting opinions it would be of interest to the cigar manufacturers of the United States to have some real information about the cigar machine from those best qualified to provide it, the mechanics of the American Machine & Foundry Co., who are daily engaged in the task of building machines to meet the fast growing demand.

To begin with cigar manufacturers will be interested in knowing something about the American Machine & Foundry Co., located in South Brooklyn, where it has a plant five stories high that occupies most of the block bounded by Second Avenue, 55th Street, First Avenue and 56th Street. In this substantial looking steel and concrete structure is housed a capable staff of mechanical experts, who have spent many years designing automatic machinery for the tobacco trade. The standard cigarette machines, packing machines and cutting machines, all products of the A. M. & F. Co.'s factory, are known the world over, and now the cigar machine is coming to take its place in a long line of established successes. The American Machine & Foundry Co. holds a high place among machine manufacturers, and purchasers of cigar machines can rest assured of the responsibility of the company behind their investment.

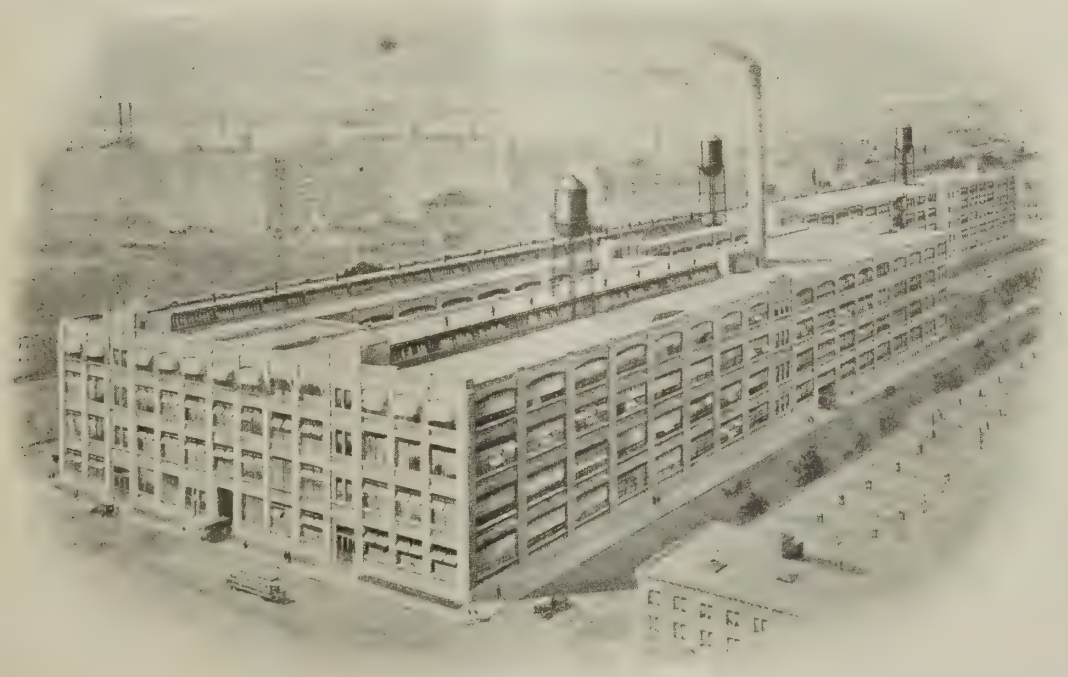


One of the American Machine and Foundry Company's cigar-making machines in operation

A visit to the home of the cigar machine is well worth while, and every cigar manufacturer who can spare the time; but for the benefit of those to whom a trip to Brooklyn at present may be impossible we have had our artist prepare a series of simplified diagrams that will help everyone to understand just how cigars are made by machine.

The diagrams, for purposes of identification, are labeled Plates A, B, and C, and they divide the manufacturing process up into three simple stages. Plate A covers the operation of charge making from the point of spreading the filler to the delivery of the charge to the binder leaf. Plate B carries the operation from the point of charge making, through the process of bunch making, softening and crimping up to the point of applying the wrapper, while Plate C completes the operation from the application of the wrapper to the delivery of the finished cigar.

Four girls are required to operate the fresh work cigar machine, and with a production of from 3,400 to 4,200 cigars per day, labor costs are greatly reduced over hand operation. One girl is required to spread the filler, a second girl cuts the binder, a third girl handles the wrapper and the fourth girl acts as an inspector of the finished product. Girls may be trained as machine operators in from ten days to two weeks, and the machines can be designed to use any grade of tobacco and turn out any shape desired.



The American Machine and Foundry Company's plant in Brooklyn, N. Y.

# LOWER COSTS SPELL LARGER PROFITS

## FRESH WORK CIGAR MACHINES SOLVE YOUR PROBLEM

MAKING CIGARS BY MODERN METHODS
A BATTERY OF "FRESH WORK" CIGAR MACHINES IN OPERATION

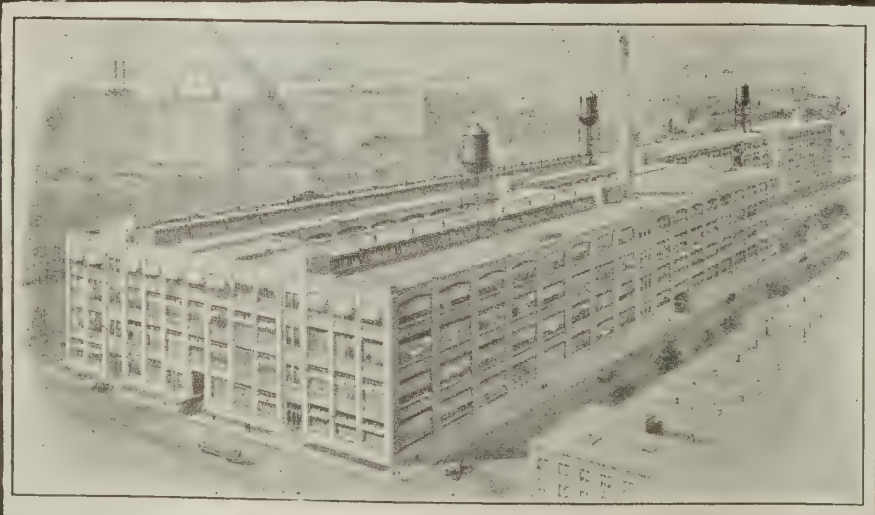
## THREE GOOD REASONS FOR INSTALLING "FRESH WORK" CIGAR MACHINES

SUPERIOR QUALITY—
GREATER QUANTITY—
MORE ECONOMY—

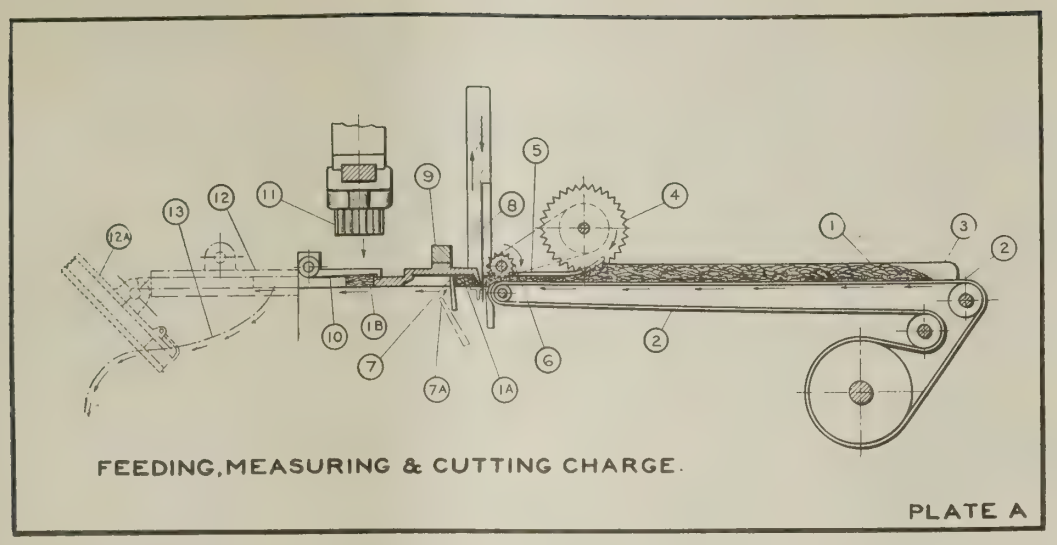
They duplicate every operation of the "hand-worker" and turn out a complete cigar at a cost far below present labor prices.

BUILT BY AMERICAN MACHINE AND FOUNDRY COMPANY
MARKETED BY INTERNATIONAL CIGAR MACHINERY COMPANY
5520 SECOND AVE., BROOKLYN, N. Y.

LET OUR REPRESENTATIVE SHOW YOU HOW TO SAVE MONEY



THE AMERICAN MACHINE AND FOUNDRY CO. FACTORY




Referring to the diagrams, it will be noted that the filler tobacco No. 1 is placed by hand on a moving belt No. 2, shown in Plate "A," at a height which can be regulated according to the height of gauge No. 3. As the belt moves forward the filler—and here it might be well to refute the statement that long filler can not be successfully used on the cigar machine—is engaged by a toothed wheel No. 4, and carried forward in a compressed state under guide No. 5, against a small toothed wheel No. 6, and advanced to a position against what are known as measuring fingers No. 7, and in the position indicated on the accompanying sketch as 1A.

The tripping of fingers No. 7, to position 7A, which can be regulated so as to create any size charge desired, stops the feeding of the filler on belt No. 2, and a knife No. 8 descends and cuts through the filler, separating the predetermined quantity of filler 1A now spoken of as the charge. The cut off part of the filled 1A, is now carried forward by reaper fingers No. 9, and advanced to a new position 1B, under the teeth of the corrugated cutters No. 11, which descend and trim off the ends of the charge to a shape comparable to the size of cigar you desire to make. During this cutting operation, charge clamps No. 10, hold the charge 1B firmly in position, and the reaper fingers bar No. 9, continues forward and pushes the charge 1B, into a transfer mechanism No. 12, which moves along path No. 13, as indicated on plate A through an intermediate position of the transfer shown as 12A.

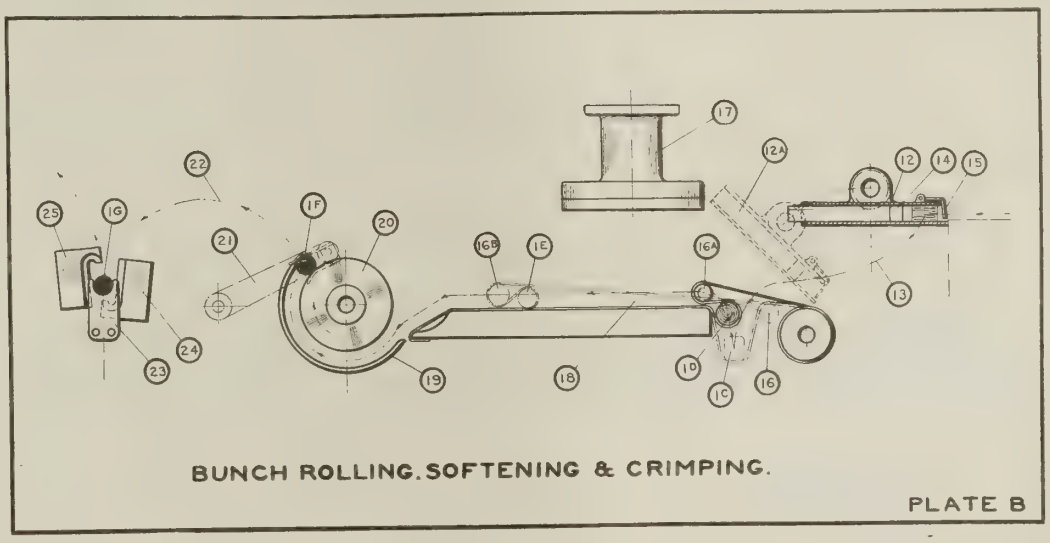
Now note Plate B, showing the application of the binder, bunch making, bunch softening and the operation into the crimper. Charge 1B, now in the filler transfer No. 12, is held securely in place by a plunger No. 14, and a gate No. 15. The shape of the charge is undisturbed while in transit along path No. 13, to a position 1C on the rolling belt.

As the transfer returns backward to its original position a roller No. 16, advances to a position shown as 16A, drawing the roller belt over the charge and giving it a somewhat round form shown on the diagram as position 1D. During the sequence of these operations a suction arm No. 17, which has previously taken a binder from the binder cutting station (not indicated on the drawing) deposits it on the belt No. 18, just before roller No. 16 advances. When the roller advances it automatically places the charge on the binder and the continued forward motion of roller No. 16, firmly wraps the binder around the charge, which is called a bunch and indicated on the drawing as 1E.

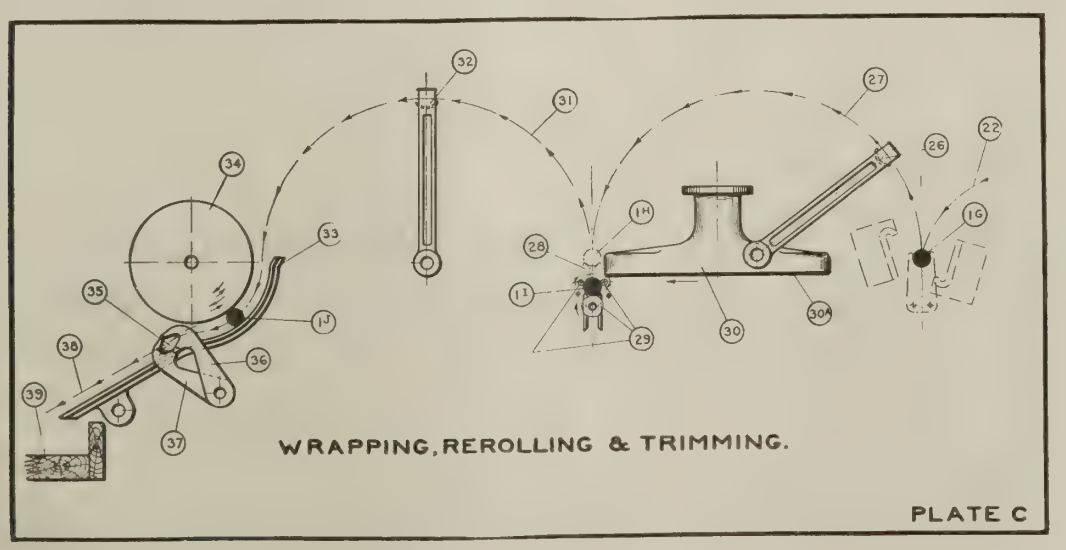
Position 16B shows an advanced view of this rolling stage just preparatory to the softening operation. The charge and binder combined, which is called a bunch and christened 1E, leaves the rolling belt No. 18, and is deposited in the bunch softener, which consists of a concaved plate No. 19, so adjusted to softener roller No. 20, that a slight tension is urged upon the bunch, somewhat smoothing any irregularities that might have occurred. Softener roller No. 20, has a progressive forward movement, which advances the bunch to the upper end of the concaved plate No. 19 to a position shown as 1F. Here a transfer arm No. 21, receives the bunch and carries it along path No. 22, into a crimper No. 23, which holds it in position preparatory to squeezing or further shaping of the ends by pressure from the crimper jaws No. 24 and No. 25, which come together on the bunch indicated at position 1G.

From the crimper the bunch is ready for the application of the wrapper and the transition into a finished cigar through the details of the operation illustrated in Plate C. The crimper jaws in this plate are shown in their open position ready to allow transfer arm No. 26, to take bunch 1G, and carry it along path No. 27, to the wrapping device cradle or elevator No. 28. The crimped bunch now defined as 1H, is lowered by the wrapping cradle so that it comes in contact with rotating or turning rollers No. 29. These turning rollers rotate the crimped bunch, while a wrapper carrier arm No. 30, which has picked up a wrapper leaf No. 30A, on its under side, from a cutting station not shown on this sketch, moves forward over the bunch.

As the wrapper carrier advances the wrapper leaf No. 30A, is rolled on the crimped bunch uniformly and tightly. The cigar now practically finished, save for the trimming, is again elevated to position 1H, at which point transfer arm No. 32, takes it up and carries it along path No. 31, and deposits it in a space between




the re-roller concave plate No. 33, and the re-roller drum No. 34, which has a back and forth rotating motion, which smooths and further softens the now nearly finished cigar. During the re-rolling process the cigar advances to position No. 35 and remains at rest, while the trimmer knives No. 36 and No. 37 clip off the tuck end to a predetermined length and a head knurler (not shown) smooths the head end and leaves the wrapper in a finished shape. After trimming, at this position, the cigar is released and drops along path No. 38, to the examining board No. 39. A final examination at this station is given each individual cigar.




### May See It Working in Atlantic City

If this operation seems complicated make a visit to the exhibit of Waitt & Bond, Kentucky Avenue and Boardwalk, Atlantic City, this summer. Here, in a setting of real tropical beauty, Waitt & Bond will keep two of the fresh work machines busy turning out their celebrated Blackstone cigars. Waitt & Bond have had an opportunity to experiment with both hand and machine operation, and the fact that their two big factories in Newark are completely equipped with machines is good evidence as to their judgment on the merits of the two styles of manufacture, while the testimony of millions of smokers all over the United States will prove that the machine-made Blackstone is a good smoke.

Quantity, quality and economy are the three big factors that Waitt & Bond have found associated with machine manufacture, and these coupled with the admittedly more sanitary manufacturing conditions have made them so proud of their Blackstones and their cigar machines.

# "Excelsior" and "Excelsior Record"

# Cigarette Making Machines

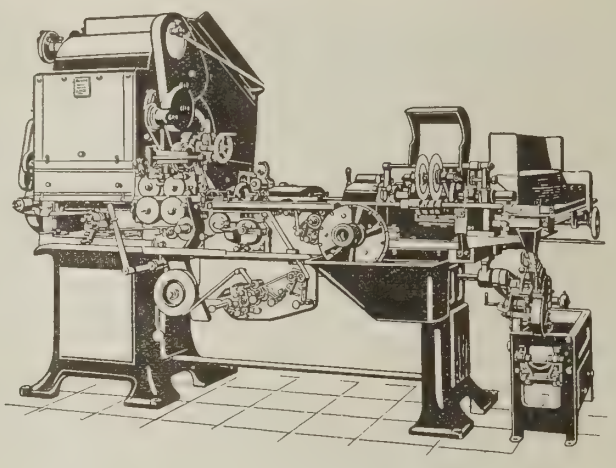
KNOWN THE WORLD OVER

**High Capacity**

**Unequalled Finish of Cigarettes**

**Low Maintenance Cost**

**Low Power Consumption**



**Simple Design**

**Easy Operation**

**Reliability of Service**

**Clock-like Precision**

All other machines for the Cigarette and Tobacco Industry

**J. C. MÜLLER, *Stationsweg 85,* ROTTERDAM, 1**

CABLE ADDRESS, TANSY
PHONE: BROAD 1915

A. B. C. 5TH EDITION, ARNOLD'S
WESTERN UNION CODE

# Tansy Tobacco Corporation

19 South William Street, New York

***Leaf Tobacco Dealers and Brokers***

ALL GRADES OF

**Kentucky, Virginia, Carolina, Maryland, Ohio and Tennessee Leaf**

Packed in Hogsheads and Tierces for export. Cigar Leaf for Export. Brazil, Mexican, Porto Rico, San Domingo. Turkish, Chinese and Persian Cigarette Leaf.

**We make a Specialty of Western and Virginia Leaf, also Burley suitable for cigar filler, binder and wrapper**

WE RESPECTFULLY REQUEST YOUR INQUIRIES AND ORDERS

# The Fame of Dixie As a Tobacco Producer Is Well Established

**Winston-Salem, N. C., Has Long Been a Great Manufacturing Center—That City Turns Out More Cigarettes Than Any Other in World—Long Train Loads Shipped Daily—History of R. J. Reynolds Tobacco Co. More Interesting Than Best Fiction.**

RESOLUTIONS in the right direction commendable, and to the man who "would walk a mile for a Camel", a pilgrimage to Winston-Salem, N. C., is suggested. In that thriving, hustling city, the cigarette that has the greatest popularity was originated. At Winston-Salem, on July 5, 1913, the first Camel cigarette was made. Today, in the metropolis of North Carolina, one sees the stupendous activity of the world's largest cigarette factories. A smoker's regard for his favorite cigarette may be augmented by the knowledge that the huge plants of the R. J. Reynolds Tobacco Co. produce multiplied millions of Camels every working day. According to computations, the annual output of Camels, if the cigarettes were placed end on end, one after the other, would extend far enough to form a line more than a million miles long. The development of the demand for Camels is unprecedented, unequalled in immensity. With the success of the R. J. Reynolds Tobacco Co. is associated the growth and prosperity of Winston-Salem. Employees of the R. J. Reynolds Tobacco Co. comprise nearly a fourth of all the people living in the biggest city of the "Old North State." Because of the R. J. Reynolds Tobacco Co., Winston-Salem is a very important tributary to the U. S. Treasury. Internal revenue stamps emplaced on packs of Camel Cigarettes, each day, represent a sum sufficient to pay the cost of erecting a fine public building. Products of the R. J. Reynolds Tobacco Co. continually, almost everywhere, proclaim the fame of Winston-Salem. Into every market place of the United States and onward around the world extends the smoke trail of Camel Cigarettes and Prince Albert tobacco. R. J. Reynolds Tobacco Co. holds the world's record for cigarette output.

### Where and Why Results Are Obtained

Production, in such immensity, represents industry raised to the nth power. It implies every facility; it takes account of each detail. It is made possible by practical knowledge, long experience, expert training, ability to coordinate, ample capital, the soul to dare, the will to do, zeal that enthuses and harmonizes, courage that refuses to concede defeat, excellent judgment, gifted imagination, abiding faith, real devotion to duty, assiduous utilization of opportunities, undenied advantages, disregard of expense when bigger and better results can be obtained, numerous workers truly alert and loyal, helpers who from highest to lowest are worthy of their hire, entire dependability from bottom to top, a determination to win and, above all, a management that is energetic, progressive, far-sighted, purposeful, generous, just, indefatigable and able.

### Clock-Work Precision

Though the size of the Reynolds enterprise is marvelous, the aggregation of utilities is more wonderful. Everywhere, in each plant, thoroughness, completeness, up-to-dateness, cleanliness, sanitation and co-ordination of effort are evident. Things are so arranged that they supplement each other. The entire plant is so nearly self-supplying as may be. Every provision is made for repair and upkeep, as well as for expediting operation, increasing output and promoting welfare. Absolutely pure water is obtained from a well 900 feet deep; the temperature in the rooms is kept exactly at the point desired; the air in the rooms is purified; in fact, changed entirely every seven minutes. The company has its own fire department. It has machine shops, laboratories and experiment stations. It has fleets of auto trucks. It has doctors, trained nurses and emergency hospitals. It has recreation grounds and athletic parks. One of the parks is for colored employees only. Each department maintains a baseball team. The combined teams form the Reynolds League, and at the close of every season there is a championship series. And the Reynolds league represents some of the best baseball in North Carolina. The R. J. Reynolds Tobacco Co. has excellent restaurants, scrupulously clean, where upward of 7,000 people are fed, at cost, each day. It has a hotel, the Reynolds Inn, a specially neat and attractive place reserved exclusively for girls employed in the factories. It has a real estate department which assists employees to obtain homes on desirable streets in the convenient and charming suburban district called Cameron Park. The houses built for workers, who wish to buy homes by paying installments that hardly amount to more than rent, are not cheap looking "shacks," nor are they dwellings having no more architectural pretensions than a dry goods box. They are, for the most part, handsome bungalows, well built, strictly up-to-date as respects plumbing, sanitation and lighting. Be it a bungalow or cottage, the intending buyer can have a building erected according to his desire.

The same thoroughness is manifested in every department of the mammoth R. J. Reynolds Tobacco Co. plant, from the buying of raw materials to the shipping of finished products. More complete details regarding the manufacture of cigarettes are given under separate head in this issue of TOBACCO.

### Shipping Camels From the Factory

From the packing department, the cigarettes go to the loading platforms where freight cars are waiting. The magnitude of cigarette shipments is attested by the "Camel Special." This special fast freight train on the Norfolk and Western Railway, long and solid, loaded to capacity, solely with the products of the R. J. Reynolds Tobacco Co., leaves Winston-Salem at 12:01 A.M., each day. From Winston-Salem, via Roanoke, Va., this special fast freight service radiates West, North and East. A rigorously maintained schedule enables jobbers throughout the country to obtain deliveries with the least possible delay.

### Special Train Service

Away back in May, 1911, to facilitate the distribution of Prince Albert smoking tobacco, a special train was established to take the tobacco from the factory each day. Known on all Southern Railway schedules, as the Prince Albert special, a solid freight train, laden with R. J. Reynolds products, leaves Winston-Salem every night and is given "right of way" over any other freight train on "Southern" lines.

The story of the beginning and growth of the industry, that makes Winston-Salem important and prosperous, will bear telling again.

### A History of Absorbing Interest

Exceedingly interesting is the history of the rise of R. J. Reynolds.

He was born on a tobacco plantation. The place of his birth was Rock Springs, Patrick County, Virginia. His father, H. W. Reynolds, a capitalist of more than local importance, owned many slaves, several large plantations and a tobacco factory. One of the largest growers of tobacco in Virginia then, H. W. Reynolds was also an important manufacturer and banker. Though the Civil War temporarily diminished his fortune, it did not impoverish him.

Rich though he was, the elder Reynolds was never idle, nor did he encourage idleness. He believed in hard labor, steady application, productive toil, work that counted, industry that really amounted to something.

If the father had an industrious disposition, the son was yet more inclined to labor. Even as a boy young R. J. Reynolds was very strong and he didn't hesitate to apply his strength to some purpose. In fact, he preferred to work in the factory or on a farm instead of going to school.

### Trained from the Ground Up

Hoping to make the schoolhouse seem more endurable to the boy, banker Reynolds set his son to plowing the rockiest, most difficult field that the plantation contained. It was work that might have caused a deacon to swear or a stout man to be discouraged. It was wearisome, rib-bruising, back-breaking work. Yet R. J. stubbornly persisted until the entire field was well plowed.

### Determination A Notable Trait

Dropping the plow handles, he ignored his blistered hands and—asked for more work. Employment immediately was found for him in the tobacco factory. At the outset, the tasks assigned to him, purposely, were neither easy nor pleasant. Undiscouraged, he kept on—developing muscle and learning how the work could be done to best advantage. In the course of time he became the superintendent. Not because he was the owner's son, but actually because he knew—and could do—the work better than anyone else then available.

### Proved His Qualifications

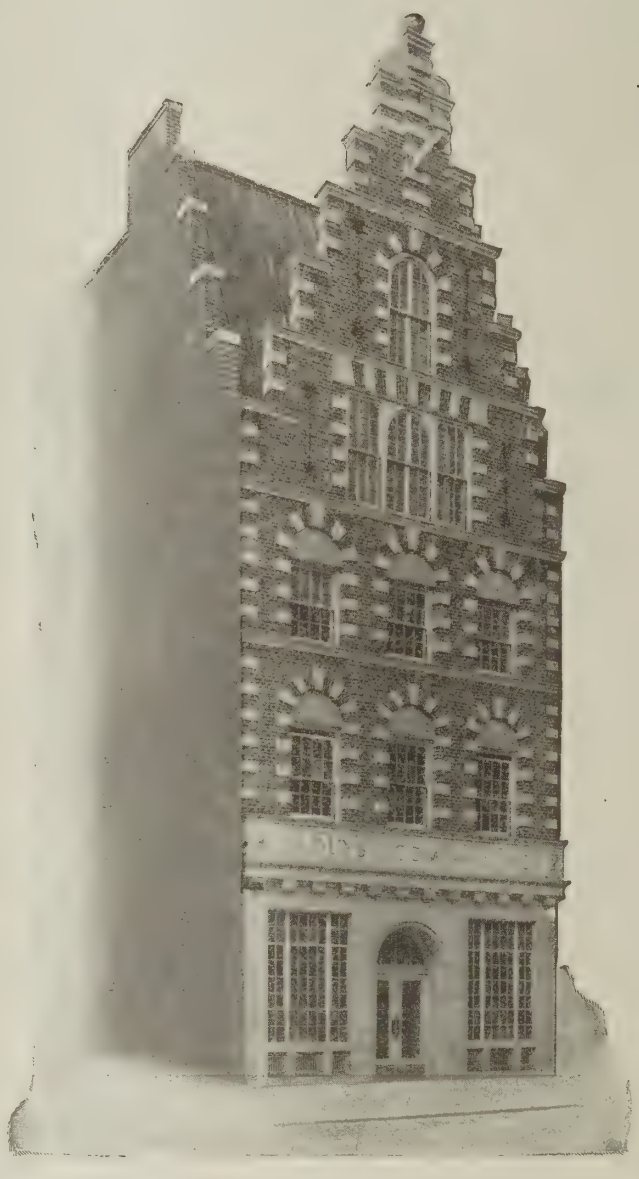
As superintendent of the factory he "made good," decidedly, which caused his father to "try him out" in another capacity. Several times previously the elder Reynolds had said "the boy never will make a salesman." An experienced peddler today might shrink from the test applied to the undeveloped salesmanship of R. J.

Two old horses were hitched to a light wagon loaded with tobacco from the Rock Springs factory. Given a few dollars and food enough to last for a day or two, R. J. was told to drive down the toll road and do business.

He took to the road, he showed his goods when he had a chance; as he went along, he "thought up" arguments. But the blamed farmers wouldn't buy his tobacco. Always they had some reason for refusing to purchase. Not many had money to spare. Or, having "home-made twist" to smoke and chew, they wouldn't squander hard-earned coin on any factory stuff. Occasionally a possible buyer asked for "blockade tobacco," which R. J. didn't have.

### "Blockade" Not In His Line

"Blockade tobacco" was manufactured on the sly and sold without bringing any revenue to the government. As R. J.'s wares were honestly made and all "tax paid," he



American Headquarters for Sumatra
and Java Tobacco

# H. DUYS & CO., Inc.

142 Water Street, New York

couldn't meet moonshine prices. Nor could he make a market in a district where illegality caused blockade tobacco to "taste sweeter."

Over the Blue Ridge Mountains he went, along the toll road, through Carroll, Wythe and Smith counties. It was a picturesque part of Virginia, but not productive of business for R. J.

It costs money to travel on a toll road. He continued until he hadn't a cent. Disappointment didn't take away his appetite, but he had not a thing left to eat. His hungry horses wanted to be fed. A toll gate barred his progress.

### Resistance Brought Some Success

Picketing the team alongside the road, he took an armful of tobacco from the wagon and started off afoot. He trudged across the fields, determined to make some sales. Though customers were scarce, he developed selling ability until he had the wherewithal to feed himself and his team. He persisted till he had the money necessary to proceed on the toll road.

In Morristown, Tenn., he attracted buyers and conducted negotiations so successfully that the tobacco he took there was soon sold. So his first trip on the road exceeded expectations. Besides, the experience gained, the insight obtained, helped him later to market products advantageously.

### Developed His Latent Power

A trial trip, so discouraging at the outset that most men would have quit either in disgust or despair, only demonstrated what a good salesman R. J. Reynolds could be.

Success, continued for sometime on the road, convinced young Reynolds of the value of an education. He decided to enter college. After finishing his studies at Emory and Henry, he took a special business course at the Bryant and Stratton Commercial College at Baltimore.

### Made Member of Firm

From the commercial school he went back to the factory. The partnership of H. W. Reynolds & Son was formed on July 1, 1873, R. J. Reynolds being the junior partner. During the first year the output of the factory, operated by H. W. Reynolds & Son, was 40,000 pounds of tobacco. "Fair business considering"—production some people would brag about—but R. J. Reynolds was beginning to acknowledge the urge of greater things. Taking into account the possibilities of a factory 60 miles from the nearest railroad, he wasn't exactly satisfied.

He sold his interest in the factory. His father and his brother were the buyers.

### Wanted Business of His Own

Figuring on having a factory of his own, R. J. Reynolds looked around for a desirable location . With excellent judgment, he selected Winston-Salem. He realized the importance of transportation to a successful manufacturer. Conveniently situated in the famed "Piedmont tobacco belt," Winston-Salem had some railroad facilities in 1875 and the promise of more.

R. J. Reynolds went there.

He erected a factory.

The necessary outlay, including the cost of site, building and machinery was $2,400.

After the factory was erected and paid for, R. J. Reynolds had left $5,100.

### Had Silent Partner

In the beginning the business was a partnership. R. J. Reynolds was the active man and his brother-in-law, Judge A. M. Lybrook, of Stuart, Patrick County, Virginia, was a silent partner. The name of the firm at that time was R. J. Reynolds & Co. During the first year the plant produced 150,000 pounds of manufactured tobacco, chiefly chewing.

In its first advertisement, published in the *Iron Belt,* in March, 1875, R. J. Reynolds & Co. announced that it had "the largest and best tobacco factory in the South." What it had then is indicated, sufficiently perhaps, by the little picture in the circle. The larger illustration, though it shows only a part of the present great plant, is more eloquent than words in telling how the business has grown.

### Became Sole Proprietor

The partnership continued for a year; Judge Lybrook then selling his share in the business, and R. J. Reynolds becoming sole proprietor. Individually, he conducted the enterprise until a new partnership, R. J. Reynolds & Co. was organized in 1888.

The formation of the company didn't signify a change of management. For, in forming the partnership to handle the growing business, R. J. Reynolds simply took his more important employees into the company with him. A few years later the rapidly expanding business was incorporated under the name of R. J. Reynolds Tobacco Company. From the beginning of the business the policy of "building up" firmly and faithfully has been exemplified by those in charge of the business.

### A Power Himself, But Ably Aided

Though the immensity that the business has attained today, was undreamed of, perhaps, even in 1888, the foundations for enduring success were carefully laid. In knowledge, judgment and achievement, R. J. Reynolds was regarded as one of the greatest men in the tobacco business. But he was the first to admit that in his mighty undertakings, he was ably aided.

Though the name of Reynolds was associated with numerous and various brands of "smoking" and "chewing", during the time between 1875 and 1907, the substantial success attained was moderate indeed, compared with developments made after Prince Albert was placed on the market.

### Prince Albert Made Rapid Growth

Concerning the origin of the Prince Albert brand of smoking tobacco, different stories have been told. Some were amusing, curious, weird or absurd. But it may be said authoritatively, that to use a hackneyed phrase—"Prince Albert was a long time coming to the surface." A commodity destined to achieve what Prince Albert has accomplished does not spring up in a day. Painstaking research, and exhaustive experiments are required to bring such an article to the point of wearing swaddling clothes—to prepare it for its initial bow to the public; but when it did go on the market—my, what a lusty younster it was.

R. J. Reynolds and his associates were mainly responsible for the evolution of Prince Albert. They spent years studying every phase. Such experts know tobacco backward and forward—thoroughly:

### Eureka

For years R. J. Reynolds and his associates realized that some kind of smoking tobacco would suit the vast majority completely. They believed this possible—knew it, so they kept feeling around—trying, studying and experimenting. During the early part of 1907 they were satisfied that at last the "Eldorado of the tobacco world" had been discovered, that a new process was mastered. On every bag, tin and humidor of Prince Albert marketed since the brand was introduced, this statement has appearred:

> "Prince Albert tobacco is prepared for smokers under the process discovered in making experiments to produce the most delightful and wholesome tobacco for cigarette, and pipe smokers, PROCESS PATENTED JULY 30, 1907."

### Aggressive Campaign Started in 1910

Prince Albert was not put on the market aggressively until April 1910. Though that was less than ten years ago, the brand became a world beater during the first half of the decade. Boosted by merit, pushed by vigorous, extensive and original advertising, sales of Prince Albert first climbed and then soared. Remarkably soon a nationwide distribution was obtained. But the popularity of Prince Albert was not restricted to American territory. The brand was demanded by smokers in every part of the world.

### The Tin Shop

To give an idea of the amazing quantities of Prince Albert tobacco produced it may be mentioned that in one of the less important buildings, comprised of the immense plant at Winston-Salem, there is a department known as the "tin shop." The function of the tin shop is to produce the cans needed to serve as containers for the Prince Albert smoking tobacco that goes to the trade, daily. A day's work in the "tin shop" means the production of cans enough (if placed on top of each other) to form a pillar approximately 80 miles high.

### Able Supervision

All the manufacturing departments of the R. J. Reynolds Tobacco Co. operate under the watchful eyes and skillful care of expert supervisors and their able assistants. This renders it easy to sustain that desirable uniformity of excellence in its various brands that has made them the universal favorites throughout the length and breadth of America, and popular in foreign countries also.

### Specialized Efficiency

This is the day of efficiency, and of specialization. The demand is for men who understand a particular line, men knowing thoroughly every detail of each duty they have to perform, men of broad ability and deep insight, men who develop rapidly, yet who endure the stress of responsibility, the strain of hard work. Of the official family of the R. J. Reynolds Tobacco Co., each member is a man of proven worth.

* * *

## President W. N. Reynolds

Most prominent among those now who have contributed largely to the remarkable success of the R. J. Reynolds Tobacco Co., is W. N. Reynolds, the president of the company.

Coming from a family long identified with the tobacco industry in all its branches he entered the business as a matter of course. It may even be said with truth that he took to it as naturally as a duck takes to water—it was second nature to him.

He began working in his brother's tobacco factory after finishing school in 1884. After three years in the different departments of manufacture, and thoroughly learning the grades of leaf tobacco suited for the different brands, he was given entire charge of the manufacturing as well as the buying, reordering, grading and classifying of all leaf tobaccos. He was at that time also admitted into partnership in the business. On account of his knowledge the loss of leaf tobacco not being put up in proper condition amounts to a mere trifle. He has always kept in personal touch with the manufacturing department at all times, and renders invaluable assistance in this capacity.

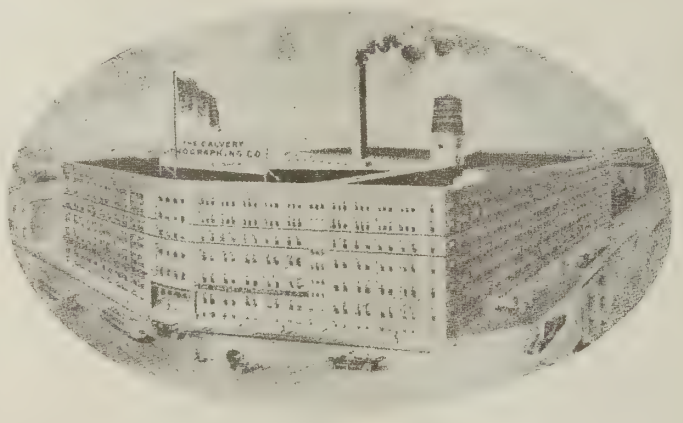
While Mr. Reynolds has enjoyed a diversity of experience in the tobacco manufacturing, business, he has specialized on leaf tobacco. There is no process or element involved in the business with which he is not entirely familiar. It is his thorough knowledge of tobacco cultivation in all its phases, and his unerring judgment of the qualities of the raw leaf that makes his services of inestimable value to the R. J. Reynolds Tobacco Co.

# Perfect Lithography

## Made in "The Model Shop"

Established 1861

STABILITY RELIABILITY



CIGAR BANDS OF BETTER QUALITY —Guaranteed to give 100% satisfaction. With our complete equipment we can take care of a large volume of business.

CIGAR LABELS—New designs with registered title, ready for immediate delivery, constantly on hand.

SPECIAL DESIGNS—furnished upon request.

SHOW CARDS—CUTOUTS—ADVERTISING.

Exclusive Selling Agents for Cigar Label Department of Calvert Lithographing Company.

# EVERYTHING
## IN ONE PLACE

## CIGAR MANUFACTURERS' SUPPLIES

TIN FOIL—Fancy Embossed Patterns—mounted, interleaved or plain, for individual or bundle work, in standard grades. Printing artistically executed.

TIN CANS—Lithographed, Lacquered or Plain. Manufactured by concern specializing in cigar cans. Original makers of the famous one-twentieth round can.

CEDAR LININGS—Exclusive Sales Agents for the popular "Dri-Cut" cedar linings for tin cans. Will not mould, spot or shrink.

POUCHES—Made for one, two and three cigars in multiple strips, or for five cigars individually. A trade-getting economical means of advertising your goods. Prevent breakage.

TISSUE WRAPPERS—Printed in any color and cut to any size desired. Select your own design and same will be reproduced. Prevents drying out and breakage.

BUNCH MACHINE—A low-priced machine which has a capacity of three thousand cigars or more a day. This machine is now making the leading brands of the United States.

PACKING DEVICE—The most improved packing device for round cans; will pack 15,000 a day, or three times what any one person can pack.

LET US KNOW YOUR REQUIREMENTS AND WE WILL SEE THAT THEY ARE FILLED PROMPTLY.

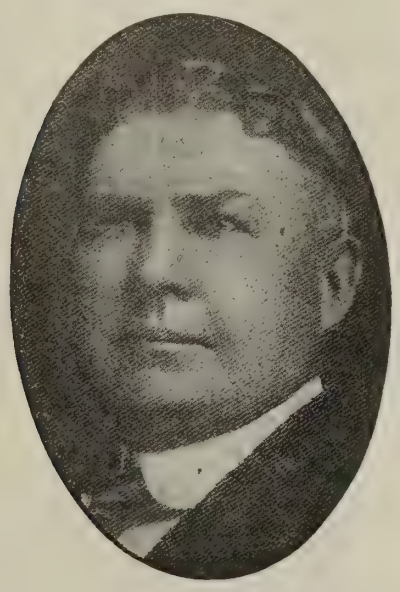
**Labels for 5 cent Cigars:** We have a large quantity of labels on hand for immediate delivery, properly priced for 5 cent cigars.

# AMERICAN BOX SUPPLY CO.

**2309 RUSSELL STREET :: DETROIT, MICH.**

To Mr. Reynolds was assigned the duty of purchasing all the tobacco required by the company—he was chief of the buying corps which operates in all the large tobacco markets throughout the country.

Before he learned to "read" tobacco it was necessary for him to master the A B C's of the business, and this he did with thoroughness after years of painstaking effort. Remembering this earlier experience he picks his men carefully, selecting those whom he thinks are willing to first master their A B C's before they



attempt to "read." Once he selects a man he extends him every co-operation in the effort to make him efficient.

Today, wherever tobacco is known Mr. Reynolds has the distinction of being an authority on tobacco—one of its most expert judges in the world. Few men, indeed, have as profound a knowledge of it as he has. In judging tobacco quality he has no peer. Tobacco has been his lifelong study, and he has mastered it down to the most minute detail.

Like other members of his family, Mr. Reynolds is a man of large physique, and blessed with robust health. He is affable to a charming degree, patient and fair in his business dealings and works hard because he loves it. He is popular with all with whom he comes in contact and wholly democratic in manner.

* * *

## Vice-President Bowman Gray

In Bowman Gray is found an excellent illustration of the policy of "building up from the bottom," which policy has done more than any other in raising the standard of efficiency among the executive officers of the R. J. Reynolds Tobacco Co.

To Mr. Gray was assigned the rather onerous duty of attending to the sales. This, as is well known, is second only in importance to the manufacturing itself. No manufacturing concern can make progress, or even continue its commercial existence, regardless of the merits of its products, unless an active and continuous demand for its goods is maintained. The goods must be sold, and Mr. Gray sees to it that the Reynolds brands are sold, too.

Mr. Gray has been connected with the R. J. Reynolds Tobacco Co. practically all of his business life. He was born in Winston, and upon completion of school he became a bank clerk for a few years, but when he reached 21 years of age he determined to make the tobacco business his life's work. Believing enthusiastically in the future of the Reynolds company, he relinquished his $1,000 per year position at the bank and cast his lot with the former concern at a salary of only $25 per month.

His has been a varied experience along the most practical lines. His knowledge of salesmanship he gained in the best of schools—Experience. He was sent first to Georgia, with headquarters in Atlanta. So gratifying were his efforts in behalf of his company at that point he was transferred in about one year to Baltimore, when it had been definitely decided to invade the northern markets with the Reynolds brands.

He was, in reality, the pioneer in introducing the products of the R. J. Reynolds Tobacco Co. north of the Mason and Dixon line. When he became settled in Baltimore he was extended the privilege of "working out his own salvation," so to speak. He inaugurated his own policies, and made such rapid headway he was shortly given charge of the entire Eastern Division, which included all of the New England States.

A few years ago Mr. Gray was called into the home office, and later assumed charge of all the sales force. He was also elected vice-president and a director. As arduous and numerous as are the details of his duties he permits little or nothing to escape him—in fact, he is recognized as a master of details. That he has been successful is amply evidenced by the tremendous increase in the volume of business transacted annually by this company.

Mr. Gray is quiet and unobtrusive in demeanor, modest in his tastes, quick and accurate

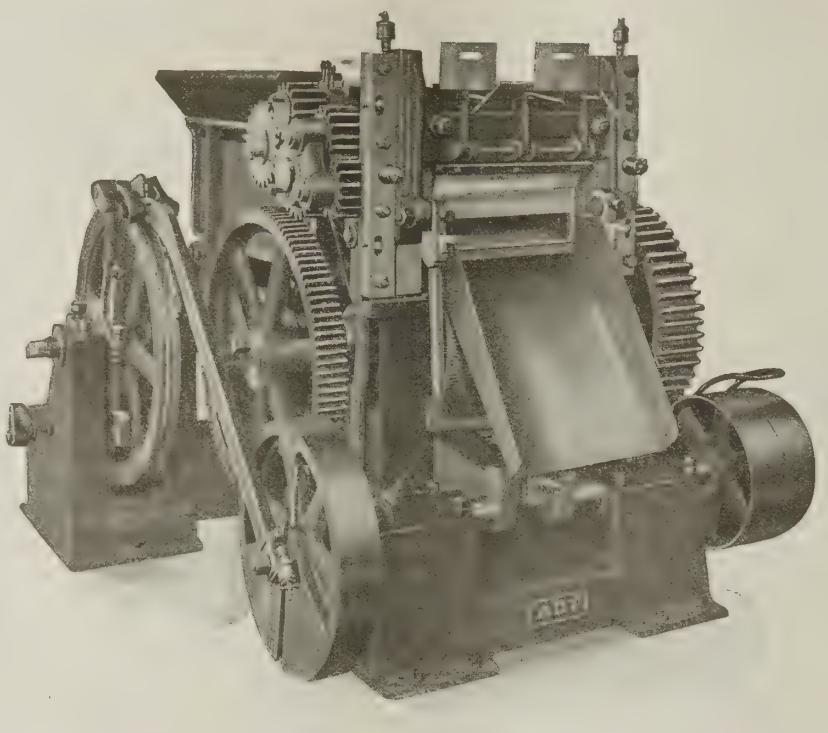
in his decisions, an indefatigable worker, enjoys the respect of the large force working under him, and is considered by the company as one of its most potent forces in "keeping the pot boiling."

* * *

## Vice-President James A. Gray

James A. Gray became a vice-president and director of the R. J. Reynolds Tobacco Co. on January 1, 1920, and he is identified actively with the development of the worldwide business of the big company.

Though only 32 years old, Mr. Gray has established himself, enviably, as an expert in the handling of large affairs.



# The ADT Tobacco Cutters

—Large Capacity—
—Precision Cutting—
—Powerful Construction—
—Minimum Vibration—

*The machine with the crankshaft below the cutting knife*

Our Prices Are Consistent with the Quality of Workmanship and Materials

**The John B. Adt Co., Baltimore, Md.**

*[Manufacturers of*

Tobacco Machinery for Preparing Cigarette, Smoking, Chewing and Snuff Tobaccos

# O. H. ELLIS & CO.

## Leaf Tobacco Brokers and Dealers

Export types, spinners, wrappers, binders, fillers, cutters and Italian Manufacturing types

## SPRINGFIELD, TENNESSEE

The Market Which Furnishes the Finest Grades of Dark Fired Tobaccos

## PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

**PORTO RICO and HAVANA TOBACCOS**

DEALERS IN DOMESTIC TOBACCO

**207 Pearl Street, New York**

Warehouses: HAVANA, CUBA UTUADO, P. R.

*A Jobber writes:* "Your Pro Patria Cigar was a wonderful success—the quality and aroma suited my trade."

**PRO PATRIA CIGARS**

a re made in 14 sizes f rom $60 to $130.

**PRO PATRIA IS A MILD HAVANA CIGAR**

**Jobbers can have exclusive territory.**

*Samples Cheerfully Submitted.* *Don't Delay—Write at Once.*

**EPICURE CIGAR CO.** **3492 3rd Ave., New York**

After his graduation from the University of North Carolina, he became associated with the Wachovia Bank & Trust Company, of Winston-Salem. In a remarkably short time, unusual business ability was recognized in his election as treasurer of that company. Later, in appreciation of his valuable assistance in developing the Wachovia Bank & Trust Company into the largest banking institution in the State and one of the largest in the South, he was elected a

director and made vice-president, in addition to his office of treasurer.

Mr. Gray's success in banking is indicated by his having been honored with the presidency of the North Carolina Bankers' Association for the 1918-1919 term. He is the youngest man who ever held this office, but under his administration the association enjoyed its most successful year.

He is a brother of Bowman Gray, the senior vice-president.

* * *

## M. E. Motsinger, Secretary

A large and growing organization like the R. J. Reynolds Tobacco Co. has urgent need for efficient men in virtually all lines of commercial endeavor—those versed not only in the technical and practical side of the tobacco industry, or in salesmanship, shipping or mechanics, but also those proficient in the more or less complex clerical branches of the business.

To forcefully illustrate this contention we have but to briefly review the rise of M. E. Motsinger from a minor clerical position to that of secretary in less than eleven years.

In September, 1905, Motsinger entered the employ of the R. J. Reynolds Tobacco Co. as a bookkeeper in the sales department. Doubtless many young men would have considered themselves "buried" when they first tackled the

work that was assigned to Motsinger in the beginning. Not so, however, with him. He hitched him ambition to a star, and settled down to do his work as thoroughly and conscientiously as was within his power.

The character of his work soon attracted the favorable attention of his superior officers, and after six months a man of his qualifications was required in the department of the secretary and treasurer. The opening had arrived—the opportunity to make the first step toward advancement was his, so he took it. In this new capacity he acted as correspondent. and later as assistant to the credit man—a most important position with any business house. And, as was his habit, he acquitted himself faultlessly in this position.

Gradually Motsinger went higher, step by step, through sheer ability. In May, 1909, he was appointed assistant treasurer, which position he filled with absolute satisfaction for the next three years. In February, 1915, he was elected secretary and director of the company.

* * *

## J. L. Graham, Traffic Manager

The first consideration of a manufacturer is, of course, the production of goods of high and uniformly satisfactory qualities. This being accomplished, he is confronted with selling or marketing his goods, and when this is done the next biggest problem which he must solve is making delivery of the goods—transportation. So important is this single feature that it is frequently claimed that "traffic or freight rates make or break a manufacturing concern."

On the shoulders of J. L. Graham, traffic manager of the R. J. Reynolds Tobacco Co., rests the duty of guiding all shipments safely, speedily and economically to their various destinations. That doing this necessitates the most intimate knowledge of every minute element of transportation—entire familiarity with freight rates, the short cuts to save time, a thorough

understanding of shipping laws and customs, as well as the rules and regulations of the Interstate Commerce Commission, can be better appreciated when it is considered that this company makes daily shipments of from forty to sixty cars.

Few, if any, men in America are better qualified to safeguard the company's shipping interests than is Mr. Graham. He inaugurated the system of routing which assures prompt deliveries even to the most remote points in the country. This method is considered a model by transportation experts, and has been widely copied. It embraces the routing of what has become nationally known as "The Prince Albert Special" and the "Camel Special." These solid trains leave Winston-Salem each night with cars not to be opened until they have run distances ranging from 100 to 3,000 miles.

* * *

## R. E. Lasater, G. M. of D. M.

Here again we find another valuable member of the official family of the R. J. Reynolds Tobacco Co., having been developed "from the bottom up." Like the rest of his fellow officers, Lasater started at the very bottom and gradually rose to his present position through the display of energy, ability and unswerving loyalty.

"Doing it right" might well be called the slogan of the R. J. Reynolds Tobacco Co., and doing it right in the manufacturing end rests a good deal with R. E. Lasater.

Mr. Lasater was reared on a farm in a tobacco country, and while still a boy was trained in the fine points of tobacco cultivation. From the tobacco field he went in the picking room of a factory, and then gradually passed through several departments higher up. In January, 1894, he made his initial bow as a traveling salesman, but his natural bent for manufacturing induced him to return to the factory after a brief experience on the road.

Shortly thereafter he was made a manager of a department, and later called into the office as assistant to W. R. Reynolds, manager of the department of manufacture. Next Mr. Lasater found himself promoted to the position of superintendent. So well did he perform his duty in this capacity for several years that appointing him to his present responsible position was the most logical step for the company to take.

* * *

## J. B. Dyer, Supt., Leaf Dept.

If it can be reasonably claimed that "a man was born in the tobacco business," this can be said of J. B. Dyer, superintendent of the leaf department of the R. J. Reynolds Tobacco Co.

Mr. Dyer was born on a farm in the tobacco district of Virginia, and prior to leaving home was engaged in the cultivation of the tobacco plant. This early experience gave him intimate knowledge of tobacco, from the seed to the curing of the raw leaf.

While still a boy, young Dyer went to work stemming tobacco in a factory. Next he moved up into the picking room, where all the tobacco is assorted and graded. Later he was promoted to foremanship of the filler department, where the leaf is expertly classified as to its color and general character.

After demonstrating his ability as a trustworthy judge of tobacco qualities for some years with the R. J. Reynolds Tobacco Co., his devotion to his duties and recognition of his fine ability secured for him the position he hold today—superintendent of all the leaf departments of this company. Some years ago he was further rewarded by being elected a director of the company.

Mr. Dyer knows tobacco from end to end and through the middle—inside and outside.

Through years of study and close application he has gained practical knowledge that makes it easy for him to judge the qualifications of leaf tobacco at a casual glance. He works hundreds of people in his various departments,

yet so well does he manage that everything runs with machine-like smoothness and precision.

In Mr. Dyer's value to the R. J. Reynolds Tobacco Co. will be found justifiable evidence of the policy which makes it imperative that each officer know his duties thoroughly.

All the officers of the company are unusually well qualified men. Their intelligent planning, their arduous labors help to account for the unusual success the R. J. Reynolds Tobacco Co. has achieved. Not by business wizardry nor by spectacular methods, but rather by the steady accretion associated with good service.

Though Camel cigarettes and Prince Albert smoking tobacco are the principal outputs of the R. J. Reynolds Tobacco Co., the amount of business done on other brands, in truth would

Cable Address "Wright"

Codes: Western Union;
A.B.C. 5th Edition

# WRIGHT-HUGHES TOBACCO CO., Inc.

## LEAF TOBACCO DEALERS

**Winston-Salem, N. C., U.S.A.**

Established 1873

BRANCHES:

Wilson, N. C. — Durham, N. C.
Kingston, N. C. — Rocky Mount, N. C.
Greenville, N. C. — Louisville, Ky.
South Boston, Va.

# DIBRELL BROTHERS, Inc.

## Leaf Tobacco Dealers

**Packers and Exporters**

**Main Plant**
**DANVILLE, VIRGINIA, U. S. A.**

Cable Address: "DIBRELL DANVILLE"

Buyers on all the principal markets in Virginia and the Carolinas.
Our own facilities are ample to buy, handle, redry and store in the best manner.
Any Quantity of Tobacco in any way desired.

Codes—A1-A. B. C. 4th and 5th, Arnolds Nos. 4 and 5, Western Union, Liebers.

Branch, Rocky Mount, N. C. — Branch, So. Boston, Va.

# GEO. A. LEA & CO.

## *Leaf Tobacco Dealers*

**VIRGINIA AND CAROLINA BRIGHT TOBACCO A SPECIALTY**

Leaf - Strips - Scrap — Correspondence Invited — Complete Modern Facilities

Codes: Arnold's No. 5. / A B C, 5th Edition / Western Union. — Cable: "Lea," Danville, Va., U. S. A.

**DANVILLE, VIRGINIA, U. S. A.**

be gratefully regarded by the average manufacturer. In Brown's Mule, the Reynolds Co. has the fastest selling flat plug chewing tobacco on the market. In Apple, another favorite with many who chew, a big trade winner has been developed.

Previous to each successive increase of output there had to be a corresponding amplification of facilities. The Reynolds plant at Winston-Salem is an attestation of successful planning and continuous building.

In 1914 a five-story reinforced concrete building 90x273 feet was constructed. In 1915 was completed a building of structural steel, with terra-cotta and brick walls, 11 stories high, with reinforced concrete floors. Later there appeared a reinforced concrete building, six stories, 90x238 feet. In short, the Reynolds regular program calls for the erection of extensive additional buildings every year.

The most substantial and conspicuous part of Winston-Salem is the busy district that contains the many big buildings of the R. J. Reynolds Tobacco Co.

Located advantageously in North Carolina, Virginia and Kentucky, the company has more than a dozen great re-drying plants and numerous warehouses.

A commodious distributing station is maintained in San Francisco to which large shipments are made, and from which individual orders are reconsigned as required on the Pacific Slope.

Outdoor advertising is very widely used by the R. J. Reynolds Tobacco Co. By the clever utilization of tens of thousands of conspicuous billboards the company keeps the public mindful of the merits of CAMEL, PRINCE ALBERT and APPLE. In a recent advertising campaign, 24 sheet posters emphasizing the desirability of CAMEL are strongly featured.

* * *

## D. Rich, Treasurer

No more inspiring or concrete example of the possibilities open to the average young American could be cited than the career of D. Rich, treasurer of the R. J. Reynolds Tobacco Co. By reviewing it ample proof will be found that hard work and unswerving loyalty is eventually rewarded in full measure.

At 13 years of age young Rich was stemming tobacco in a factory at 10 cents a day. His first pay envelope contained the not very munificent sum of 40 cents for four full days of strenuous physical labor. He later became associated with R. J. Reynolds on November 15, 1884, as manager of the rolling and casing department.

At that time Henry Roan was bookkeeper. Mr. Roan subsequently resigned to engage in business for himself, and was succeeded by W. D. Moore. During the incumbency of both Mr. Roan and Mr. Moore it was Mr. Rich's habit to voluntarily offer his assistance in the evenings. He wanted to land in the bookkeeping department, so availed himself of every opportunity to acquaint himself with all the intricate details involved in the clerical end.

In 1893 Mr. Moore died, and the company began casting about for some one to succeed him. Mr. Rich applied for the position, but was informed that he "could not keep books." However, he surprised Mr. Reynolds by telling him he was fully competent to hold down the job. He also stated how he had been fitting himself to be ready to seize just such an opportunity when it developed. He was given a trial and gave entire satisfaction. At that time he did practically all the bookkeeping for the company. Today it requires over five hundred men to take care of the immense volume of details connected with the clerical end of the company's affairs. From bookkeeping Mr. Rich was promoted to cashier, and in due course of time was made treasurer and director of the company, both of which offices he holds today.

Mr. Rich believes first, last and always in holding out hope to the aspiring young man. He takes a special delight in constantly keeping the door of opportunity wide open for them, never once forgetting the struggle that was required of him to climb up the ladder round by round.

His attitude toward the men under him is far more paternal than dictatorial; he reasons with them—guides, counsels and encourages them at all times. If he has a single hobby it is the desire to help young men help themselves by becoming more efficient. Whenever he is asked by some young man what are the chances for promotion he invariably replies—"You can have my position when you have proven that you are competent to fill it satisfactorily to the company."

Mr. Rich numbers his staunch friends simply by the number of people he knows, and he knows thousands. Genial, optimistic and most democratic in manner, not to mention his efficiency, he fills his niche with the R. J. Reynolds Tobacco Co. with every degree of satisfaction.

* * *

## T. H. Kirk, Mgr. Ky. Leaf Dept.

In T. H. Kirk we have another example of R. J. Reynolds Tobacco Co.'s wisdom in selecting only men expert in their line to handle its business. The supervision of the buying of leaf tobacco for a large tobacco manufacturing concern in an important field such as Kentucky and adjoining states necessarily must be placed in competent hands, and in Mr. Kirk, Reynolds Co. has the man.

Mr. Kirk has been in the tobacco business since he was a boy, having started at the tender age of fifteen. In the leaf tobacco business for himself, he attracted the attention of R. J. Reynolds Tobacco Co., and an effort was made to secure his services. Mr. Kirk became connected with the company about nine years ago, and was immediately placed in charge of the buying in the Kentucky field. In 1918 he was elected a director.

As a judge of leaf tobacco, Mr. Kirk is recognized as an authority throughout Kentucky and adjacent markets. Endowed with such rare judgment, he is quick of decision. He can literally anticipate any questions you can ask about leaf tobacco—his answers being "right off the bat" and to the point. The quality of the Reynolds' brands attests the wisdom with which Mr. Kirk is handling his end of the leaf department.

* * *

## James Sloan, Auditor

Auditor—did you ever stop to think what kind of a job that really is? Probably when making out your income tax returns you realized just how important that word "auditor" is to a large manufacturing concern such as R. J. Reynolds Tobacco Co. Keeping at your finger tips at all times the necessary data governing all branches of a business of this magnitude is no small job, and in having the services of James Sloan for this important position, R. J. Reynolds Tobacco Co. is indeed fortunate.

Mr. Sloan has been in the tobacco business all his life, starting when he was a school boy by working during vacations in the various departments of factories. Later, choosing office work as a life profession, he learned bookkeeping by practical experience. In 1900 he became connected with the Reynolds people, entering their employ as a clerk in the cost department. Step by step he has progressed to the office of auditor and director.

Mr. Sloan says that the most important and wisest thing he ever did was the day he decided to affiliate himself with the Reynolds Co. Starting, one might say, when the company was in its infancy, he has been in touch and familiar with the wonderful growth of the business, thus better preparing his already natural ability to administer the important duties of auditor.

Mr. Sloan is modest, unassuming, and is liked by all who come in contact with him. An admirable trait in this gentleman is his willingness to assist others who come to him with problems with which they need assistance.

Mr. Sloan's department is efficiency itself, and the manner in which the numerous details are handled by his assistants and clerks speaks well of his ability to train young men for responsible positions.

# The Science and Marvellous Machinery Used in Cigarette Making

**Skilfully Co-Ordinated Mechanisms Enable Manufacturers to Obtain Enlarged Output to Better Meet Ever Increasing Demand—Streams of Tobacco, Cigarette Paper and Containers Emerge in Floods of Packages of Cigarettes Ready for Stamps.**

SCIENTIFIC equipment has made many economies possible in cigarette production. Semi-automatic machinery enables manufacturers to accelerate production and obtain enlarged outputs the better to meet the ever increasing demand. Maintenance of standards, the assurance of uniformity, also may be had by aid of mechanical appliances that are the latest manifestation of human ingenuity.

In the Camel cigarette manufacturing departments of the immense Reynolds plant at Winston-Salem, N. C., may be seen the greatest number of improved cigarette machines as well as the highest development of mechanical appliances for handling and preparing tobacco. In the various buildings such machinery practically covers 86 acres of floor space. Counted by hundreds, the fast working cigarette machines are co-ordinated to other mechanism so skilfully that tributary stresses of tobacco, cigarette paper and containers seem to flow steadily into rivers of machinery, later to emerge in a flood of packages of cigarettes.

### The Tobacco On Its Way

Previously blended and cut with the utmost exactitude, the tobacco drops into a hopper. There are two drums, both revolving in the same direction. From each drum protude thousands of little curved teeth, the teeth on the lower drum being a little longer than those of the upper. The tobacco feeds into a small slit between these two drums and is deposited against metal combs. A "barrel roller," which is a small cylinder with teeth on it, picks the tobacco from between the teeth of the combs and a fan cylinder throws it on a wide slowly moving canvas belt. The tobacco is deposited in a flat layer less than half an inch thick. A lever regulating the speed of this carrying belt determines the weight and compactness of the finished product.

Next, another toothed roller, called a "pin-roller" in what is known as the "concave," carries the tobacco from the belt, and a speed-roller throws it rapidly down into a metal hopper from which it is deposited on the cigarette paper that is traveling endlessly beneath. The most characteristic sound of a cigarette factory is the

CABLE ADDRESS, SMITH.

CODES USED, ARNOLDS 5 AND 15 / A B C IMPROVED 5TH EDITION / LIEBERS / WESTERN UNION

# WRIGHT, SMITH & COMPANY

Successors to { S. B. SMITH & CO. / W. F. WRIGHT & CO.

**MAYFIELD, KENTUCKY, U. S. A.**

**LEAF TOBACCO DEALERS AND EXPORTERS**

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constant thumping of a knocker that every few seconds knocks vigorously against the inside of this hopper on each of the many machines to dislodge any particles of tobacco that may have become attached to the metal, thus preventing clogging of the golden shreds.

The delicate, chemically pure cigarette paper comes in strips an inch wide wound in large rolls upon a spool. Each roll contains paper enough for 57,000 cigarettes. The paper is fed over a rubber covered wheel that takes it through the process of printing upon it at just the right spot, so that the name will appear on each cigarette. The printing is done from revolving dies.

After this the paper passes to a belt that "sets" the ink and takes off the waste particles. A revolving brush flicks these particles from the belt and deposits them in a box below again.

Over a roller the paper keeps traveling until it runs under the metal hopper on the machine, where the tobacco drops upon it. Now carrying the tobacco the paper continues on its way.

### Shaping the Cigarette

A few inches farther on, the tobacco laden paper meets and overlays an endless thin canvas belt which carries paper and tobacco through a "tongue." This tongue shapes the cigarette. It is a funnel, as wide as the canvas belt at the end where the tobacco, paper and belt enter, but it gradually tapers until, at its far end, it is just the size and form of the cigarette.

The canvas belt curves up on either side as it passes through this smooth funnel, and folds the paper around the tobacco so as to leave one edge of the paper protruding to form a flap.

Half a second before the paste comes in contact with the flap, revolving brushes play their part by throwing off any loose particles of tobacco that may be upon the wrapper. Absolutely pure vegetable paste immediately after the brushing is spread upon the paper from a laterally revolving metal wheel. Directly afterward the final folding the belt and paper as they slip through the smaller end of the "tongue" securely pastes down the protruding flap.

The canvas belt, emerging from the "tongue," unfolds and descends over wheels that carry it endlessly around, while the "cigarette rod"—the name given to the long pasted paper filled with tobacco—proceeds straight onward into a brass funnel that enters a "ledger plate," the aperture being just the size of the cigarette. As it leaves the "ledger plate" the cigarette "rod" encounters a six-inch, keen-edged, circular knife that makes 4,000 revolutions a minute.

This buzzing knife cuts the "cigarette rod" into the length desired for the cigarette, each length being regulated by gears that control the speed of the knife carriage. It is one of the most carefully looked after parts of the machine—that knife. Always it and its fellows must be kept in first-class condition, and for this purpose every factory has a grinding room where hundreds of the blades are being constantly ground on a series of emery wheels. When, from its place in the machine, the knife has done the work of cutting, the long process is nearly at an end. Divided into the destined length, the cigarettes move on to a belt called the cigarette catcher. Practically, at that stage the making of the plain cigarette is completed.

"Cups" is the term by which the containers are known. The scored and printed sheets of paper from which they are made come to the factories to be cut to size. Then they go to the cup-forming machines, which are operated by girls. Each machine can turn out about 24,000 cups in an ordinary working-day.

A receptacle filled with pure paste kept at the right degree of heat by an electric stove underneath, is on one side of the machine. Rollers revolve through this mass of paste, and from them the paste is taken up on the soles of two metal "feet" that fly back and forth like a shuttle. On the way back from the rollers, the "feet" plunge down upon the inner, unprinted side of one of the sheets of cup paper, which sticks to them and is lifted to one of four revolving cup-forms on the machine. The paste from the "feet" adheres to the edge of the paper which, as the "feet" fly back for another sheet, is grasped by a "finger," which wraps it around the cup-form, pasting the paper together lengthwise.

This cup-form travels upward automatically for a quarter of a revolution, and there stops for a minute, while four clawlike pieces of steel fold one end of the paper together two ways. Another quarter-revolution brings it to a steel presser which presses the folds firmly down and seals this end, forming the bottom of the cup. Turning another quarter-revolution, now pointing directly downward, two claws slide the completed cup from the mold, which then moves on to the point where the "feet" carry another sheet of cup paper upon it. So the process keeps on hour after hour.

Every movement of the machine is made by an intricate series of cams. Nowhere in the entire contrivance is there a single gear or pulley.

### Putting Cigarettes Into Cups

Just below the ceiling of the room on the floor underneath the one in which are these cup-forming machines is a long trough. As the cups slide off the machines, they drop through into this trough, in the bottom of which are doors. Through these doors the cups, automatically shoved along the trough, drop into large wire receptacles above the machines that insert the cigarette in them.

As they are brought to one of these filling machines the cigarettes are put into a hopper holding about 2,500. From this they roll down an incline. At the same instant, from underneath the machine, paper-backed foil is fed from a roll nine inches in diameter, containing, when full, eighteen pounds of foil.

On a laterally revolving metal disk are eight box-like containers open at the top. A knife plunging upward cuts off a piece of the foil to the length required for the wrapping of twenty cigarettes, and this falls on one of the containers while the disk stops for a fraction of a second. In that fraction of a second the twenty cigarettes are released at the foot of the incline by three distinct openings of a trap, the first freeing seven cigarettes, the second seven and the third six. These fall on the foil in three layers, and the cigarettes, with the foil beneath them, are pressed down into the container.

Now the disk starts moving again. The container travels until it reaches a squeezing arrangement that presses against all sides of the bundle, giving the finished form to the package. A little farther on, an ironing contrivance folds the foil over the top of the cigarettes, and, still farther along, two separate processes fold the foil over the ends.

A clawlike carrier removes the completed foil package from the container and carries it to a point where it meets a plunger, which forces it into one of the labeled paper cups that has been loosed from the big wire hopper above.

The packing accomplished, the package is ready to receive the revenue stamp.

# The Spread of the Bright Leaf Tobacco Belt and the Causes

**Increased Use of Cigarettes Largely Responsible for Extension of Bright Tobacco Culture—Some Well Known Pipe Tobaccos Had Considerable Influence—Crop Grew from Hundred Million Pounds to Sevenfold—The Auction System.**

By FRANK PARKER
*Agricultural Statistician for N. C.*

THE bright-leaf tobacco belt has grown in recent years from a limited area centering about Danville, Va., until it now reaches into Georgia and to the Atlantic seaboard. The increased use of cigarettes has been largely responsible for this increase, although some of the well-known pipe tobaccos are made with it. From a hundred-million-pound crop it grew to sevenfold in 1920.

### The Marketing

The marketing is done only through the auction sales method, using overhead lighted warehouses. An "auction" requires from five to twenty seconds per pile. As much as 100,000 pounds has been sold on one floor in one day, with the piles seldom weighing over 200 pounds each. With the recent completion of the Co-operative Tobacco Marketing Association, the marketing will be done largely by "pooling" and selling direct to the manufacturers. The tobacco is sold in a natural and redried condition according to the demand. This will also enable the buyers to get more exactly the grades they want and will permit of paying the top prices by eliminating many of their previous expensive methods and buyers.

### The Flue-Curing

The bright-leaf tobacco is strictly a flue cured product made from thin textured yellow leaf producing plants. By "flue-curing" is meant the drying or conditioning of the leaves; in a tightly-sealed barn, which is heated by furnaces, the flues of which are laid on the ground floor of the house in such form as to give a maximum radiation. Thermometers are used behind small glass openings for frequent readings so as to facilitate maintaining an even temperature, since appreciable variation shows in the resulting product.

### The Production Centers

The bright-leaf tobacco is essentially a crop made from commercial fertilizers. The production centers in North Carolina, where 432,000,000 pounds was grown in 1920, the crop was reduced 40 per cent in 1921, due largely to a smaller acreage. The average prices for this State were 51 cents per pound for 1919; 22 cents in 1920, and about 25 cents for the last crop.

### Two Harvesting Methods

The two methods employed in harvesting this crop are "stalk" and "priming." The first is the way used in most other states, by simply cutting the entire plant, splitting the stalk and curing it thus. The "priming" method is done by pulling the leaves by hand at intervals of a few days, or when the three or four lower leaves are "ripe"—that is, having a color and matured growth that permits of curing out clearly. This obviates "green" streaks and other irregularities which occur when the young

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leaves are cured with the older ones, which results by other methods. From three to five days are required for curing a barn of the average size which will hold from five to eight hundred pounds.

### The Plant Beds

In growing the bright-leaf tobacco great care is exercised in preparing the plant bed. First a clean place is secured that offers freedom from tobacco diseases. The fear of "wilt," "frogeye" and "wildfire" are great.

A loose and light soil free from much organic and nitrogenous fertility is used. Excessive growth destroys the desired quality. Much potassium plant food is needed to produce the "body" and smoking qualities. The horse-drawn planting machines get better results than by the old hand planting method and it is much faster, of course.

### Frequent Cultivation Required

Cultivation is needed frequently in order to conserve moisture and to prevent foreign plant growth, that otherwise would compete with the normal tobacco development. Careful attention to the elimination of tobacco worm is quite necessary. At the same time the "suckers" or young branch growths are pulled off by hand, so as to prevent their draining the plant food from the leaves. The plants are "topped" at from twelve to eighteen leaves high—the idea being to force all the strength into the remaining leaves so as to insure uniform size and texture.

### Pipe and Cigarette Products

The bright-leaf tobacco brings from 40 to 80 per cent better prices than the burley and darker types. Naturally most of the tobacco industries in the Virginia and Carolina belt are devoted to making pipe and cigarette products. The Winston-Salem, Durham and Richmond factories are the leaders of the world in this respect. The first named town has decidedly the largest plant, turning out millions of cigarettes a day. Durham actually smells like tobacco as soon as one reaches it.

Both the production and manufacture of tobacco form two of the largest assets and industries of North Carolina and Virginia.

## Oldest Established Tobacco Merchants in Richmond

R. C. Morton & Co. are the oldest established leaf tobacco merchants in Richmond, Va. On Shockoe Slip, in the tobacco district of the metropolis of Virginia, they have been located for more than 50 years. Founded solidly on square dealing, this strong, proud, widely known old house stands independent and alone. It has no connection of ownership with any other firm or partnership. Excellence of reputation, attested for upwards of half a century is monumental testimony concerning the correctness of the business methods employed by the time-honored firm of R. C. Morton & Co.

The firm specializes in the exportation of pipe and cigarette tobacco and picadura for smoking. They are willing always to forward samples of their stock and, to all, they will guarantee tobacco shipments to be as good as the sample.

The integrity of the firm, the long and honorable record of its business, is the best assurance possible for the prospective customer. In Richmond, the eminent standing of R. C. Morton & Co. is proverbial.

## Barlow-Moore Tobacco Co.

Glasgow, Kentucky, is the headquarters of the Barlow-Moore Tobacco Co., whose officers are, W. F. Richardson, president; T. P. Dickinson, vice-president; R. R. Moore, secretary and general manager, and W. E. Shirley, treasurer. This company manufactures twist plug and smoking tobacco, for the domestic trade. Special kinds of smoking, plug and twist are made for the New England trade.

Among the brands manufactured by the Barlow-Moore Tobacco Co., are: Mammoth Cave Twist, Mammoth Cave Crimp, Moore's Red Leaf Twist, Rocky Hill Twist, Special 5c Twist, Mammoth Cave Plug, Target Plug, B-M Light Pressed and Strong Greenville.

The Barlow-Moore Tobacco Co. is prepared to fill orders for any kind of twist or granulated smoking tobacco, or any kind of plug, in any size, shape or form.

# The Importance of the Tobacco Industry to the Southern Railway

**Factories at Winston-Salem, N. C., Ship Many Thousands of Carloads Annually—Trains Packed Solidly With Tobacco Products Leave This Live City Daily—Immense Shipments Constantly Made by the R. J. Reynolds Tobacco Company.**

HAULING freight is a vital feature of any railway system, and the tonnage provided by the tobacco industry produces a large percentage of revenue for the roads, particularly those "tapping" Winston-Salem, N. C.

The Southern Railway, having lines upwards of 7,000 miles in length, traverses 12 States. The "Southern" system taps nearly every city of importance in a dozen States.

It may surprise many people to learn that Winston-Salem for some years has been the largest forwarder, amount of freight paid considered, over the lines of the Southern Railway.

### Tobacco the Largest Percentage of Freight

In this connection there are two features involved which make this fact all the more significant: 1st, shipped from Winston-Salem; there is no ore, coal, lumber nor other similar material which runs into high tonnage, as in case of many other cities along this railroad; 2nd, by far the largest percentage of outgoing freight consists of tobacco products which cost considerably more per pound than other material usually shipped by freight.

### Outclasses Much Larger Cities

Despite the fact that Winston-Salem has a population not nearly so great as some other cities served by the Southern, Winston-Salem pays the Southern Railway more in outgoing freight than other cities two to ten times as large. Winston-Salem's supremacy in this respect is attributable principally to the immense shipments constantly made by the R. J. Reynolds Tobacco Co.

To understand the great importance of Winston-Salem as a tobacco manufacturing center it is necessary to consider that it is ahead of the following cities as a payer of outgoing freight over the Southern Railway: Washington, D. C., Richmond, Va.; Louisville, Ky.; Birmingham and Mobile, Ala.; Memphis, Chattanooga and Knoxville, Tenn.; Evansville, Ind.; Macon and Savannah, Ga., and Jacksonville.

### Other Roads Not Taken Into Count

It should be also borne in mind that the freight paid to the other roads running out of Winston-Salem is not included in the tabulation of figures necessary to arrive at this statement of fact; only the amount paid for outgoing freight transportation to the Southern Railway enters into the calculation.

Winston-Salem is not only the largest tobacco manufacturing city in the world, but it is also the largest shipping point on the Southern Railway from an outgoing freight paying standpoint, proven by the official figures of the road.

### Train Load After Train Load Daily

Over the Southern Railway in 1916, the R. J. Reynolds Co. shipped 12,000 carloads of tobacco products. This represented 600 solid trains of 20 cars each. A showing of substantial business indeed but nowhere near the quantities that the company now ships annually. Train load after train load leaving the Reynolds plant daily induces railroad men to believe that "a good part of the world's supply of smokes comes from Winston-Salem."

**Night after night the "Reynolds Special" leaves Winston-Salem**

# 50 Good Cigarettes 10¢

*from 1 bag of*

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# "BULL" DURHAM TOBACCO

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—which means that if you don't like "BULL" DURHAM Tobacco you can get your money back from the dealer.

# The Danville Bright Tobacco Market in Retrospect and Prospect

**Rounding Out the 1921-22 Selling Season—Growers Turning Attention to Plant Beds, to Be Followed by Revolutionized Method of Marketing—Everyone Exercising Caution—Fates Have Wrought Various Changes—Old and New Systems.**

By GIRARD TETLEY

CHANGES take place frequently in the affairs of men, and the tobacco industry is no exception to the general rule. As this special "Dixie" edition of TOBACCO is being prepared for circulation, the Danville, Virginia, tobacco market is rounding out the 1921-22 season with its thirty-three or more million pounds of tobacco already marketed and the growers of bright leaf already turning their thoughts to plantbeds and a new growing season which is destined to be followed by a revolutionized method of marketing the product, that is if the plans of the new great combination of growers do not miscarry.

### Season Has Not Been Brilliant

This is the predominating thought as the season closes. In retrospect the past season has not been a brilliant one. Measured by the terms of price inflation which came with and after the war, it has been a sober season, the general trend of prices paid for leaf have been lower except the really desirable types which were comparatively rare, and the growers have been notably cautious spenders. Stagnation in domestic and foreign orders have made the buyers cautious, too, and the local storage warehouses are well stocked with leaf as the season comes to an end.

### Conditions Brought in Co-operative Plans

Agriculturally, the year was a bad one for the tobacco grower and this it was realized early in the season would react unfavorably for the grower and the market as well. There was the long and disastrous drought of last Summer which was followed by a prolonged rainy season which caused second growth and which prevented the normal maturity of the leaf. The best of the crop which usually finds its way to the Danville market had been disposed of by the end of November and since that time the offerings had been growing in inferiority which had an adverse effect on the Danville market average. Fate was unkind in this respect that the center of the drought appeared in this immediate section and saving rains came in many parts of North Carolina which helped the crop immensely and made it more profitable for the growers in the lower edge of the belt. The growers as a rule, however, realized the inferiority of the crop and evidenced none of the sharp feeling noted a year ago when the low prices paid on the auction floors led to wholesale withdrawals from the market and paved the way for the organization of the farmers into the Virginia Tobacco Growers' Protective Agency which, in turn, gave way to the Tri-State Cooperative Marketing Association, which includes the states of Virginia, North Carolina and South Carolina, and which is destined to become operative next season.

### Warehouses Had Satisfactory Year

Danville has had in operation this season eight large warehouses with the largest aggregate footage of auction space anywhere in the Bright Belt. Six of these warehouses are operated by the Danville Cooperative Warehouse Co., and have been conducted on a high plane. The remaining two are independent houses and all of them are reported to have had a satisfactory year, although there is little doubt that large sums have been lost in commissions due to the glutting of the market and the disposition of the tobacco grower to patronize other smaller market towns around Danville owing to the glut and the inability to reach the auction floors in Danville under a week.

### Uncertainty As to Future Methods

Realization of a certain injustice done to the grower who complains of not being able to sell his tobacco fast enough has led to prospective reforms next season. The Danville Tobacco Association, or the trade organization which controls the destinies of the market, and in which every phase of the industry is represented, stands today on record in favor of quadruple sales next season. At the annual meeting of the organization which will take place in June, this will be a subject of further discussion, at which time many of the objections to an increased sale will be set forth as well as those in favor of the plan. It is, of course, a question whether this reform which is advocated by the Danville warehousemen comes in time to be of any real benefit, for if the co-operative sales plan really becomes operative there will be no further need of auction houses and the time honored plan of marketing leaf to the highest bidder will have been done away with.

### Buyers Oppose Quadruple Sales

The buying concerns are, generally speaking, opposed to quadruple sales, principally because of the expense involved, and they have been unyielding in their attitude on this ground. The Tobacco Association has also until recently been on record against it. It is also argued that at the recent meeting at which a favorable view was expressed, the trade was not thoroughly represented. If Danville asks and secures quadruple sales, then the other smaller markets around this city which are constantly on the *qui vive* and trying to maintain their ratio with Danville, in the amount of pounds sold, will also want an increased sale; and in North Carolina, where there is some manifestation of pride at wresting the Bright Loose Leaf title from Danville, which it has borne for half a century, it is safe to say that they will ask also for four sales. The buying concerns would, therefore, be put to a heavy expense, especially those who have a corps of bidders on all of the principal markets. They argue further that it would be an economic blunder to still further narrow down the selling period by crowding it into a shorter period of time.

### Educational Efforts Fail

The warehousemen are arguing, however, that their best efforts to prevail by educative methods on the farmer, to market his leaf more slowly and systematically, have gone to naught, and that now with the era of hard surfaced roads and the general use of motor cars and trucks in the transportation of tobacco, Danville must bestir itself or drop away from the leading markets. It is the market which gives the best service that is going to stand at the top of the ladder, and the Danville tobacco men are not disposed to be satisfied with conditions as they are now.

### Primarily a Tobacco Town

Danville has always been primarily a tobacco town. The Danville market was renowned before the Civil War. In the days of barter and exchange tobacco was unloaded in parcels on the streets and sold in this way long before warehouses came into vogue. For half a century it was the proud boast that this city was the largest bright loose leaf tobacco market in the world, and it was a cherished title, even after the advent of the cotton mill industry, which has built itself up here. The Danville Tobacco Association, the Chamber of Commerce, and other kindred commercial bodies of the community, assuming apparently that the new cooperative selling plan is destined only for a short life, have already joined forces and are intent on so harmonizing all differences which have arisen of recent years with a view to restoring the title and putting Danville where she belongs in the tobacco world. The first fruits of this concerted effort are expected to be seen during the coming season.

### Conflicting Opinions

It is, however, with misgivings that such prophecies are made, when the determination of the large agrarian body is analyzed. Reference has already been made to the proposed co-operative selling plan which is to become operative next season. It is almost impossible to secure any intelligent survey of its possibilities, with the varied expressions of prospective success and failure which are being heard.

### Contingencies

One thing, however, is certain. If the theory of the organization succeeds in practice, then the old established tobacco markets of Virginia will find that they have outlived their usefulness, and the whole economic structure built around the market with its millions of dollars in current money paid out within a four months' period, will have to be re-established. The merchant who looks for the selling period when the farmer, with the money he has derived from his marketed crop, buys his supplies for the coming year, will find no such period of free circulation under the new selling plan. On the other hand, if the growers' organization proves to be too unwieldy, or, if the movement of the crop on certificates cannot be financed by the local banks, then the co-operative movement will have been a great failure, and it will prove to be one of the greatest disappointments which the tobacco growers have suffered for many a long year. It will mean the resumption of selling along present lines, that is to say, by the auction methods, and the growers will be chary of entering into a paper organization for many a long year to come.

### Should Understand Both Plans

To realize the great change proposed by the advocates of co-operative selling is to understand the two plans. The present mode of marketing provides for the setting out of piles of tobacco, according to type, on the floor of the auction warehouse. At nine o'clock during the full season three sales begin simultaneously in three warehouses. The tobacco is "cried" and sold to the highest bidder; it is tagged and removed to the plant of buying concern. The grower secures his check at the end of the sale, very often for several hundred dollars. In this way it is not infrequent that $750,000 is put into circulation in one day.

### May Supplant Auction Sales

Under the proposed method there would be no auction sales. The tobacco farmer would bring in his tobacco to a grading house where experienced tobacco men in the employ of the Co-operative Organization would appraise the leaf and set a minimum price on it. A certificate would be issued to the farmer; the leaf redried and prized, then placed in storage. The buyers would purchase by sample and not on a fluctuating market, while the farmers would borrow up to 60 per cent on their certificate holdings.

# Perpetuating a Good Reputation Gained More Than a Century Ago

**Tobacco Manufacturing Business Established by Robert Leslie in Petersburg, Va., in 1818, Handed Down in Direct and Correct Line to Macklin-Zimmer-McGill Tobacco Co.—The Manner of Making Plug and Twist Tobaccos Fully Explained.**

A GOOD reputation is something of which anyone may justly be proud. For more than a century the good repute of Petersburg, Va., tobacco factories has been honestly maintained. In fact, one notably big tobacco manufacturing company in Petersburg, the Maclin-Zimmer-McGill Tobacco Co., can date its beginning back to 1818. In Petersburg, 104 years ago, Robert Leslie established a business destined to live, thrive and grow greater.

### Gained Enduring Favor

Though tobacco manufacturing a hundred years ago was less elaborate, not so scientific, tobacco that Robert Leslie made and exported in a small way at first, obtained enduring favor "on the other side of the world." A trade begun then with New Zealand and Australia has continued. On the foundation laid by Robert Leslie has been erected a tobacco manufacturing concern having assured and increasing business beyond the ken of the ordinary exporter.

### A Stimulus to Action

On remote shores, under tropic skies, tobacco is the white man's solace. To the native, always, tobacco is a coveted reward. To obtain tobacco an indolent islander will work. Gifts of tobacco persuade stubborn chiefs to permit trade. On various islands unless "some tobacco is put in circulation" not much business will be done. In that part of the world the preferred tobacco, whether it be plug, twist or prepared smoking, is tobacco manufactured in Petersburg.

### Has Its Devotees in All Lands

Among the named islands of the Great South Sea, from Yap to Solomon, from Paradise to Desolation, from Friendly to Tahaiti, from Fanning to Keeling, from Paumatos to Tasmania, from Oldcastle to New Guinea, from Cook to King, from Thursday to Sabbath, from Midway to remote Pitcairn, from Timor to Samoa, from Celebes to New Zealand, from Fiji to Pellew, from Wake to drowsy Cocos, from Easter to Christmas, from the continent of Australia to the most distant Micronesian atoll that can boast a trading post, tobacco is important; beyond question, in Pacific commerce, tobacco has special importance unknown in statements based on quantities and invoice prices.

### Their Choice

Most sailors smoke. Quite a number obtain solace from chewing tobacco. A ship unsupplied with tobacco is almost sure to have a sullen and discontented crew. For ship's stores, particularly for vessels engaged in South Pacific trade, the usual choice is tobacco from Petersburg.

Of plug and twist manufactured in Petersburg, upwards of six million pounds annually, 95 per cent is exported. Approximately 60 per cent of Petersburg's output of plug and twist is sent to Australia, New Zealand and islands in the South Pacific. About 10 per cent goes to Java; South Africa gets some; Central America is quite a customer, and the rest is taken by the British West Indies, Canada and England.

In the form of plug or twist, Petersburg tobacco exported to Great Britain, may be regarded largely as ship's supplies. Withersoever dispersed on the Seven Seas, sailors find comfort and satisfaction in tobacco.

Petersburg tobacco has been chosen by seamen for more than a century. In the Antipodes four generations have expressed a preference for tobacco coming from Petersburg, Va.

### Perpetuating a Reputable Establishment

Continuing the business established by Robert Leslie, the Watson & McGill Co. was formed in 1854, the co-partners being Robert Leslie, Robert L. Watson and John McGill, the founder of the business, and his two nephews. Robert L. Watson died in 1905; the members of the firm then were John McGill and his son, William.

The Maclin-Zimmer-McGill Tobacco Co. came into being some years ago, when four important tobacco manufacturing enterprises in Petersburg were merged—namely, the Maclin-Zimmer Tobacco Co., John H. Maclin & Sons, Zimmer & Co., and Watson & McGill.

### Excellent Facilities

The corporation representing this amalgamation of interests, this consolidation of facilities, is equipped properly to do a very large manufacturing and export business. Its factories are entirely sanitary, right up-to-date and ready to demonstrate day after day the efficiency of the latest labor-saving machinery.

The officers of the Maclin-Zimmer-McGill Tobacco Co. are: W. L. McGill, president; Wm. B. Beach, vice-president, and W. L. Zimmer, Jr., secretary and treasurer. The Maclin-Zimmer-McGill Tobacco Co. is one of the largest manufacturers of twist tobacco in the world.

### In Course of Manufacture

Briefly, the manufacture of plug tobacco may be thus described. From the "auction floor" of the market place during the selling season the tobacco is brought in "baskets" to the warehouse. Entering the elevator, it "shoots up" to the top story and is taken to the picking room, where the various grades of leaf are separated. After the grades are sorted the tobacco is moistened and taken to the stemming room, where the stemming is done. This operation is accomplished strictly by hand.

After the removal of the stem from the leaf, the leaves, which are then termed strips, are run through the drying ordering machine; all the moisture, both natural and artificial, is removed. This machine consists of three compartments of different temperatures, through which the strips are run on an endless wire belt. In the last compartment they are moistened sufficiently by steam to be handled without breaking; they are cleaned from the belt by revolving automatic brushes. After leaving this machine they are packed in hogsheads and stored in storage sheds until wanted. Then they are taken to the factory, opened up and prepared to receive the sweetening matter.

After being dipped in the sweetenings, which are prepared in steam kettles the strips are run through a wringer, composed of rubber rolls, by which process the sweetening matter is thoroughly mixed with the tobacco. They are then run through the drying and ordering machine a second time, after which they are sprinkled with the flavoring used for the particular brand which is being manufactured. The tobacco is now ready for the hydraulic press. After being compressed, the chunk is cut into the desired sizes by special machinery.

### Shaping the Plugs

After the plugs have been cut into the form desired they are taken to the lumps and twist room, where they are wrapped by hand with a leaf of tobacco of extra heavy, thick body, which is known as the wrapper. Then the plugs are packed up in zinc-lined boxes, holding several hundred pounds, which are covered with heavy tops and allowed to draw. The next stage of the process is the press room, where the plugs are pressed into shape. Every plug is packed in metal forms which exactly fit the plug. Then they are pressed by hydraulic power. The different sizes and shapes of the plugs require a numerous assortment of "shapes," as the "shape" must be exactly the size of the plug desired. In addition to this process the plugs are put through several more pressings before they are tagged and packed in the boxes or caddies in which they are to be shipped. Three hydraulic pumps are used to furnish the power for pressing the plugs.

### Twists Are Rolled By Hand

In making twist tobacco, the twists are rolled by hand in the lump and twist room and the operatives, because of the experience gained by long practice, become very expert. All the weights are kept uniform and the twists standard. The twists, after being rolled by hand and pressed by hydraulic power in the press room, are packed in wooden boxes lined with tobacco leaves and kept in the sweat house for a period of three weeks, being subjected day and night to an extreme dry heat during all this time. Then they are transferred to the boxes in which they are to be shipped and taken to the shipping room.

From this busy room in Petersburg flows a steady stream of plug and twist tobacco to all known ports of the civilized and uncivilized world, all bearing the trade mark of the Maclin-Zimmer-McGill Tobacco Co.

## The Edgeworth Tobacco Factory and Equipment

Have you seen the new Edgeworth tobacco factory? The owners and builders claim for it "the last word in modern tobacco factories," and this boast is not exaggerated in the opinion of persons who have been fortunate enough to go through on a tour of inspection. Nothing seems to have been omitted that will save time and labor, and the manufacture of the famous Edgeworth tobacco is proceeding with a smoothness and nicety only exceeded by the manufacturer's claim for Edgeworth quality which has a reputation all its own.

It seems that the Larus plant got its start way back in 1877 on site of the present plant. Shortly afterward they opened a branch plant, and in 1897 they found the two plants were not of sufficient capacity to take care of the rapidly increasing business and both were abandoned for a much larger four-story structure, still standing alongside of the present new building and now in use.

In 1907 these quarters were inadequate and it was found necessary to acquire a large two-story building adjoining, which doubled the floor space and within a few years the business had grown to such an extent that every nook and corner had been remodeled and made available for working space.

In 1911 a disastrous fire occurred in a neighboring establishment, which quickly ignited the Larus plant and it was soon a mass of smouldering ruins. We learn, however, that contracts were let within 24 hours and immediately the work of reconstruction was on. In two weeks the plant was again in operation and shortly afterward the capacity was again at a straining point to take care of the ever increasing demand for Edgeworth.

In 1916 estimates for new construction were considered, but the excessive cost of building forced a further remodeling of the old plant instead. In the four years following there was, of course, no let up in the forward march of Edgeworth and their other brands, and by September, 1920, a new factory became imperative. This was completed and in full operation within a year with a capacity of 10,000,000 pounds annually. It would seem from the present beehive activity in the new plant it will not be long before further enlargements are necessary. As the plant now stands both new and old buildings occupy the entire city block with the exception of a small section used by the Henrico Court House.

The old building is now used in part as a cigarette factory warehouse and stemmery. A description of the elegant new five-story reinforced concrete structure would doubtless be interesting.

On the top floor are found immense drying machines, together with the large vats in which is prepared sweetening, etc. The dried strips are dropped through the floor in large movable bins on the floor below. Here are found the hydraulic pumps and presses, plugs and cutting equipment with every detail worked out to a "gnat's heel."

On floor number three are found the granulating machinery and accessories; also provisions for feeding tobacco and empty tin cans to the floor below, to be used on automatic packing machines.

On floor number two, hand packers, machine packers, tobacco cutters and auxiliary equipment complete the packing room. A spiral chute takes the finished case to the shipping room below, where railroad siding affords ample dispatch in the matter of shipments. Here also is found the plug press room and machine shop.

The basement is used for raw materials of all kinds and a spacious boiler and engine room complete the plant. It is also noticeable that provision is made for a possible tearing out of the end wall to permit extension of the building to the end of the block.

This modern building, with its many huge windows giving ample light to the workers within, represents a part of the great Larus & Bro. Co. Plant at Richmond, Va.

The Larus plant in 1877, 1897 and 1907

## The John B. Adt Co.

Located in Baltimore, Md., and established in 1867, this concern is a recognized leader in the manufacture of up-to-date tobacco preparing machinery, their products being shipped to all parts of the world.

They have recently equipped the new cigarette factories of Baily Brothers & Co., Winston-Salem, N. C., and the Piedmont Tobacco Co., Danville, Va., with Cutters, Dryers, Coolers, Casing and Dressing Machines, Stem Rollers and other auxiliary machinery.

The "Adt" Model "B" 1 Cutter is a powerful machine of large precision cutting capacity, reducing the production costs and is recognized as of the highest type of cutter for accurate results and upstanding quality; the Allen & Ginter branch, Richmond, Va., recently installed six of these Cutters, The Lorillard Co., Marion, N. J., and the Falk Tobacco Co., Richmond, Va., each four of them; other firms have one or more in operation.

The crankshaft of these Cutters placed at the base of the machine, permits of longer bearings, large oil reservoirs and minimizes vibration. The Crosshead, moved by a double connecting rod, equalizing the pull, is provided with hardened renewal steel guides in bronze gibs, reducing friction, wear and renewal costs and insuring constant accurate cutting.

"Adt" Steam Dryers are built on scientific principles, are of heavy construction and operate at the minimum cost of labor, steam and maintenance and furnish a uniformly dried product.

The "Adt" Dissolver is worthy of special mention; a self-contained rotary copper cylinder, it dissolves licorice, sugar, gums, etc., under pressure, putting the mixture into a more soluble state, because of the ability to dissolve the same more readily under higher temperature without the loss of aromas.

Other modern tobacco machinery made by this company are Stem Rollers, Casing Machines, Granulators, Dressers, etc.

## Achieved by Briggs-Shaffner Company

More than ordinary importance attaches to the Briggs-Shaffner Co., of Winston-Salem, N. C. Founders and machinists, according to their dependability, creative genius and capacity for production, take rank and honor as fabricators of the mechanism associated with the wheels of progress in manufacturing operations. For, upon the reliability, speed, economy and efficiency of machinery largely depends the success of manufacturing today. In the tobacco industry, the Briggs-Shaffner Co. has such a good reputation that the company is remembered at once when the services of founders and machinists are needed. This well known North Carolina machine shop is the development of a business established by W. C. Briggs and W. F. Shaffner in 1898.

W. C. Briggs, a native of Maine and a graduate of a technical school in Boston, was the inventor of the Winston cigarette machine. This invention gave a great impetus to the cigarette manufacturing. As one of the leading cigarette machines on the market the Winston, widely used, obtained popularity in many parts of the world. Briggs was the mechanical engineer for the Winston Cigarette Machine Co., but he disposed of his interests about the time that the Briggs-Shaffner firm was organized. The Briggs-Shaffner Co. was incorporated in 1909. With the growth and prosperity of the machine and foundry business that he helped to establish, Briggs was identified until his death in 1915.

W. F. Shaffner, the other member of the firm that founded the business, now is president of the Pilot Real Estate Co. of Winston-Salem, and of the North Carolina Granite Corporation of Mt. Airy, N. C. He is one of Winston-Salem's very influential business men.

The Briggs-Shaffner machine shop at first was a rather small affair. However, in the developing of new machines and devices, and in doing repair and other work where skill above the average was required, the shop prospered. It was necessary to enlarge the business. A suitable location, comprising several acres of ground, fronting on Shallowford street, was acquired and buildings were erected. Later, from time to time, as needed, the facilities have been increased by the purchase of additional land, the erection of more shops and the installation of special equipment. A private spur of the Winston-Salem Southbound Railroad extends through the grounds and facilitates shipments.

In order to obtain a suitable grade of castings for its own use, a foundry was established by the Briggs-Shaffner Co. In 1918 a large and up-to-date brick foundry building was erected. Though intended for their own private use, the foundry for years has been doing a general jobbing business, making a specialty of iron, brass, bronze and aluminum castings for machine shops and manufacturers, for cotton mills. Thousands of pounds of castings have been shipped to northern states. Municipal castings and building castings also are made at times, but the foundry never made much of the cheaper grades of castings. It achieved a high grade of machinery castings for which it established a reputation second to none in North Carolina.

The Briggs-Shaffner always has given special attention to developing and perfecting small machines, and for doing this class of work and for manufacturing machine parts, or building small and intricate machines by contract, there is not a better equipped shop in the section. The Carolina Cigar Banding Machine, Tobacco Stemming machine, Stamp Vending Machines, also the "Cleanair," "Hygrosso," "Normalair" and "Bahnson" Humidifiers are some recent and well known contract jobs. Special attention is also given to the higher class of repair work.

During the past three or four years there has been a great demand for special tobacco working machinery. The Briggs-Shaffner Co. has been busy filling contracts for machines for large tobacco manufacturers and their branches in all parts of the country. Among machines built, for which there has been a great demand, is the Quester Tobacco Cutter for cutting all kinds of cigarette and smoking tobacco. These cutters weigh about 10,000 pounds each. It is a German patent and regarded as the best machine of the kind on the market. To use the expression of a leading tobacco manufacturer, "it is the only machine on the market that will stand up and do the work." Briggs-Shaffner Co. has been granted the license to build and sell these cutters in the United States. The other machines for which there has been a great demand are Cup Machines, for making "cups" or containers for cigarettes; Wright's Automatic Tobacco Packing Machines for wrapping and packing smoking tobacco like "Prince Albert," Bailey's "Superior," etc., Wright's Tin Stamper, for pasting revenue stamps on tobacco tins, etc. All of these machines are automatic in their action and very complicated. Every part has to be carefully adjusted and timed to the smallest fraction of a second so that it will perform its part of the work with clock-like precision. All parts of these machines are made with interchangeable parts.

The new machines which are being developed at this time are a patented machine for hanging tobacco on sticks, which promises to be a great labor saver for factories, leaf-houses, etc., and the "Johnson Patented Tobacco Furnace," for tobacco barn use, which is expected to revolutionize the curing of tobacco and prove of greatest value to the tobacco growers.

The famous Tise Well Fixtures and the Self-Filling Well Buckets, of which there are thousands in use, are other products of Briggs-Shaffner Co., and, next to having running water, affords the simplest, cheapest, cleanest and most convenient method of raising water that can be installed in any country home. They are sold by hardware stores and country merchants.

The officers of the Briggs-Shaffner Co. are: H. F. Shaffner, president, and vice-president of Wachovia Bank & Trust Co., W. F. Shaffner, vice-president, and W. S. Pfohl, secretary and treasurer.

## A Strongly Established Business at Bedford City

Three generations have been represented in the personnel of Clark Bros. & Co. of Bedford City, Va., and the control of this strongly established, well known tobacco firm ever has been in the Clark family. Started in 1884, the concern, in addition to doing a large and constantly extending leaf tobacco business, is a manufacturer of plug, twist, and cut tobaccos for export as well as domestic trade. W. W. Berry, the head of the manufacturing department, is a man of long experience and undenied ability, who is the right man wherever expert knowledge and efficiency are required.

The plant of Clark Bros. & Co. at Bedford City comprises four big buildings all having an equipment complete and entirely up-to-date.

J. A. Clark, the senior member of the firm, is a man of large means, importantly identified with banking and other financial interests in Bedford City and vicinity.

J. T. Clark, who is active in management of the leaf department, joined the firm after graduating from Washington and Lee University twelve years ago. As a successful tobacco man, he is following closely in the footsteps of his father and grandfather.

The firm has a well established trade with European countries, a trade that is steadily developing year after year. The maintenance and extension of this business is due, appreciably, to the methods of Clark Bros. & Co. and the known fairness of the firm in all its dealings.

## John E. Hughes Company, Inc.

La casa de Jno. E. Hughes & Company fué inscrita como Sociedad Anónima en el año 1907, bajo las leyes del Estado de Virginia, E. U. de A., como resultado de muchos años de trabajo del Sr. John E. Hughes y sus asociados en el ramo de Tabaco. La mayoria de los socios de esta casa continuaron trabajando con actividad en la neuva firma, y la Compañia está compuesta en la actualidad por personas que estaban asociadas a la misma desde cinco a veinte años con anterioridad a su incorporación, de manera que en el presente la Compañia cuenta con un número de peritos para las Compras, Manipulación, y para el Comercio en todas clases de Tobacos en Hoja.

La casa Matriz de la compañia está en la ciudad de Danville, Estado de Virginia, pero el extenso desarrollo de su comercio la han obligato a proverse de los mejores medios para las compras de Tabaco en Hojas en Hojas en los varios mercados de este país, y actualmente esta Compañia es la segunda más importante en su ramo en los Estados Unidos, manteniendo propias Fábricas en Danville, Virginia, y teniendo establicidas fábricas y sucursales en das siguientes ciudades:

Richmond, Va.; Roxboro, N. C.; Wilson, N. C.; Robersonville, N. C.; Kingston, N. C.; Darlington, S. C.; Phenix, Va.; South Boston, Va.; Winston-Salem, N. C.; Greenville, N. C.; Washington, N. C.; Henderson, N. C.; Mullins, S. C.; Windsor, N. C.

La Compañia además tiene sus oficinas de Compras en todas las demás principales regiones producentes de Tabaco, incluyendo Clarksville, y Springfield, Western District en Paducah y en los Territorios de Burley, Ohio y Maryland, asi como oficinas y fábricas en todos los principales mercados de Tabaco en los Estados Unidos.

La Compañia tiene en todos los mercados los mejores y más eficientes Compradores de Tabaco y mantiene siempre en sus propios Depositos existencias de grandes cantidades de Tabacos de toda clase y tipo de manera que puede ejecutar pedidos con la mayor prontitud. Mantiene Usinas y Fábricas modernas para la manipulación adecuada, embalaje y despacho de Tabaco, trabaja que debe ser ejecutado en el ramo de surtir, para poder despachar las ordenes sin retardo con la seguridad que el contenido de cada paquete y bulto està garantizado serigual en todo respeto a sus muestras.

Debido al enorme volúmen de sus transacciones la cia, esta en condiciones de cotizar precios con un márgen mínimo de ganancia en cualquier Pedido. Antes de despachar órdenes de Tabaco, cada bulto está examinado y pesado cuidadosamente en sus Depositos, garantizando el tonelage oficial, y si los Clientes lo deseasen, se remiten nuestras de cada uno de los bultos en la partida.

Hace más de treinta años que esta cli. ha exportado Tabaco en Rama en Rama a Gobiernos Extranjeros y a Casas Importadoras de Tabaco del Mundo entero de mode que hoy i a casa John E. Hughes Company Incorporated ocupa una posicion dominante en el mercado de Tabaco.

## Manufacturing in the South

The South with about one-third of the population and area of the country had $6,885,000,000 invested in manufacturing, as reported by the Census of 1920. This was nearly three times the amount of capital invested in manufacturing in the entire country in 1880, and within 13 per cent of the capital invested in manufactures in the rest of the country in 1900. The value of its manufactured products was over $9,808,000,000. The South has over $837,870,000 invested in cotton factories which is four times the capital of the country's cotton mills in 1880. The South is now consuming about 60 per cent of the cotton taken by all American mills.

## The WDC Pipe Factory

The question of "why is a pipe" brings to mind forcibly the fact, even though I myself am not a smoker, that the smoking of a pipe gives the maximum amount of enjoyment with a minimum amount of expense—true economy as it goes from hand to mouth.

Indians in this country, history tells us, are more or less responsible for introducing smoking. Wooden Indians were also used for cigar and tobacco stands; still that does not infer that all tobacco-smokers are wooden men.

We heard a friend once say that a pipe well broken-in represents the fond care of a pipe smoker. Whereupon his wife added: "Yes, and the supreme test of a *wife's love.*"

The Pipe Industry today represents an enormous investment and gives employment to many hundreds of people.

In 1862 William Demuth opened a small shop on Liberty Street. Mostly retail business was done there, and also a little bit of importing. After a while he acted as an import jobber and as the business increased the firm made several changes in location.

Up to this time all manufacturing was done on the premises, but shortly thereafter business increased so rapidly that they were obliged to open up plants in different parts of the city, and moved to 507 Broadway. There also manufacturing was done. But at last in 1898 the plants were all combined into one large plant at Richmond Hill, and today it is many times larger than at that time. Then only 100 people were employed—now there are 900.

When the Richmond Hill factory was opened the business in New York moved its headquarters to 230 Fifth Avenue, the first change in forty years. This was a radical change, inasmuch as all the shipping was done from 507 Broadway. The reason for the warehouse being built at Richmond Hill was, that all the shipping could be done from a point close to the factory.

In the last four or five years the pipe business has had a healthy increase. In 1906 and 1907 the advertising of tobacco and tobacco products brought the increase of pipes up considerably. In recent years WDC pipe advertising has been carried on to an extent that has made the Triangle trade-mark internationally known. This advertising backed by the proven quality of products has resulted in the development of a plant that has the capacity of producing 77 pipes per minute.

The plant of Wm. Demuth & Co. at Richmond Hill, L. I., combines factory and warehouse

## Randolph Meade & Co.

Danville, Va., one of the world's largest Bright Tobacco Markets, has been since 1898, the home of Randolph Meade & Company, Inc. They have, under the direction and management of Randolph Meade, assisted by J. S. Harvey, Jr., enjoyed the business of numerous satisfied customers everywhere bright tobacco is used.

While their home is in the heart of the Old Belt section they do not confine themselves to Old Belt tobacco, but cover all the principal markets in Eastern North Carolina and South Carolina.

Meade Harvey Company, Inc., a subsidiary, is located in Roxboro, N. C.

The plant of the Meade Harvey Co., Inc.

## John E. Hughes Company, Inc.

DANVILLE, VA., U. S. A.

Die Firma John E. Hughes & Co. wurde im Jahre, 1907, gemäsz den Gesetzen des Staates Virginia, eingetragen, und zwar war dies die Folge langjähriger Tätigkeit im Tabakshandel seitens Herrns John E. Hughes und seiner Mitarbeiter. Die meisten dieser Herren sind immer noch wirkend in der Firma betätigt, und das gegenwärtige Unternehmen steht unter der Leitung von Männern, die schon von fünf bis zwanzig Jahre—vor, sowie nach der gesetzlichen Eintragung der Firma—in deren Dienste standen, so dasz die Firma gegenwärtig über die besten Kräfte verfügt, mit besonderer Ausbildung für den Einkauf, Manipulation und Export aller Sorten amerikanischen Rohtabaks.

Die Haupt-Zentrale dieser Gesellschaft befindet sich in der Stadt Danville, Virginia; jedoch hat die Entwickelung dieses Unternehmens die Leitung gezwungen, sich mit den besten Mitteln, für den Rohtabakskauf en den verschiedenen Märkten, zu versehen, in Folge dessen ist diese Firma gegenwärtig das zweitgtöszte Unternehmen seiner Art in den Vereinigten Staaten, mit eigenem Betrieb seiner Tabaksmanipulazionsfabriken in Danville, Virginia, sowie Filialen und Niederlagen in den folgenden Tabaksemporiums:

Richmond, Va.; Roxboro, N. C.; Wilson, N. C.; Robersonville, N. C.; Kinston, N. C.; Darlington, S. C.; Phoenix, Va.; South Boston, Va.; Winston-Salem, N. C.; Greenville, N. C.; Washington, N. C.; Henderson, N. C.; Mullins, S. C.; Windsor, N. C.

Die Firma hat ihre eigenen Einkäufer in allen Tabaksproduzierenden Zentralen, einschlieszlich Clarksville und Springfield, westliche Distrikte Paducahs, für die Burley, Ohio und Maryland Distrikte, sowie auch Lagerhäuser und Filiale in sämmtlichen wichtigeren Tabaksmärkten in den Vereinigten Staaten.

Diese Firma hat die besten und erfahrensten Einkäufer an den verschiedenen Tabaksmärkten und verfügt zu jeder Zeit über Hinreichenden Vorrat der verschiedenen Tabakssorten, so dass Aufträge mit ausgewählter Waare ausgeführt werden kannen. Moderne and umfassende Manipulazionsfabriken werden betriben, worin die sorgfältigste Sortierung und Manipulazion vorgenommen und die Verpackung und Versendung des Tabaks besorgt wird, wo solche Arbeit unter der persönlichen Aufsicht von erfahrenen Spezialisten mit besonderen Fachkentnissen in der Sortierung, Verpackung und Effektuirung der Exportaufträgen verbunden ist.

Da der Umschlag dieses Geschäftes enorm ist, ist sie in der Lage ihre Tabake mit einem Minimalgewinn für jeden einzelnen Auftrag zu notieren. Jeder Ballen und jedes Fasz Tabak wird vor der Versendung gründlich untersucht und besichtigt, genaues Gewicht konstatiert, und Böttcherei garantiert. Auf Ersuchen werden auch Muster jeder Einzelsendung derselben beigegeben.

Mit der Aussicht auf dauernde Geschäftsverbindung werden Uebersee-Kunden, mittelst der modrenen Organisazion dieser Firma, aufs reellste bedient.

## Axton-Fisher Products

Less than two years on the market, Clowns are already in lead and one of the biggest sellers wherever introduced.

The Axton-Fisher Tobacco Co., of Louisville, Ky., will celebrate its 23rd anniversary in business in April, with Clown Cigarettes, its new venture started less than two years ago. Clowns have gone clear over the top and are one of the best selling cigarettes wherever introduced.

The President of the company, Wood F. Axton, when asked as to what he attributed the tremendous success with this new venture, said he believed it was because they had made such a good cigarette to sell 20 for 15c.. and had the advantage of the hearty support of smokers in general.

"In Clown Cigarettes," said Mr. Axton, "we use nothing but well-matured, properly aged, old Kentucky Burley and Virginia nature-flavored tobaccos, which we have balanced up into a blend that just seems to bring 'em back for another pack.

"Another thing, that has contributed largely to the popularity of these cigarettes. is the modern, sanitary conditions under which Clowns are made and the fact that they are made by happy, contented employees at a decent, living wage.

"The treatment of our employees also means much. We look upon them as co-workers and not as mere pieces of machinery to turn out just so much work and then discard them as broken wheels.

"The Axton-Fisher factory maintains a free dining room, shower baths, reading room, free music and insures every employee free of charge from $500 to $1,500 besides other features.

"Our cigarette-making equipment is of the most improved type, thus assuring maximum production and uniformity."

The company also manufactures the famous Old Hill Side, Booster Twist, Axton Natural Leaf and White Mule tobaccos. But its business on Clown Cigarettes within less than two years has reached the volume of practically all their other products.

## Comas Cigarette Machine Company, Inc.

The Comas Cigarette Machine Co., of Salem, Va., was organized in 1889 for the purpose of manufacturing and selling or leasing cigarette machines.

It perfected and marketed in all parts of Latin America and Spain the cigarette machine now known as the *Comas Standard.* The machine makes the tucked-end or Spanish form of cigarettes at the rate of 9,000 an hour or 90,000 a day.

For a number of years the company had a practical monopoly and had scores of machines leased in all the leading countries of Latin America and Spain.

At length there came a change in the cigarette markets of Latin America, by which the open-end or American form of Cigarette rapidly displaced, in large measure, the Spanish form. The company adopted the bold and aggressive policy of acquiring or developing cigarette machines that would meet the demands of their changing market. This policy has since been steadfastly followed; and as a result the company is to-day manufacturing and selling seven different machines as follows:

1. The Comas Standard, the original machine.
2. The Comas Junior, which makes the Spanish form of cigarette and is adapted to the needs of the small manufacturer.
3. The Comas American, which makes the open-end or American form of cigarette.
4. The Comas Monarch Cigarette Tipping Machine, which places cork or gold tips on cigarettes.
5. The Comas Cigarette Packing Machine of four different models.
6. The Comas Automatic Food for cigarette machines.
7. The Comas Circular Knife Grinder.

In addition to these seven machines, which are manufactured at their shop in Salem, the company has contract arrangements with other manufacturers by which it supplies tobacco cutters, granulators and other machines needed in a cigarette factory.

By increasing its list of machines, the company has met the needs not only of the factories in Latin America, but also in other parts of the world. For the first time in its history the company built up a good business in the United States. In recent years it has made shipments to every continent, including Asia, and Africa. Its correspondence is veritably polyglot, and regularly embraces English, Spanish, Portuguese, French and German.

Among the machines manufactured by the company there are two that deserve special mention. The first is the Comas American Machine which was developed in the shop at Salem. It has a large productive capacity, turning out from 350 to 500 commercial cigarettes a minute or approximately 250,000 a day.

This machine is equipped with an improved Automatic Tobacco Feeder, and a cutting mechanism of new design, which has recently been patented in the United States and leading foreign countries.

Another remarkable machine developed and manufactured by the company is its Comas Cigarette Packing Machine of four different types. It is designed to displace packing cigarettes by hand. It is a marvel of efficiency. It counts, wraps, and pastes any desired number of cigarettes in a square or oblong package at the rate of 45 to 55 packages per minute, or approximately 30,000 packages a day. In other words, the Comas Cigarette Packer, a machine 42 inches in length by 36 inches in width, will pack about 400,000 cigarettes a day with a waste not exceeding one per cent.

It is obvious that this machine, which does the work of 25 or 30 persons, is a great labor saver. Its use results in an economy that has commended itself to manufacturers; and as a consequence this Packer has been introduced into many factories in different parts of the World.

The Comas Cigarette Machine Co. has an excellent line of Packing Machines. They have now developed a machine to make the American Form Pouch Package in one operation, counting the cigarettes, placing them in the tin foil, forming the pouch and completing the package on the one machine. The size of the machine can be judged when it is realized the machine only requires ½ horse power and has a net weight of approximately 2,000 pounds. The machine operates at a speed of 45 to 55 packages per minute and is of the highest grade workmanship.

Information regarding these machines may be obtained by addressing the Company at Salem, Virginia.

For a number of years the record of the Comas Co. has been one of steady progress. During the early part of 1916 it erected a new and commodious shop on College Ave., Salem, and installed new machinery. Its business has increased enormously, and at present it is one of the best known companies of its class in the world. Its record for fair and courteous dealing and its cordial relations with cigarette manufacturers in more than thirty different countries have proved to be a valuable asset.

The company was recapitalized in 1921 at $300,000 of which $260,000 is outstanding.

The officers are as follows: S. C. Markley, President; C. Markley, Vice-President; Douglas Bunting, Secretary-Treasurer.

Directors: F. V. N. Painter, Chairman, W. L. Brand, C. D. Denit, C. Markley, S. S. Gale, W. B. Bevill, L. H. Cocke, T. W. Goodwin, and S. C. Markley.

## John E. Hughes, Company, Inc.

John E. Hughes Co., Inc., incorporated under the laws of the State of Virginia, U. S. A., was the outgrowth of many years of work in the tobacco business by John E. Hughes and associates. The company has in its employ a staff of experts for the buying, handling, merchandising and exporting all classes of American leaf tobaccos. The principal office of the company is located in Danville, Virginia, but maintains, in addition to its enormous stocks of all types of tobacco in its own plants in Danville, branch offices and buying plants in the following tobacco markets:

Richmond, Va.; South Boston, Va.; Phoenix, Va.; Wilson, N. C.; Kinston, N. C.; Windsor, N. C.; Roxboro, N. C.; Henderson, N. C.; Greenville, N. C.; Washington, N. C.; Robersonville, N. C.; Winston-Salem, N. C.; Darlington, S. C.; Mullins, S. C.

The company has also its own buyers in all other tobacco-growing sections, including Clarksville and Springfield, Western District, Burley, Ohio, and Maryland Districts, as well as plants and representatives on all other important tobacco-producing sections of the United States.

The John E. Hughes Co., Inc., has on the markets some of the best and most efficient buyers of leaf tobacco; they carry in stock in their own warehouses, at all times, large quantities of the various types of tobacco, so that orders intrusted to them may be selected from ample stocks and shipments promptly made. They maintain modern and adequate plants for the proper handling, packing and shipping of tobacco, all of which is supervised by skilled specialists with expert knowledge of grading, packing and shipping export orders as desired by foreign customers, and their products are guaranteed to be as represented by their samples.

By reason of their enormous volume of business they base their prices on the lowest costs, which enabled the company to export its tobaccos to every civilized country in the world, and established a world-wide reputation during their long experience of over thirty years in the exportation of all grades of leaf tobaccos. The company is also engaged in purchasing leaf tobaccos for foreign governments and importers on a commission basis on contracts; and is prepared to furnish any grades suitable for the manufacturing of cigars, cigarettes, pipe tobacco, chewing and snuff.

## The Biggest Cigar Factory Under One Roof

Commencing unpretentiously, H. Fendrich began manufacturing cigars in Evansville, Ind., in 1850. Enduring, developing and proving to be a continuous success, the H. Fendrich business is carried on, to-day, in a building claimed to be "the world's largest cigar factory, under one roof."

Outside of the factory district of Evansville,

erected on a most desirable location on Oakley and Pennsylvania streets, opposite a beautiful park, the Fendrich block is monumental evidence of the present importance of the business established 72 years ago.

The superbly planned structure, usually known as the Diamond Joe cigar factory, is 448 feet long, 242 feet wide and four stories high. Its immensity is apparent. The building covers 2½ acres. But its size is but one of the many things that commend the fine edifice. It is one of the cleanest, most sanitary, best arranged cigar factories in the country. Each workroom is afforded a maximum amount of daylight, the temperature is regulated to the desired degree, a special refrigerating system supplies all the employees with pure, cool water.

In the factory there is a big cafeteria where the work people may obtain good, carefully prepared food at cost. The company does much for the welfare and comfort of all in its employ. In the factory, a Mutual Benefit Society flourishes. The funds of this society provide prompt aid to workers in sickness or distress. The recreation features and the social activities, in the plant, also are within the province of the Mutual Benefit Society. The entertainments and dances given by the society sometimes are attended by 4,500 people.

Several thousand cigar makers are employed in the factory, and constantly there is a demand for more. To meet the demand for the Charles Denby and La Fendrich brands, the company never has been able to secure all the competent cigar makers wanted. The company operates its own packing plants where the binder and filler tobacco are carefully selected and prepared. Only the best is reserved to be used in the manufacture of Fendrich brands. The rest is sold.

The Charles Denby cigar is wrapped with the finest and lightest Sumatra obtainable. La Fendrich is a Java wrapped cigar, having entirely a clear Havana filler, which tobacco is selected in Cuba by resident buyers.

All the tobaccos are mellowed and aged for several years before they are considered fit, either for Charles Denby or La Fendrich.

Every process is closely supervised. In the one big factory where each bit of the immense output receives due scrutiny, product of uniformly high quality can be assured.

Strict uniformity, unquestioned assurances of quality, back of which is the high and long established Fendrich reputation, that is why the smokers of America consume millions of Charles Denbys and La Fendrichs each week.

## Molins Continuous Cigarette Packing Machines

The Molins Complete Cigarette Packing Machine is the embodiment of more than 30 years' experience and continual improvements.

Hitherto in Cigarette Packing Machines the custom has been either:

(a) to make the cup on a separate machine, transferring them by hand to the filling apparatus, which entails a waste of handling and of material, or

(b) to wrap the wrapper directly round the cigarettes, using the latter as a mould or former, which, obviously, is a varying quantity and produces irregular packets and irregular results, according to the nature of the cigarettes.

(c) Where cigarettes have been wrapped in foil it has been customary to make up a separate foil bundle, which is afterwards transferred and inserted in the outer cup or wrapper, and this entails a foil bundle having sufficient material to hold together by itself.

In the Molins machine the packet for cup is made separately on a steel former and dried electrically, always exact to the one definite size, and delivered automatically to the filling apparatus. Where foil is used the foiled cigarettes are thrust immediately into the cup after they are wrapped, which permits of the use of a reduced quantity of wrapping material and shows an economy of about 10 per cent in this respect only.

Again, practically all packing machines have hitherto operated on the turntable or intermittent motion principle, where obviously there is a big waste of power and a jerky action, all of which is eliminated in the continuity of action in the Molins machine.

The Molins machines are, moreover, provided with automatic stop mechanism and clutch, which give automatically when there is any undue resistance, thus cutting off the power and avoiding any breakages or tight jambs which would take some time to clear.

In cigarette machines, continuity of action and steady running, likewise high output, were not obtained until the continuous rod cigarette was introduced, and the Molins Rotary Continuous Action Packing method is as great an advance over intermittent actions as was the case in the cigarette machine.

The above-mentioned points, and many others which are embodied in the machines, could only have been perfected after a great many years experimenting under *actual factory conditions,* and this is precisely what the company has done for a very considerable period.

The company has over 100 international patents, 1911 to 1922, and has delivered since 1918 more than 300 machines which are working with complete success on a great variety of packings in different parts of the world.

## Triumph of United Cigarette Machine Co.

The United Cigarette Machine Co., of Lynchburg, Va., has achieved a great triumph. In fact its "Triumph-Model U. G." is a machine that makes 800 cigarettes, either tipped or plain, in a minute. How quickly cigarette production can be speeded, and how vastly output may be increased most convincingly is demonstrated by a machine capable of making more than half a million cigarettes every twelve hours. Actually the new Triumph has about double the productive capacity of cigarette machines used in the past.

In the "Triumph—Model U G," marvelous ability to produce advantageously is associated with simplicity and durability. The raw machine is unusually easy to operate. It has a minimum of parts that have to be replaced when worn. It stands up to its work. It does not get out of order easily. In its achievements, much faster and greater production happily is combined with less trouble and reduced expenses for repairs.

Devices can be supplied for making either oval or round cigarettes. The cigarettes may be pasted or crimped. They may be made plain or have tips of gold, cork or paraffin.

In developing its new Triumph, the United Cigarette Machine Co. continues the leadership attained in 1881 when the original cigarette making machine was achieved.

Known as the Bonsack, the earliest machine was equipped with a pasting tube and a device for feeding tobacco by hand. The automatic tobacco feeding device, the company brought out and offered to the trade in 1905.

The best that the Borsack could do, in the beginning, was to make cigarettes with pasted laps. But in Mexico, the West Indies, South America and other places where a market for the machines was created, it was found that the pasting did not serve very satisfactorily. To overcome the objections raised, the company achieved and introduced the device for crimping the lap and eliminating the use of adhesives.

The Universal machine, capable of doubling previous production, was the next big achievement of the United Cigarette Machine Co. Offered to cigarette manufacturers in 1906, the Universal had such a strong appeal that it soon became very widely used and famous. An attachment to the machine, a mechanism that automatically put tips on the cigarettes as they were manufactured, another device very helpful to the cigarette manufacturer, came on the market in 1908.

The U K machine, designed especially to meet the requirements of small manufacturers, appeared and was received with favor in 1909.

In many countries, in practically every part of the world where cigarettes are made in considerable quantities, in all, more than 5,000 machines, constructed by the United Cigarette Machine Co., are operating actively and satisfactorily.

A new accessory that surely will be appreciated by cigarette manufacturers, is the company's "Model S M" automatic knife grinder. In its revolutions in this machine the knife is ground by an emery wheel in a way that gives it a straight bevel, a true cutting edge.

Since the metal of the blade is not uselessly ground away, the knife is made to last much longer. And, more important, its edge insures that the cigarettes will be cut perfectly.

## New Stemming Machine

The Tobacco Stemming Machine Co., of Lynchburg, Va., recently announced the appearance of their latest model machine equipped with several decided improvements over the machine formerly supplied to the tobacco manufacturers.

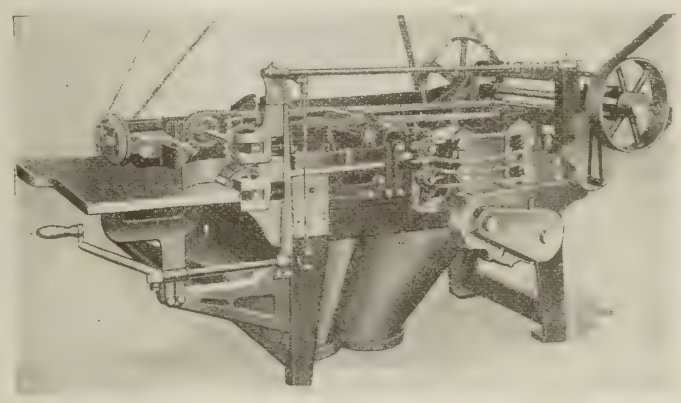
The new model machine is equipped with automatic feeder which dispenses with the labor of one person entirely. The ingenious device for mechanically feeding the leaves into the machine works with such precision that drop leaves have been reduced to an absolute minimum, which means a further reduction in labor cost.

One of the largest tobacco manufacturers in the country operating 100 machines daily has determined the cost of stemming on this company's machine to be less than one-half of the cost of hand-stemming. It is extremely interesting to note that this is based on the old model machine.

The labor required on the machine varies to some extent, depending upon the purpose for which the strips are to be used. The minimum labor requirements are one person to remove the tie leaf from the tobacco hand and shake the leaves apart which are then put into the automatic feed, and one person to search strip. In some cases two searchers are required if the strip must be absolutely free of any particle of stem.

The simplicity of this machine which can be operated by negro women, has helped to solve the difficult labor situation in many domestic factories, and the users of the machine are unanimous in declaring that, all other things being equal, the work of the machine is much more satisfactory than hand stemming on acount of much greater yield due to cleaner stems.

Leaf tobacco requires very little ordering if



New tobacco stemming machine

stemmed on this machine and this has proven another great advantage. Furthermore, the machine will stem practically all grades and kinds of domestic leaf, including ordinary lugs.

The most important feature of the machine and the one which has most readily recommended it to tobacco manufacturers, is its extremely high output. On flue cured tobacco one batery of 40 machines has averaged as high as 1,600 pounds net strips per day, which means 2,000 pounds of leaf stemmed. Assuming that fifteen hand stemmers would be required to produce a similar amount of strip, it is at once evident that the labor cost on this new model stemming machine will be about one-third the labor cost of stemming by hand.

## E. B. Ficklen Tobacco Co.

The E. B. Ficklen Tobacco Co., of Greeneville, N. C., U. S. A., began business operations in 1896, and has been an important factor in the development of the Greenville market from a six million pound market to the second largest bright tobacco market in the world. The Ficklen Company, by prompt, careful and efficient attention to all orders has not only held its original customers, but also made many new ones. It has been necessary for this company to greatly enlarge its plant to take care of its increased business. Their commodious plant shown in this issue is thoroughly equipped with every modern device for the handling and redrying of tobacco in leaf or strips. This concern does not confine its operations to Greenville alone. They own branch plants in Washington, N. C., and New Bern, N. C., and are represented on all the principal markets.

### Expenditures for Education

The South is spending on public schools over $204,225,000, which is about 5 per cent less than the entire country spent in 1900, and $24,000,000 more than the rest of the country spent at that time.

## The Planters National Bank and Its Tobacco Affiliations

Down in Richmond, Virginia, is a banking institution that has so identified itself with the tobacco industry that its name is almost synonymous with the trade. Just as, many years ago, the Chemical Bank of New York was popularly connected with the industry indicated by its name, so it has been for over forty years and still is today with the Planters National Bank of Richmond. Organized in December 1865, just after the disastrous War between the States, the Planters Bank, while serving a great number of tobacconists, made no determined attempt to ally itself exclusively with the trade until the election in 1883 of James B. Pace, one of the most prominent tobacco men of his time. Under the guiding hands of Mr. Pace systematic plans to encourage planters, growers, and manufacturers to use the facilities of the bank were put into motion, and in a few years practically every large producer or manufacturer of tobacco in and near Richmond had some relation or other with the bank. Not only was Mr. Pace interested in serving the tobacco trade of the city, but he welcomed alliances with out of town tobacco men whose requirements exceeded those granted by their local banks. Thus, by 1895, the Planters Bank was truly, as its name implied, a bank for planters and handlers of tobacco.

### Strength Won Patronage

James N. Boyd, who succeeded Mr. Pace, was also a tobacco man of vision, and followed out the plans of Mr. Pace for making the bank headquarters for the trade, meeting with great success. It was during the regime of Mr. Boyd that the bank began to accumulate its tremendous surplus and caused people far and near to do business with the bank on account of the great protection for their funds that was offered.

The farmers and raisers of tobacco were then, and are now, paid for their tobacco with checks drawn on the Planters Bank. As the Bank is conveniently situated to the great warehouses practically all of the farmers would bring their checks up to be cashed, and, in a large number of cases, they would leave a portion of their money on deposit at interest. Although mostly residing in the country, far removed from the bank, they would transact their business, such as depositing additional funds or withdrawing, through the mail, and the bank realizing the importance of catering to this class of business early established a Banking by Mail department. This department issues literature to all the growers adjacent to the Richmond markets, explaining the simple manner in which they can do business with one of the oldest and strongest banks in the South.

### Close Relationship With Tobacco

With fifty-seven years of honorable history behind it, of which the last forty have been marked by close relationship with the Tobacco industry, the Bank faces the future well fortified and equipped with the necessary experience and judgment to successfully insure rendering sympathetic and intelligent advice and co-operation to the great industry. The tobacco leaf itself is the trademark of the institution, harmonizing in appearance with the bank, and so well known has it become that it is hardly necessary to run any signature under advertisements appearing in Richmond papers when the tobacco leaf is used.

Exclusive of the officers of the bank who serve also on the board, five out of the remaining eight directors are tobacco men of wide experience. They are:

Jaquelin P. Taylor, Chairman of the Board of the J. P. Taylor Co., and the Universal Leaf Tobacco Co., Inc.

John W. Boyd, President of John W. Boyd & Co., Inc, leaf tobacco.

R. Latimer Gordon, Vice-President of the Universal Leaf Tobacco Co.

A. D. Williams, producer and farmer.

## Wright, Smith & Co.

This firm located at Mayfield, Ky., is a consolidation of the former firms of S. B. Smith & Co., and W. F. Wright & Co. and is composed of W. F. Wright, S. B. Smith and John Byron, all well known young men of high character and

Plant of Wright, Smith & Co.

financial responsibility. They have a wide acquaintance among tobacco growers in their section.

The firm has ample financial resources and warehouse capacity to handle a large volume of business.

By their many years of square dealing with the dark tobacco trade in the Black Patch, as well as with a large number of foreign buyers, they have established themselves solidly, and their success in the new organization is assured.

## A Progressive Organization

The China American Tobacco & Trading Co. was organized with its home office at Rocky Mount, N. C., in 1918, with an authorized capital of five million dollars. Since its organization, it has constantly grown and expanded until today, its buyers cover all the important tobacco markets of Virginia, Kentucky, Ohio, the Carolinas and Georgia, while its packing and redrying plants are centrally located to handle and pack tobacco from all districts.

Its president and organizer is J. O. W. Gravely, familiarly known to the Trade as "Capt. Jack." He has been actively engaged in the tobacco business continuously for nearly forty years, and the China American Tobacco & Trading Co., is the outgrowth of these long years of experience. Around him, he has gathered the personnel of the company, who are men of long experience and proven ability, each being an expert in some department of the business.

The success of the China American Tobacco & Trading Co., whose business now extends to practically all parts of the world, together with the worldwide friendship which it enjoys among its customers and acquaintances in the Trade, is signal proof of the ability, sagacity, and integrity of, not only its President, "Capt. Jack," but also its entire personnel and representatives throughout the world.

The packing and redrying plants of the Company are well situated and built in the most approved style for the inspecting and grading of tobacco, and are equipped with the most modern and up-to-date machinery for safe and sound handling and packing. The combined capacity of these plants is conservatively estimated at 35 to 40 million pounds annually.

Its central storage houses are located at Rocky Mount, N. C., and Richmond, Va. These are modern storages in every particular, enjoying the minimum storage and insurance rates; and are located at central railroad points, with ample railroad sidings, thus commanding the most convenient facilities for distribution and shipping, both locally, and for export. The Company is now building a second storage in Rocky Mount, N. C., and has recently acquired additional land for the erection of more storage houses in Richmond.

The Company has representatives in many foreign countries for the sale and distribution of its tobacco; while in South America and the Far East it has direct connections with the growers of tobacco for handling and packing tobacco in those countries; so that, it can, therefore, supply any demand for tobacco from those countries.

The steady, solid growth of this Company, with its facilities in all parts of the world, and the wide range of its activities in handling and packing all kinds of tobacco, fully qualifies it to supply the demands of any customer; the smallest order receives the personal attention of one of its experts. As Capt. Jack one day expressed it—*"Big enough for the biggest, Small enough for the smallest, Personal attention for all,"* and this has become the slogan for the Company.

## W. R. Nagel & Co.

The firm of W. R. Nagel & Co. has been in existence since 1907. Its principal business is exporting tobacco to all parts of the world. The firm maintains agencies for our hogshead tobaccos in Stockholm, Bremen, Rotterdam, Algiers, Tunis, Canary Islands. The concern's African department has developed in the last 10 years to great dimensions, and it is now one of the largest suppliers of African tobaccos in the United States. The African Department has special agencies in Liverpool, which is also taking care of the Manchester and London business; other agencies in Hamburg and Bremen. Besides selling tobaccos through the Continental and African agencies, W. R. Nagel & Co. are doing quite considerable business direct with some of the largest importers of tobacco in Holland and Belgium. The firm makes it a point not to sell directly to manufacturers, but is selling directly to importers in the various markets. The company is buying tobaccos in the Clarksville and Springfield sections, as well as the entire Western District and aircured sections. The head office is at Paducah, Ky.

## The Tobacco Export Co.

The Tobacco Export Co., with American offices located in Clarksville, Tennessee, has its head offices in Europe, at Basle Switzerland and Antwerp, Belgium.

Operations are carried on in all the important

Clarksville Plant of the Tobacco Export Co.

markets of the world with buyers in all countries where tobacco is grown.

All connected with the company have had a life long experience in the tobacco business and needless to say, are experts.

Warehouses are operated or controlled in most of the important parts of Europe where stocks of tobacco from all origins are held available for immediate shipment.

## Rudolph, Hach & Co.

Rudolph, Hach & Co., as re-handlers, dealers and brokers, are connected very prominently with the tobacco trade at Clarksville, Tenn. And it means something to occupy a position of eminence in Clarksville, one of the older tobacco markets of the country. For more than a century the Clarksville district has been famed as a producer of dark tobaccos. Its exports have been important. Likewise its home trade. home trade.

The officers of this progressive corporation made a wise choice when they chose to establish their main headquarters in the very heart of a famous old tobacco district.

erations, of service to the trade, such as are performed by Rudolph, Hach & Co.

Their intimate relation and close contact with practically everything occurring in the various markets throughout the "dark fired" district, their expert knowledge of export trade, their direct connections with big foreign customers, their progressiveness, their advantageous and high standing, give the men who manage the affairs of Rudolph, Hach & Co. great opportunities to be of service. And the company is an exemplification of successful management.

The officers of the company are, Adolf Hach, president; J. Suhling, vice-president; R. Dünzelmann, secretary and treasurer; N. Atkinson, assistant secretary and treasurer.

**Another Tennessee tobacco field in late September, this one on the plantation of J. H. Long & Son, Cedar Hill, who market the leaf through Rudolph, Hach & Co.**

Their prestige in Clarksville is not something that could be achieved in a day. It represents the growth of years, the substantial upbuilding of business, the character tests that time applies.

Besides establishing itself as an important exporter, the company has built up a home trade that is constantly expanding. In Clarksville it has attached to its offices large, convenient, well-lighted sample rooms. It owns and operates the largest and best equipped re-handling and prizing houses in Clarksville; it has, also, a smaller plant to take care of the eventual overflow. Having the biggest storage houses in Clarksville, Rudolph, Hach & Co., are in a position to store and handle tobacco for other dealers.

The corporation has branch houses for packing of leaf tobaccos in Russellville, Adairville, and Murray, Ky.; Orlinda, Cedar Hill, and Dover, Tenn.

In Springfield, Tenn., the company has one of the best equipped and most advantageously located factory properties in that town. Here the company handles plug wrappers, spinners, cigar wrappers and all other tobacco grades, re-handling and prizing. R. E. Glover is the Springfield manager.

At Hopkinsville, Ky., the company has a stemming and prizing house for strips, leaf and lugs. L. B. Cornette is the manager of this house.

In one of the Clarksville plants the company re-handles and redries Africans, black fats, and all grades of leaf and lugs.

Since public tobacco warehouses may not have desired stocks to be drawn upon, at demand, there are greater possibilities now for op-

## Wm. Boucher & Sons

Established 1888 by William Boucher, Sr.

Two weeks after the disastrous fire of 1904, which completely destroyed the entire plant, began manufacturing cigars, having received shipments of tobacco from New York by express.

Leading brand manufactured now is Nacirema, distributed in New York by G. W. Faber, Inc.; in Philadelphia by M. J. Dalton. Clear Havana filler shade grown wrapper cigar, made in 10 sizes, ranging in price from 10 cents to 20 cents. William Boucher, Sr., just returned from Cuba, where he purchased large quantity of exceptionally fine filler tobacco.

## Wright-Hughes Tobacco Co., Inc.

Located at Winston-Salem, North Carolina, in the heart of the famous "Piedmont" Old Belt section, and equipped to handle orders or contracts, both for domestic and export trade, the Wright-Hughes Tobacco Co., Inc., has recently equipped its plant with modern "Proctor" redrying machinery. Their yearly capacity is 7,500,000 pounds, with storage facilities of 5,000 hogsheads, carrying a low rate of insurance. They usually have in stock for sale, a fine line of cigarette tobaccos of both Virginia and Carolina types, also good to medium fillers and cutting leaf. Their packing is dependable, and they guarantee tobaccos to come up to samples in every respect. All business is given careful personal attention. The concern has been in business since 1915. They have a long list of satisfied customers.

## J. C. Muller's "Excelsior Record"

Scant need to voice the praise of cigarette making machines so approved and dependable that a big manufacturer unhesitatingly bought a hundred or more of them at a time. Conceded to be capable of producing 36,000 cigarettes per hour, the Excelsior Record cigarette making machine is accorded preference by numerous large manufacturers of cigarettes in Europe. And the machine, which is noted for the excellent finish it gives to cigarettes, is declared to be very satisfactory wherever used in America. With it, the cigarettes may be made plain or tipped with paraffin, cork or gold.

The Excelsior, which turns out cigarettes at the rate of 15,000 per hour and is adopted to the making of either plain or tipped cigarettes, is another type of machine, constructed and priced to meet the requirements of smaller manufacturers.

The Excelsior Record and the Excelsior, together with cigarette tube making machinery of various descriptions, machinery for making cigarettes with cardboard mouthpieces, tobacco cutting machines and grinding machines for tobacco cutters are specialties supplied to all parts of the world by J. C. Muller of Rotterdam, Holland.

The House of J. C. Muller is well prepared to serve customers in the United States, Mexico; Central America, the West Indies, South America, the Philippines, China or practically anywhere that cigarette making machines may be desired.

## Wealth of the South

The estimated true wealth of the United States in 1880 was about $43,642,000,000, while the estimated true wealth of the South in 1920 was approximately $70,000,000,000 or probably double the wealth of the entire country forty years ago.

**IMPORTANT TOBACCO PLANT OF JOSEPH E. BEACH & CO., BLACKSTONE, VA.**

**In this substantial brick structure they conduct a large volume of business as dealers and rehandlers of leaf tobacco, strips, scrap and stems**

TOBACCO
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MARCH 30, 1922.

## ADDITIONAL TOBACCO TAXES UNJUSTIFIABLE

To overdrive a good horse is foolish and cruel. To tax too heavily an industry that long has been a big contributor to the national revenue is about the worst thing Congress could do.

Tobacco is the only farm product from which the U. S. treasury steadily derives an immense income. The bulk of the tobacco imported by this country is raw material used in manufacturing.

Either in the form of internal revenue or tariff, excessive taxation is sure to be ruinous to the tobacco business.

There is a limit to what the ultimate consumer will bear. Higher taxes, necessarily increasing prices of cigars, cigarettes, pipe tobacco, plug or snuff, naturally narrows the market. Inability to sell immediately will cause production to decrease.

Induced by disproportionate taxation, the decline of business will make government collections less than what would be obtained from lower taxes on a larger output.

Abortive will be the effort to extort from tobacco, by unjust taxation, more than tobacco can afford to pay. For, if burdened and discouraged by heavier taxes, the tobacco business has to stagger along, the attempt to obtain increased revenue will be disappointing because of the slump in production.

Whether one way or another, if the margin of safety is ignored in the imposition of taxes on tobacco, the government will be, financially, one of the sufferers.

Though tobacco, at times is accounted among luxuries, the undenied fact is that, to millions of Americans, tobacco is a necessity. How necessary tobacco is for the comfort and contentment of men was emphasized during the war. In effect, excessive taxation would assist to deprive many of tobacco.

Supposedly, taxes are placed where the most money may be obtained with the least hardship. To impose greatly augmented taxes on tobacco now would be an act of destruction. Manufacturing would be diminished. Trade would be impeded and reduced. Acute and widespread distress would be caused. And, eventually, the government receipts from tobacco would be decreased.

On the other hand, a continuation of fair taxation would be a sort of guarantee of renewed prosperity.

How extensively the tobacco industry is taxed is not indicated entirely from internal revenue statistics. Directly from tobacco, in 1921, internal revenue collections amounted to $255,319,385.49. To this tremendous sum must be added the customs duties collected on all the cigar and cigarette tobacco imported.

Computed at retail prices, it is estimated that Americans consumed in 1921, cigars, cigarettes, smoking tobacco, chewing tobacco and snuff for which they paid approximately $1,500,000,000. For these commodities, the cigar, cigarette, tobacco and snuff manufacturers probably received no more than $1,000,000,000. It appears that the government received, in the form of direct taxes, upwards of a third of the value of the total output of tobacco products, at wholesale prices.

Since 1781, tobacco has been called upon to do its share in supplying the funds necessary to run the country. But never before, in the history of the United States were tobacco taxes so burdensome as they are to-day.

Small wonder then that the protest against additional tobacco taxes is unanimous and most vigorous. It is hard indeed to see what gratification Congress has, for entertaining propositions to tax tobacco more grievously. The excuse, of course, is that additional money is needed. But until every other possibility of proper taxation is exhausted, it truly seems that tobacco should be exempt from further imports.

## A SIGN OF GREATER SUCCESS

In growing older, we are inclined more or less to look back fondly on by-gone days. To some the time, when grandfather was a youth, seems to have been the golden age. It is beneficial, on occasion, to review what was accomplished in the past. But comparisons are not always fair. Memory may throw rather roseate lights on conditions that existed long ago. Yet the things most profitable to see the opportunities at present offered. In the tobacco industry as it is developing in Dixie today, there is a promise of steady betterment. Men of experience and excellent judgment firmly believe that improvements in business are sure to occur in the near future. Farmers, warehousemen, manufacturers and exporters are making their preparations accordingly. Devoted to Dixie, this big edition of Tobacco in fact is an exposition of the enterprise and confidence now manifested in the South.

Since 1908 the water-power development of the South has increased from 991,941 horsepower to over 2,250,000. The undeveloped water-power of the South is estimated at over 8,000,000 horse-power.

# Worth a Billion Dollars to the South

A sudden and widely increased demand for granulated bright smoking tobacco gave additional impetus to the tobacco industry in the South, after the Civil War. Before all of the Northern troops had been mustered out, ex-soldiers commenced writing to North Carolina and Virginia to obtain the good bright smoking tobacco that so appealed to their taste when they first tried it while campaigning under Grant and Sherman. As a direct result of the demand thus created, the Bull Durham business eventually was developed to its present immensity. From a whistling station on an unimportant railroad, Durham, N. C., became a world world famous center of tobacco manufacturing.

### A Chief Aid to Restoration

Though, during the "reconstruction period," progress was impeded and much time elapsed before the impoverished South could recover from the devastating effects of war, in many sections it was tobacco chiefly, that produced the cash needful for the rehabilitation of business.

In North Carolina, especially, the development of tobacco manufacturing is associated with the growth of cities. In 1875, when R. J. Reynolds, with a total capital of $7,500, commenced tobacco manufacturing in Winston, that little village hardly had more than a sleepy existence. Winston-Salem, today, is the largest city in North Carolina and no other city on earth exceeds Winston-Salem in tobacco manufacturing.

### Evolution of the Cigarette Industry

The tremendous increase of the use of cigarettes, in the past two generations, has multiplied the importance of tobacco manufacturing in the South. According to internal revenue statistics only 175,360 cigarettes were made in the United States in 1866. Even in the tobacco districts, the smoking of cigarettes then was so uncommon as to be almost unknown. Ten years later, however, the habit was beginning to be more popular; 77,420,580 cigarettes were manufactured in this country in 1876. American cigarette production, in 1885, passed the one billion mark. Each succeeding year saw a greater output of cigarettes. The general depression of business, the world wide stagnation of trade, throughout 1921, did not cause American cigarette production to decrease. Despite adverse conditions, the output increased 13¾ per cent. The United States manufactured, during the past year 50,880,378,488 cigarettes on which internal revenue taxes were paid. In addition to this stupendous production, the annual output of American cigarette factories included billions of cigarettes that were exported and did not figure in internal revenue returns.

### Cigarette Exports

The extent and value of United States cigarette exports, for three years past, is tabulated as follows:

| Year | Quantity | Value |
|---|---|---|
| 1919 | 16,211,769,000 | $38,070,451 |
| 1920 | 15,833,870,000 | 35,997,374 |
| 1921 | 8,543,676,000 | 16,779,846 |

The imposition of higher tariffs by various European countries, the inability of merchants abroad to buy, because of the demoralization of exchange and the deflation of credits incident to a distressed state of business, naturally operated to reduce United States exports of cigarettes during the past year. But the situation is not hopeless nor entirely discouraging. The desire to buy American cigarettes is persistent and with the return of better times will come an immediate and great increase of our cigarette exports.

### Chief Centers of Cigarette Industry

Of the 311 cigarette factories in this country, New York and Jersey City justly may claim to have some that are very important. But the bulk of American cigarette production is achieved in the South. Winston-Salem, N. C., Richmond, Va., Petersburg, Va., Durham, N. C., Louisville, Ky., Reidsville, N. C., and Wheeling, W. Va., respectively are chief cities in cigarette manufacturing. In the cities named, the cigarette plants are up-to-date factories that would be creditable indeed to any industry. Thoroughly modern in construction; in arrangement and equipment, scientific and complete; kept scrupulously clean, entirely sanitary, offering the finest working conditions, these great factories are outstanding evidence of the immense importance of cigarette production in Dixie.

### Tobacco Manufacturing Centers

Of manufactured tobacco, including smoking, plug and chewing, the principal part of the country's production is the output of factories in the South. St. Louis, Mo., leads in the manufacture of plug tobacco. Of smoking, immense quantities are made annually in Winston-Salem, N. C., Durham, N. C., Richmond, Va., Louis-

ville, Ky., Baltimore, Md., Petersburg, Va., Reidsville, N. C., Wheeling, W. Va., and Covington, Ky.

In the decades following the Civil War, chewing tobacco was consumed more largely than it is today. In 1866, manufactures of smoking, plug and chewing, represented an annual output of 36,639,020 pounds. In 1876, it had increased to 107,063,516 pounds. In 1886, a year's production represented 186,426,193 pounds. By 1906, the annual output totalled 354,915,490 pounds. In 1916, production was augmented to 417,235,951 pounds. For quantity produced, 1917 with its output of 445,763,206 pounds was the record year for tobacco manufacturers. Production in 1920 amounted to 363,688,795 pounds. And 350,705,049 pounds was the output in 1921.

### Snuff Production

By the man who never takes a sniff, scant importance may be attached to the manufacture of snuff. Yet the steady development of snuff manufacturing is a feature of the growth of the tobacco industry in the South. In 1866 the United States produced 1,745,434 pounds of snuff. The snuff manufactured, mostly in Virginia, Kentucky, Maryland and Tennessee, during the past five years, is shown, as follows:

| Year | Pounds |
|---|---|
| 1917 | 35,377,750 |
| 1918 | 35,036,561 |
| 1919 | 34,895,173 |
| 1920 | 36,126,387 |
| 1921 | 35,791,386 |

### Leaf Exports Greatly Reduced

Because of the chaotic condition of European trade, since the great war, United States exports of unmanufactured tobacco have been sadly reduced. In fact, the export tobacco business has been regarded as "almost moribund" during the past three years. In former times half, or more, of the Southern tobacco crop was exported. From some districts, the bulk of the production used to be shipped abroad.

### Chief Production States

With the indicated acreage of each the States largely identified with the production of cigarette, pipe, chewing, snuff, and "export" tobaccos are: North Carolina, 554,000 acres; Kentucky, 550,000 acres; Virginia, 230,000 acres; South Carolina, 135,000 acres; Tennessee, 110,000 acres; Ohio, 55,000 acres; Georgia, 30,000 acres; Maryland, 29,000 acres, and Indiana, 18,000 acres. In Missouri, upwards of 3,000 acres are devoted to tobacco and Alabama grows tobacco on approximately 2,000 acres. In the other Southern States, tobacco cultivation is unimportant.

Tabulated according to types and districts the average acreage and production of pipe, cigarette, chewing, snuff, and "export" tobaccos are as follows:

| | Acreage | Production (lb.) | Yield per acre (lb.) |
|---|---|---|---|
| Burley District | 313,000 | 262,920,000 | 840 |
| Paducah District | 137,000 | 110,240,000 | 800 |
| Henderson or Stemming Dist. | 106,500 | 87,330,000 | 820 |
| One-sucker District | 47,500 | 37,050,000 | 780 |
| Clarksville and Hopkinsville District | 126,000 | 100,800,000 | 800 |
| Virginia sun-cured District | 13,000 | 8,320,000 | 640 |
| Virginia Dark District | 70,000 | 47,600,000 | 680 |
| Old Belt—Virginia and North Carolina | 395,000 | 201,450,000 | 510 |
| New Belt—North Carolina and South Carolina | 463,000 | 277,800,000 | 600 |
| Maryland and Eastern Ohio export | 33,500 | 24,120,000 | 720 |
| Perique-Louisiana | 400 | 174,000 | 434 |
| All other | 22,600 | 12,801,000 | 566 |

### Famous Cigar Tobacco District

In Gadsden County, Fla., and Decatur County, Ga., is contained a famous cigar tobacco district, the pride of the South, comprising rather more than 7,000 acres, part of which is noted for tobacco grown under shade.

### Florida's Cigar Production

Cigars represent Florida's chief activity in manufacturing. Tampa boasts of ability to make a million cigars a day. Key West likewise has claims to fame for cigar production, though the output there is less than Tampa's. Baltimore, Greensboro, N. C., Savannah, Ga., Wheeling, W. Va., and many other Southern cities have important cigar factories.

The world's largest cigar factory, a huge, wonderfully well managed institution, is in Richmond, Va. This immense plant, if worked to capacity, can produce 750,000,000 little cigars annually.

### Passes Through Many Hands

Before it reaches the ultimate consumer, tobacco passes through many hands. It would be hard indeed to ascertain the exact number of people who, directly or indirectly, are given profitable employment in Dixie by tobacco. From the tiller of the soil to the retailer of the finished product, everyone wants a share of the proceeds of the industry. Including pay to all people employed, nearly a billion dollars yearly, extracted from tobacco, according to crops and prices, is distributed in the South among farmers, warehousemen, rehandlers, manufacturers, exporters and merchants.

### Represents Enormous Investments

Who can determine the value of tobacco investments in Dixie? According to productivity, locality and improvements, land may be valued. In some districts, land adapted to the cultivation of tobacco might vary in value from $35 to $300 an acre. Taking into account the farm buildings and improvements, $50,000,000 might be a low estimate of the value of tobacco land in North Carolina. Natives of the "blue grass" region, quite probably, would assert that the tobacco land in Kentucky is worth $50,000,000 or more. Other states would insist on a valuation corresponding to their acreage.

For land devoted to shade grown tobacco in Florida and Georgia, the price would have to be very high to tempt an owner to sell.

A rough estimate of the actual value of all the tobacco land in Dixie would be about $175,000,000.

### Annual Expenditures

To this must be added the outlay of the farmers for work animals, vehicles, tools and agricultural implements. Such essentials to tobacco culture imply the expenditure of millions of dollars annually.

Then there is the cost of fertilizer, something every tobacco grower has to figure on each year. In the aggregate, the annual fertilizer bill amounts to many millions.

### Plants and Machinery

In the towns and cities of the South, the tobacco warehouses, the re-drying plants, the cigarette tobacco, cigar and snuff factories are buildings conspicuous among the properties on which high taxes are paid. Cigarette and tobacco factories now are associated with the use of semi-automatic machinery, mechanism that is extensive and expensive, scientific equipment that represents the permanent investment of big sums of money and the constant disbursement of more cash for proper maintenance, repairs and aenewals.

### Aggregate Value Hard to Compute

What the total value of all these factories and their accessories may be, possibly only a convention of assessors of taxes could tell.

Entirely identified with tobacco, manufacing and mercantile companies, whose stock issues are bought and sold on open markets to which the investing public has access, are capitalized at $578,411,650. Despite the depression of business and the downward trend of stocks generally, these listed tobacco securities yet have a market value well above that figure.

### Trade Marks Worth Many Millions

Related to the appraisal of tobacco properties in Dixie, there are things of enormous value, yet their valuation may vary according to opinion. In court, a number of years ago, it was proven beyond question that the Bull Durham brand, even then, was "worth more than ten million dollars." In fact, it was conceded that the brand was priceless. Experts, masters of finance, captains in the tobacco industry, were unable to say precisely what sum, in excess of $10,000,000, correctly would represent the actual worth of Bull Durham.

Though the Camel brand of cigarettes as yet isn't ten years old, $10,000,000 would be considered a ridiculously low valuation of the brand. It is unlikely that the offer of $25,000,000, in cash for the brand alone, would induce the owners to sell. And there are a number of other cigarette and tobacco brands, each of which, conservatively, could be valued at several millions.

### Improved Cultural Methods

In various ways, tobacco brought great wealth to the South. And it did more. By offering additional compensation to the intelligent, diligent and careful farmer, tobacco culture has induced many to use the land to best advantage. "Hit or miss" methods were abandoned. Antiquated ideas went into the discard. Indifferent farming failed to pay. Tobacco is a jealous plant. It requires constant attention. Work must be done precisely at the right time. Neglect or delay may be ruinous. To look after his crop properly a grower must be vigilant, always on the job. To have a good crop, year after year, the planter must know tobacco. His accurate knowledge should cover every operation from the seed bed to the curing shed. The possibilities of the soil, the advisability of rotation, the remedies for "sickness" of the land, what fertilizer to apply, how to prepare the land, when to plant, the ways and means of keeping the field in finest condition, how to "get the best" of insect pests, all the incidentals of cultivation and care, the time to harvest, the surest methods of inducing the quality and color desired in the leaf, the insuring of the right curing and to arrange for profitable marketing, these are a few of the things that the representative grower knows rather thoroughly.

### Must Be More Than Ordinary Farmer

From scant labor, grudgingly applied to a patch of corn or cotton, a lazy, shiftless, incompetent man may eke out an existence. But success, in growing tobacco, is obtained arduously. The vigilance required, the difficulties to be overcome, the labor demanded, the experience necessary, the dependability that has to be manifested, naturally cause the tobacco grower to be more than ordinary farmer. The tobacco grower, in proportion to his success, is a help and a credit to his community.

### Able to Diversify

In the Carolinas, Kentucky, Virginia, Tennessee, Georgia and Maryland, the man who raises tobacco successfully, is interested usually in the production of other crops. As a rule, his fields are well tilled. To whatever he grows he gives careful attention. His thought and toil are not restricted to tobacco alone. His zeal and skill extend to all that pertains to his farm. Therefore it is noteworthy how agriculture has advanced and farm values have increased in the tobacco district of the South.

### Caused the Growth of Other Inudustries

The rise of the tobacco and cigarette factories stimulated the manufacture of equipment and tobacco working machinery. Growth of the tobacco business induced the establishment of additional banks, it encouraged the extension and improvement of railroads and highways; it caused thousands of new homes to be built; it enabled numerous enterprises to thrive by deriving a share of the prosperity of those employed in the tobacco industry.

### Priceless Benefits

Taking all things into consideration it may be said, rather safely, that tobacco brings nearly a billion dollars yearly to the South, directly or indirectly. In addition, the tobacco producing districts receive benefits money could not buy.

# Showing Up Cigarette Crisis in San Francisco

## Refusal of Liggett & Myers Tobacco Co. to Participate in Price Cutting Considered Very Important—House of Judell Having Great Success with Fighting Bobs.

San Francisco, March 21.—The big topic of discussion among dealers here, this week, was a circular to salesmen issued by the John Bollman branch of the Liggett & Myers Tobacco Co. Pertaining particularly to the cigarette situation, the communication arousing so much interest is worded as follows:

"This company has decided not to meet the recent price reduction to $6.80 per thousand on certain competing cigarettes. Instead, we have announced to the trade, as you know, a list price of $7.20 per thousand on Chesterfield and Piedmont.

"We realize that in spite of your best efforts, this may cost us, temporarily, some loss in volume, but the situation today presents possibilities for such lasting damage to the tobacco business that, for the welfare of the industry, a halt must be called by some one. Despite the sacrifice involved, therefore, we believe it is time for this company to use all its influence to combat present tendencies. It is important that every salesman fully understand our position, so that he can do his utmost in the vital work of explaining our policy correctly and clearly to the trade.

"No industry can continue to prosper unless its every branch—manufacturer, jobber, retailer—can be assured of a living profit. Tobacco history has demonstrated that to make such a profit, the jobber requires a 10 per cent margin and the retailer a 25 per cent margin, but it is no secret that these new list prices of $6.80 per thousand were made in an effort to have certain brands retail at 15 cents.

"At this price, the retailer would make, instead of 25 per cent, only 10.3 per cent, unless the jobber shared his loss, in which event the jobber's 10 per cent would be cut perhaps to 5 per cent, perhaps even lower; and on any such margins as these, the cigarette business ceases to be attractive to the better elements in the industry.

"It is to combat the present headlong tendency in this direction, that this company has decided against meeting the $6.70 price. To do so would, we believe, encourage the entire industry to continue the price-cutting contest.

"We, therefore, propose to stand on a price basis which allows a fair living profit to ourselves and to our customers. At $7.20 per thousand, Chesterfield and Piedmont may profitably be sold at 18 cents, for at this price they yield 10 per cent to jobbers and 25 per cent to retailers.

"The point of this whole letter is that we are not encouraging either, jobbers or retailers to give up any part of their profits. We do not ask jobbers to give larger discounts, nor retailers to sell at 15 cents. We are not seeking larger volume at the expense of our customers.

"With cooperation from the trade, we hope that our policy will help materially to hasten the return of normal price conditions throughout the industry."

H. L. Judell & Co. announce the Fighting Bobs are meeting with great favor. The company now has in preparation handsome window displays that will be circulated throughout the coast region. The Fighting Bob, a five-center, comes in four shapes, Presidentes, Royals, Panatellas and Regalias.

Emil Judell of H. L. Judell & Co., is a member of a party of boosters sent this week into the San Joaquin Valley by the San Francisco Chamber of Commerce, this being a part of a general campaign to develop San Francisco more extensively as a business center.

Wedding bells again have rung out in the Bercovich family, Miss Gertrude Markovits, a niece of Harry Bercovich of the H. Bercovich Cigar Co., was married last Sunday at the Hotel Oakland to Sydney Rosensweig of Chicago.

The new packing of "III" cigarettes appeared on the market this week. There are 15 in a package and they are retailed at 10 cents. Retailers and jobbers alike report a healthy demand for the new package.

Anglo Petri, head of the Petri Cigar Co., manufacturer of Van Camp cigars, is now in the east on a business trip. Mr. Petri will visit a number of factories and obtain ideas for the new plant he proposes to establish at Battery and Vallejo streets, San Francisco. Mr. Petri also will visit the distributors of his Toscani cigar.

The Elko Drug Co., Elko, Nevada, of which W. R. and L. W. Englert are owners, has opened a cigar department. According to travelers who have visited Elko the store has a handsome display.

Billy Lawson, owner of the cigar stand in the Riverside Hotel, Reno, Nevada, suffered the complete loss of his stock and fixtures in a fire which recently destroyed the hotel.

John W. Glenn, Rio-Tan missionary on the Pacific coast, is now cruising through the San Joaquin Valley.

H. Bercovich Cigar Co. is arranging a number of interesting window displays for El Sidelo cigars, these to be shown in the chain of Bercovich stores in central California

Izzy Mendelson, of Ehrman Bros., Horn and Company, met with a mishap on his recent Nevada trip. Izzy sat down so often to write orders that he wore a hole in his trousers. There wasn't a tailor to be had and Izzy abhors patches, so the best he could do was to look for a barrel and telegraph Mrs. Mendelson to hurry along another suit. Prohibition being a federal law there were no barrels to be had, so Izzy wore his overcoat everywhere he went, even into the dining room. The new suit arrived and Izzy was permitted to leave Nevada unmolested.

Mack Horn of the Golden State Leaf House is visiting Humboldt county factories this week.

Peter Pascual has opened a cigar factory at 1412½ Galvez avenue, San Francisco, under the name of the Billy Cigar Co. M. D. Fernandez has started a plant at Fairfax, Marion County.

# Cigar Jobbing Conditions

Fort Wayne, Ind., Mar. 25 (Special to Tobacco).—D. F. Waterfield, sales manager for G. E. Bursley & Co., of this city, has the following to say about cigar jobbing conditions in Fort Wayne and elsewhere:

"Last year brought no small amount of loss and trouble to most all jobbers of cigars due to many causes, chief among which was the fact that most all manufacturers of higher grade lines of cigars ranging in price from ten cents and up, had during the war period reduced the sizes and in not a few cases the quality of their cigars, either in an endeavor to make more money out of their businesses than they were entitled to or from necessity owing to the high cost of manufacturing their products, due to heavy cost of materials and the higher prices paid their employees.

"During last year all of the factories made speed to correct their sizes and produce cigars of higher quality with the result that many jobbers found the war sizes and war qualities difficult to dispose of. The larger factories in many cases relieved their jobbers of these undesirable sizes, supplying them in exchange with the new and better sizes, but a great many factories failed to do this. Many of them were not strong enough financially to stand the cost of such a procedure.

"In a great many cases where exchanges were made (new sizes for old) the war size, war quality cigar had to be disposed of by the manufacturer in some territory distant from that in which their brands were known at a great sacrifice in price. In many cases where the manufacturer did not exchange new sizes for old ones, the jobber was compelled to dispose of his stock at prices much below his cost and through transactions of this character sustained heavy losses.

"The price of many cigars offered for sale by retailers at prices far less than the original price at which the cigar was intended to be sold has, in many instances, been made possible through the sale of this class of merchandise by jobbers in this unloading process and it goes without saying that the consumer has, in most cases, secured excellent values in taking advantage of these sales.

"Due to the inclination of people generally to economize, the higher price sizes of cigars are not selling in anything like the volume they have done heretofore. It was not an uncommon thing during the period prior to 1921 to find the fifteen and twenty cent and even much more expensive sizes of the well known and popular brands selling in a large way. Most all cigar stores, both wholesaler and retailer, had for some two or three years been enjoying a substantial business on the higher priced larger sizes. However, during the latter half of 1920 and up to the present time, the tendency of the consumer has been to side-step these more expensive sizes and today finds the sale of cigars above ten cents very limited in comparison with previous sales.

"Many people are unable to understand why the brands of cigars which sold for five cents before the war cannot be sold for five cents now. A very easily understood answer to that question is found in the fact that while many, in reality most commodities during the war period, doubled in value, and in many cases much more than doubled, the five cent cigar before the war sold at eight cents or two for fifteen cents at the peak of prices. The further fact that the tobacco now being used was purchased by manufacturers at the very high price and the higher internal revenue tax being paid to the government, renders it impossible for a five cent cigar before the war to be produced at this time to retail at less than two for fifteen cents.

"The demand for a five cent cigar has resulted in there being placed on the market a great many brands of cigars which are being sold at five cents each. However, the smoker of cigars of the two for fifteen cents brand finds these lower priced cigars disappointing and in the majority of cases comes back to his favorite brand at two for fifteen cents for smoking satisfaction. While cigars being offered at five cents are good value for the money, they are for the most part short filler and of necessity carry a poor quality wrapper. It seems certain that the old time five cent cigar will have to be sold for some time to come (perhaps for years) on a two for fifteen basis, and it seems safe to predict that a large share of cigar business for the immediate future will be on ten cent straight and two for fifteen cent cigars as these grades seem to satisfy the customer of moderate means and really secure for him the best value for the money expended.

"The sales of G. E. Bursley & Co. for 1921 were just about equal to their sales in 1920 and the two for fifteen cent Bankable cigar was by far the largest selling brand we carried. G. E. Bursley & Co. are distributors for Bankable in a number of counties in Indiana and their sales for 1921 on this brand were just a little short of two million. We contemplate advertising Bankables very extensively during 1922 since it has proven a very satisfactory cigar and our sales on this brand seem to be constantly on the increase.

"The Bankable cigar is manufactured by the N. N. Smith Co., of Frankfort, Ind., in which is admitedly the most up-to-date sanitary cigar factory to be found anywhere in America.

"While business in the cigar line is suffering in the same proportion with other industries, the outlook for 1922 seems bright, especially for the two for fifteen and ten cent cigars of standard quality."

## Removes Cigar Factory

Santa Rosa, Calif., March 22.—W. J. Phillips, who has been conducting a cigar factory in lower Fourth street since disposing of the retail branch of his business, has removed the factory to Madison and Sixth streets where he is now in operation.

## What's the New Brand?

"How'yre goin' to put it over?" flouted Johnny Shea,
"Unless you give 'em sizes, sizes bigger'n a mow o' hay?
"Every house is increasin' the up-an'-down, all around,
"Jobbers won't stand for them small chicas, I've found;
"Retailers shout for perfecto-extras, all full shape,
"And the price they'll pay won't buy the red tape
"With which to bundle 'em from bench to packers' box;
"For they say the smoker's keepin' his jack in his box!"

"Is that so?" commented Charley Sard, foreman o' the shop,
"What does this here trade expect—ain't they smokin' hop?
"An salesmen like you, Shea, hand 'em what they demand,
"Shovin' it up to us factory birds to play the band;
"Now stop to figger the cost o'leaf—Sumatra for instance—
"Or a decent shade-grown wrap, with Connecticut perchance,
"For a binder, and a filler o'mixed blend, such as Habana
"And a sprig o'Porto Rico—dope that out in any manner!"

"Sure, Shea, we can't give all our small profits away,"
Spoke up Eddie Leach, sales manager of the company,
"Don't forget the package problem, labels, bands, flaps;
"And don't forget Uncle Sam—he comes in for his taps;
"While here in the office and shipping departments,
"Are many boys representing both dollars and cents;
"Some folks call it overhead, all this inside charge,
"But I prefer to list it in cost to the smoker-at-large!"

"Very good," O.K.'d the very last man in the room to speak,
Who happened to be merely George H. Lee, more-than-meek,
Though President of the Works, and Boss of many Boards;
"You've all had your say, gentlemen, in the House-of-Lords,
"Each man has stated his personal view, with eye to the firm,
"But, now let me ask you, who'll take the smoker's turn?
"For he in his judgment will decide the success of our brand,
"So, in the decision you make, consider *only* his stand!"

The Smoker.

# Tobacco Industry Loses Noble Representative

**John E. Hughes Passes Away at Hospital in Danville, Va., from Paralytic Stroke—First Afflicted January 13, 1921—Lived a Strenuous, Successful, Upright and Useful Life.**

(*Special Telegram to* TOBACCO)

DANVILLE, Va., March 28.—John E. Hughes passed away at the local hospital last night, following a second stroke of paralysis which he suffered last Friday. Funeral services Wednesday afternoon, and interment here.

Mr. Hughes had been a sufferer in this and other hospitals for the past fourteen months. He suffered a stroke of paralysis January 13, 1921, which left him in such condition that he was only occasionally in his right mind. On March 24, instant, he suffered another stroke and from that time he had been in dying condition.

### Successful in Business

Mr. Hughes, who was 51 years of age, was one of the most successful men that this section has produced for many years. Beginning life as a farm hand, later coming to Danville, was employed by G. S. Hughes in the capacity of warehouse manager. That was thirty years ago, at which time he was earning six dollars a week. Today the Hughes estate, built up, one might say, through his sheer native ability and industry is worth three million dollars.

Not the least tragic part of his physical collapse and death is the fact that he had reached a stage in life where he could have readily retired and enjoyed the fruits of his labors. A year before his condition became such that retirement from active pursuits became imperative, he had been warned about the danger of being so deeply absorbed in the conduct of his affairs. It was two months before the first seizure overcame him that he yielded to the advice given him.

### First Position in Danville

Mr. Hughes' first position in Danville was that of factory manager for George S. Hughes after which he became local representative for the Hancock-Moorman firm of Lynchburg. In 1902 Mr. Hughes formed the company which bore his own name, the firm being composed of Mr. Hughes, W. T. Hughes of Lewisburg, N. C., and W. D. Powell, of Danville. Thus constituted, the concern continued until July, 1920, when the company was reorganized with a maximum authorized capital of six million dollars of which about three million dollars was actually paid in or invested in the growing business.

Some idea of the rapid development of the firm during the war period may be gained from the fact that five years ago the firm of John E. Hughes was capitalized at about $300,000. The new firm, which maintains its headquarters in Danville, owns factories or branches in all of the leading bright markets or in Richmond, South Boston, Va., Wilson, Kinston, Greeneville, Robersonville and Washington, N. C., and Darlington and Mullins in S. C.

### A Pioneer in Foreign Trade

Mr. Hughes was one of the pioneers in developing foreign trade and he built up a profitable business especially in the Orient as well as in Europe. He came to be an almost internationally known figure in the tobacco business. There is little doubt that the physical strain on the man during recent years was chiefly responsible for his collapse in health and that high blood pressure, the first warning of impaired health, may be ascribed to his exceptional application to his business. He was among the first to reach his factory in the morning and among the last to leave it at night.

Mr. Hughes was the son of the late John Edward Hughes of Prince Edward county and Mrs. Elizabeth (Clarke) Hughes of Pittsylvania. He was born near Chatham. During his life here he become a member of the First Presbyterian church and made a handsome donation when plans were drawn for the present building. He was never married but spent much of his time with his brother, W. T. Hughes. He owned a fine country estate near Danville where he frequently entertained. During the war he invested freely in war bonds and met every demand of charitable nature with a free hand. He showed great interest in the local hospital and once, after being treated there for several weeks he donated a handsome and expensive elevator.

He is survived by his two brothers, W. T. Hughes, Danville, and Clarke Hughes, of Sanford, N. C., also a sister, Mrs. J. R. Pruden, of Chase City.—TETLEY.

## Re-Enters Cigar Business

CHICAGO, March 25.—Louis Neuman, who only a few weeks ago disposed of all his interests in the jobbing house of E. Hoffman Co., 180 West Madison St., has arranged to again enter the cigar field. He has formed the Louis Neuman Cigar Co., and on April 1, will take over the old wholesale and retail location of E. Hoffman Co., at 180 West Madison St. A large force of salesmen will cover the local territory. The new firm will start off with Garcia Bouquet, made in Tampa, Bold, made in Philadelphia, and the well-known Alcazar, made in Milwaukee. Joseph Mautner, long associated with E. Hoffman Co., as manager of their large pipe department is associated with Louis Neuman in the new firm and is one of the best known pipe men west of New York. Mautner has just returned from New York, where he closed connections with some of the big pipe firms.

Louis Neuman & Co. will start off under promising conditions. Three well known cigar brands and large line of pipes featured by a strong sales crew ably assisted by Louis Neuman personally and Joseph Mautner they will quickly cover the local trade.—H. L. H.

## T. M. A. Convention

Chas. Dushkind, managing director of the Tobacco Merchants' Association of the U. S., under date of March 25, wrote to members of the trade urging the importance of making hotel reservations early. A copy of Mr. Dushkind's letter follows:

"Judging from the responses already received, the attendance at our coming convention will far outstrip our last convention at which over 400 leading tobacco representatives were present.

"It is now clearly apparent that the entire trade throughout the country is thoroughly alive to the need for this 'Get Together Movement'—every mail bringing additional acceptances and new manifestations of whole-hearted co-operation.

"In view of the fact that hotel accommodations available in Washington are *not unlimited,* may we not suggest that, if you have not already arranged for your hotel accommodations, it would be most advisable to do so at once. In writing for reservations please bear in mind that while the convention will open on the morning of May 24th, you will undoubtedly arrive in Washington on the evening of the 23rd.

"At the same time, if you have not already done so, we hope that you will drop us a line at your earliest convenience advising us that we may look forward to the pleasure of having you with us.

"You will, of course, readily realize it is essential that we know as soon as possible the extent of the attendance, in order to make adequate preparations for the meeting as well as the banquet with due regard to the comfort and convenience of those present.

"Needless to say your co-operation in this connection will be of material assistance to us in endeavoring to make this convention not only interesting, instructive and beneficial, but delightfully entertaining as well."

## Post Tobacco to Sweden

WASHINGTON, March 25.—Exportation of tobacco to Sweden through the mails will be permitted in the future under a ruling made public today by the Post Office Department.

# The Tri-State Co-Operative Body Making History

**Growers' Association of North and South Carolina and Virginia Showing Much Activity—Richmond and Raleigh to Be Main Headquarters—Claim 80,000 Have Signed.**

HENDERSON, N. C., March 25.—History was written swiftly and with precision during the week ending today in the activities of the Tobacco Growers' Co-operative Association of North and South Carolina and Virginia.

Announcement came from Richmond that that Virginia metropolis is to be the exclusive, financial and selling headquarters for the organization, and with Oliver J. Sands, president of the American National Bank of Richmond in charge as temporary executive manager. Further announcement comes from Raleigh, which has been the headquarters up to this time that "the greatest piece of constructive business ever undertaken in the South will begin next week at a series of meetings between the directors of the Tobacco Growers' Co-operative Association and over 400 warehousemen of the Carolinas and Virginia. In addition to this, the territory of the three States included in the big pool has had a visit during the week from Aaron Sapiro, the California co-operative marketing wizard, and the real daddy of the tobacco organization in the three States.

In connection with the news from Richmond, it is stated that official headquarters of the general manager and other important officials, who are yet to be named, will be in Raleigh. The statement claims that more than 80,000 of the 100,000 tobacco growers in Virginia, North Carolina and South Carolina, "have entered into a five-year binding contract by which they agree to deliver their entire crops to the association to be marketed by merchandising methods instead of just 'dumped' as has been the custom in past years."

The 130 wholesale tobacco warehouses of the three States will be taken over by the association, it is stated. The contract already signed by the growers of the three States, it is further set forth, means that approximately 400,000,000 pounds of tobacco at an estimated value of $100,000,000 will be marketed through the co-operative plan.

It is further stated in the Richmond news item that at the request of the district directors of the Virginia branch of the Tobacco Growers' Co-operative Association of the three States, Governor Trinkle, of Virginia, appointed Mr. Sands as the State director "to represent the people of the Commonwealth in the association." Governor Cameron Morrison, of North Carolina, named Colonel J. Bryan Grimes, of Raleigh, Secretary of State of North Carolina, and one of the largest tobacco growers in the State, as the director for this State, and the Governor of South Carolina has named E. I. Epps as the South Carolina State director.

Concerning the plans for the conferences with warehousemen, the Raleigh developments of the week, as set forth in an official news article from the Raleigh headquarters of the organization, include the completion of plans, the statement declaring that "organized tobacco growers intend to keep faith with all warehouse interests, and will offer owners of warehouse property an opportunity to sell or lease their holdings to the Tobacco Growers' Co-operative Association."

It is said the association has already been assured the use of a large number of properties at a majority of important marketing centers in the Carolinas and Virginia, and has secured assurance of ample financing to carry out its program of constructive receiving points wherever necessary.

Sixty-five thousand Carolina and Virginia growers who co-operate together to market their tobacco, it is explained, are inviting the co-operation of the warehousemen of the three States through this offer of their leaders, which affords an equal chance to all who attend these meetings. The announcement was made by T. C. Watkins, Jr., director of warehouses for the association, who, with the committee on warehouses, composed of directors from three States, will attend all meetings.

Warehousemen and owners of warehouses in North Carolina are to be notified of the opportunity to confer with officials of the co-operative association, it is declared, regarding final terms for the leasing or sale of their warehouse facilities, as agreed upon by the directors of the association.

The meetings between the officers of the association and the owners of the warehouses are to take place in Greensboro, N. C., on Thursday, April 6, at 11 a. m., and the following day in Raleigh at the same hour. Letters mailed out this week to over four hundred warehousemen, and bearing the signatures of T. C. Watkins, Jr., director of warehouses for the entire tri-State organization, and by J. Y. Joyner, North Carolina, N. H. Williams, Virginia, and T. B. Young, South Carolina, chairman of warehouse committees respectively for their States, state, it is asserted, that the association expects to offer an acceptable proposition to warehousemen covering their physical properties. The letter states that the association will need the services of a number of experienced and efficient warehousemen, upon acceptable terms.

At these conferences in the Carolinas and Virginia, dates being arranged outside of North Carolina as well as the Greensboro and Raleigh conferences, the association is represented as being prepared to present to the warehousemen a contract generally offering to lease or purchase all warehouses at their actual market value, as determined by agreement or by arbitration, payable along the lines indicated in the association's standard agreement, which 65,000 tobacco growers, including many warehousemen in the three States, have signed. The association wants no man to lose his investment, it is explained, by reason of the existence of the co-operative organization, and all warehousemen who attend the meetings are asked to come prepared to execute a contract.

Sapiro's visit to North Carolina this week, it is understood, had to do with the plans for the lease or purchase of warehouses. He explained the process by which the burley association in Kentucky got control of needed facilities for handling the crop of the thousands of growers there who are in the big pool and incidentally heartened the leaders here by a recounting of what he termed the wonderful success of the Kentucky venture as borne out by the operations thus far carried out. The only obstacle to similar success in the tri-State organization, he declared, is in the possible extravagant production of tobacco for quantity rather than quality. George A. Norwood, of Goldsboro, president of the big pool here has joined the long list of other leaders in the co-operative association in an earnest appeal to the growers not to produce a big crop in 1922, reminding them that the manufacturers of tobacco entered this year with 45,000,000 more pounds from this section in their hands than they held in 1921.

It is understood Sapiro went from here back to Kentucky "to conduct the trials of several tobacco growers and warehousemen who have broken their contracts." The Raleigh statement says that "the prosecution of the warehousemen will be carried on probably as criminal cases under the provisions of the Bingham co-operative marketing law, laying a penalty of $500 on the warehouseman for buying or permitting a sale where he had knowledge that the grower was a member of the association."

# Rains Up-State Souse Cigarette Bargain Shopper

## Posters Refuse Cleansing—Dirty Fight Goes On!—Brings Dixie Maid to Town—History Repeats for Braddock—Bill Helps Detroit—Haight May Land It Yet.

NEW YORK STATE CAPITOL DISTRICT,
Pouring Week, 1922.

"Yeh, it should never rain but it pours!" weeped Sam Ash, moistly removing last night's poster of Camels at two-for-a-quarter from the window o' Stubb & Ash, Inc., and substituting one announcing Any-Cigarette-In-The-Store, 12 cents net. "Even with such a cut-price, unnerstan me, business ain't so awful better with this here rain!"

"How could it be, Sam, how could it be?" reiterated Jim Stubb, once again encased on his favored plush-cushion in the Hot Chair Club. "April showers bring May flowers—well, let us hope!"

"Uh-huh, yuh should also sit there an' hope!" challenged Sam Ash, telling a customer with a brace o' muddy feet to wipe 'em off on Sara Katz, just out o' the maternity ward again. "Mebbe it shouldn't be such a rotten idear for yuh to bundle up a few o' them there resagos, an' try to work 'em off on that there classy wop trade o' yours, right here in the city, y'unnerstan!"

### Meet The Dixie Maid, Via Brown

"Yes, there's a chance for a live jobber right here in Albany," broadly hinted J. C. Brown, he of M. J. Bacik & Co., Newark, Ohio, as he settled down for a brief pause with the committee on enrollment. "I have been looking for such a house, ever since I struck town.

"My brand is the Dixie Maid, you know. Both Mr. Bacik and myself are associated in its manufacture, and we desire a peppy agency in this neighborhood. And really, there seems to be a lack of progressive distributors in the Capitol District. Probably this is due to present conditions, which, I believe, are getting better and better every day."

### Braddock Surrenders Pittsburg Again

"My opinion exactly," nodded Gen'l Braddock, commander-in-cheese o' the Lorillard little-cigar department for the New York State territory, as he noiselessly installed a Between-the-Acts poster under the pulsating Western Union clock. "Trade is much improved. So much so, indeed, that we are reducing assignments, working more closely to the cushion.

"Only this past week I surrendered the Pennsylvania district, west to Pittsburgh. All that territory will be taken over by Bill Voight, of Albany. You know we divorced the scrap-tobacco-little-cigar department into two separate sections some time ago.

"There's enough work right here on Flexos, Royal Bengals, Between the Acts, Old Virginias, and so on, without crowding in any additional material. Fact is, little cigars are taking a big hump in sales. Old Virginias alone have more than doubled here."

### Guess Who's Coming Back?

"And," went on Braddock, taking a fresh breath o' stale cigar smoke from the environs o' the Hot Chair Club, "you couldn't guess who's coming back! No, no. Not Willard nor Carpentier—not them! I mean in short sermons o' smoke!

"Well, I'll tell you! Sh—listen here: Hoffman House Magnums and Large Le Roys! Honest! Not since the war—I refer to the last war, certainly—have these small cigars been on sale. And now, here they come! Magnums will be marketed in twenty-cent packages. Five weeks will be given to the local Albany-Troy-Schenectady district for missionary once-over. Pretty soon, too!"

### Up Goes That Population in Detroit!

"Pretty soon I go to Detroit, likewise," announced Big Bill Lakin, commissioner-in-ordinary for Waitt & Bond, makers of a cigar called for by the name o' Blackstone, as he wandered into the Committee on Passports. "Some campaign the firm is figuring on out there, and I must be in it!

"Everything is now in fine shape here in the Capitol District. So I leave Earl Goodrich and his friends of the Dearstyne Brothers Tobacco Co. to push their lil' wheel-barrows all alone for eight weeks—which is two months, out in Michigan!"

### They Hate to Let Haight Have It!

"Yep, and in that time, Bill, the Hotel Wellington will once more have State street fixed up so push-mobiles can travel along without tripping over that grand staircase in front o' their front door!" observed Jim Stubb, reaching over to the commissary shelf for a box of matches and the end of his El Emilio. "Seems as though they'll get some action, then, on that cigar stand matter, too!

"You know Haight wants it. Who's Haight? Oh, he's just a bidder. Lives up on High street, I believe, and he's asked Proprietor Holding for an option. Being first in, he's the first out! That is, they hate to let Haight have it!

"For you know, don't you, that the Wellington, when completed, will be the biggest tavern in Albany! Yes, sir, more rooms, even, than the Ten Eyck! So the cigar and confectionery privilege is a good 'un, alright!

"Temporarily, the cigar stand has been discontinued, during alterations to the front and rear of the house. When the twelve-story annexes are ready, though, it's barely possible that Manageress Van Slyke will persuade Brother Holding to keep the cigar stand for the hotel itself, as it was operated previously. It's all up in the air now, but the result will be published broadcast, via radio, very soon."

### Where's a Smokin' Show, Hey?

"Is that so?" questioned Sam Ash, making change for another customer who had a twenty-dollar bill for a box o' matches, the second time that day. "But they ain't no announcement about that there smokin' theatre privilege, I bet yer!

"For now that the City Savings Bank should buy it the Empire Theatre, an' close it up right away almost, where should a feller smoke when he wants to see it a first-class burley-que limber show, hey? Sure, they's the Proctor's Grand, but even that's goin' out, I hear.

"No smokin' in the Harmanus Bleecker Hall, none in the Strand, none either in the Majestic, Leland, Colonial, Clinton Square, nor no picture show! What's the idear? An' some folks say that there new theatre on Chapel street won't have it nu smokin' gallery, either! What's the use o' goin' to a show, y'unnerstan?"

### It May Be Better Yet, Ralph Thinks!

"All the show we want we've got right in this business!" affirmed Ralph Gans, coming in to see the buyer o' the Committee on Vod'ville for the account of Gans Brothers, N'Yawk. "Sure, it's better, but not good. Collections are slow. Jobbers are having a hard time to get the money, that's it.

"But I really think there is a slight upward swing! No, it isn't remarkable yet, except that it is more clearly visible in some spots than others. Especially in small manufacturing towns. There they seem to be coming back more rapidly, while the larger places are not yet in motion!"

### Shucks! Only Four!

"Well, I'll say that goof down there on Green street had some notion of motion!" commented Jim Stubb, standing up, for the first time in the day, to shake off some cigar ashes in his lap. "His moniker is Leonardi Nigri, and he ran a cigar factory at 110 Green, in addition to some other few infant industries.

"Last week on the thirteenth day (no, it couldn't have been a Friday), there came the usual buzzing in the ear o' the night operator at Albany fire headquarters at quarter o' three. 'Box Seventy-four,' he sings out, and jams 'er home for the apparatus.

"An' when Chief Bridgeford's boys land there on the curb, what's burnin' but the same place they doused with chemicals only two days before! Only, this time, they was two fires burnin' in the same buildin' at the same time! 'Good work,' says the Chief, seizin' a Italio stogie to neutralize the smoke fumes, even though he don't smoke any himself.

"But the fire-lads put the blaze out, after a time—then they looked for Nigri. 'Whata mat?' asked that gent, serenely smoking one of somebody else's cigars himself, 'Whata troub wid you guys, hey? Alaways you coma here an' puta fire out so quiv-vick, huh? Alla I gotta is $7,100 in-sur-ance, an' she blaza up damn soon, hey?'

"'You're good, son, but not quite good enough!' states Cap'n Art McAuley, o' Truck One, as he saved Nigri's small kid from suffocation by stogie smoke. 'Take a walk around to the police station—they want to see you on business. Mebbe they'll order a case o' these here what-you-call-'em see-gars!'

"And they quizzed Nigri to a frazzle, telling him that there was less than $100 worth o' merchandise to cover all the insurance on leaf and other stock, and how did he get that way, and all that! So Nigri gets peeved, at last, and he sings out:

"'You maka me seeck! In a year, I have only *four fires!*'"—THE SMOKER.

# Van Slyke & Horton Increase Capital to $600,000

ALBANY, N. Y., March 23.—At the Secretary of State's office today, the cigar manufacturing firm of G. W. Van Slyke & Horton, makers of the Peter Schuyler brand in Albany and Kingston, with general offices here, filed a certificate of increased capitalization from $500,000 to $600,000. Additional new business made this step absolutely necessary at this time.—SMOKER.

# Store Owner Robbed Three Times in Chicago

## Not Far From a Police Station, Burglars Burst a Safe and Get Away with $1,800—How They Do It in "the Loop"—Business Changes, Troubles, Successes and Congratulation.

CHICAGO, March 25.—Loop burglar's operating directly across the street from the City Hall, and within seventy-five feet of the detective bureau, battered their way into the safe of Greins & Pahls Cigar Store at 130 West Randolph street, and escaped with $1,800. All northbound surface cars using the La Salle street tunnel stop directly in front of the place. Joe Grein, one of the owners, declared that it is the third time in less than a year that he has been robbed.

The first time burglars got $500 worth of cigars and cigarettes; and the second time bandits held up the clerk and took $200.

The leasehold on the northeast corner of 63rd street and Ingleside avenue has been sold to Samuel Task, on a basis of $250 a foot. There are 7 one-story stores on the premises. The lease has 15 years to run. Samuel Task operates a high class retail store at 874 East 63rd street.

M. Heyman has opened a new retail cigar store at 337½ South Clark street. He carries a full line of popular brands.

The Tampa-Monarch Cigar Co. has bought the retail cigar store of Rios-Davis Co., at 38 So. Wabash avenue. They operate a cigar factory in Tampa.

Dan Alexander, a well known retailer who was forced to vacate his quarters in Haber's Café on Clark street, has opened up a new stand at 106 West Monroe street.

E. Hoffman & Co. will move April 1 from their present location at 180 West Madison street to 30 South Wells street, where they will occupy the entire fourth floor as the future home of La Palina cigars.

Jacob Loeb, of the Loeb Cigar Co., Beaumont, Texas, spent several days here this week. He made his headquarters while here with Perfecto Garcia & Bro., who brand the Loeb firm feature. Mr. Loeb is on his way to New York to look over the cigar market.

Fire destroyed the cigar store of I. Weinberg at Halsted and Randolph streets, one day, this week.

C. A. Reattior who, some time ago, sold his interest in the Monroe Cigar Co. at Grand Rapids, looked over the Chicago market this week. Charlie is now located in Detroit, where he can be reached at 4399 West Philadelphia avenue. He is going to remain in the cigar business.

Oscar Klein, who succeeded to the business of Keffer & La Due, Inc., 313 East 55 street a few days ago, has one of the finest retail stores on the south side.

"Cobs" made by I. Lewis Cigar & Co., of Newark, again have made their appearance on this market. They now retail 4 for 15 cents and are distributed by Sprague-Warner & Co.

Miss Anna Carter, who re-entered the cigar business as a member of the Miles Cigar Co.'s selling staff, is featuring "Garcia—Vega," "Charles the Great," "Andres-Diaz," "Francisco G. Bances" and "Jose Grande" to her trade.

Lee Bastlin and Bill Haupt, who have been with Grommes & Elson, have both resigned. They are now working the city trade for E. Hoffman Co., with "La Palina" as their leader.

The Kimball Segar Shop will acquire the store at the south-east corner of Wells and Monroe streets. The Kimball Co. operates a retail store in the Kimball Building at Wabash and Jackson.

Henry Kruger has sold his cigar store at 321 So. Clark street to Levinson Bros.

Manuel Fernandez, of Manuel Fernandez & Co., Tampa, arrived from the south this week.

Joe Landfield, of Monday & Sons, Brooklyn, arrived to show his "Royal Poet" line of mild Havanas.—H. L. H.

# Important Transactions

CHICAGO, March 24.—Keffer & La Duc, who have operated cigar stores at 30 West Washington street and 313 East 55th street under the firm name of Keffer & La Duc, Inc., and who sold the corporation early in the week to Oscar Klein, have repurchased the store at 30 West Washington street, located in Stanton & Co.'s fancy grocery shop. With additional capital Keffer and La Duc have purchased the entire business of Stanton & Co., and on April 1 will operate as Cowan Groceries. They will continue in the fancy grocery and fruit business, and also will take over the Stanton Café, which has for years been one of the loop's popular cafés. The large cigar department will be one of the new firm's big features, and they will offer as leaders Estos Si, Te Gusto and Henry the Fourth; Tampa made mild Havanas. Cuesta-Rey, Garcia y Vega, La Duquesita, Regresso, Perfecto Garcia, Charles the Great, Lipton Cup, Cyrilla and Francisco G. Bances, in clear Havanas. The business of Stanton & Co. totals over $250,000 yearly. Gilbert Cowan, the president of the new firm, was for 14 years steward of the Union League Club, and 4 years manager of the Illinois Athletic Club. Clayton Keffer, who needs no introduction,, will be vice-president. G. Edward Johnson, who has been the auditor of Stanton & Co., will be secretary, and R. S. La Due, of the old firm of Keffer & La Due, Inc., will be the treasurer. Cowan Groceries have just renewed the lease on the present Stanton & Co. location for a term of 5 years at an annual rental of $18,000. The news of this important deal, while it came as a surprise to the Chicago trade, has been in the making for quite some time—H. L. H.

# Back from Success in West

E. A. Kline, head of E. A. Kline & Co., makers of the famous Medalist cigars, returned a few days ago from a successful selling tour of the West. He was away for several weeks, during which time he opened a number of new accounts, in addition to booking numerous repeat orders, consequently the Kline headquarters in the Knickerbocker Building, 42nd street and Broadway, is the scene of much smiling.

# The Chemical Composition of Tobacco

By DR. RICHARD KISSLING

In order to understand questions governing cultivation, drying and fermentation as well as manufacturing and consumption, one must know tobacco's composition. To simplify matters we generally distinguish between mineral or incombustible parts. The incombustible parts form the ashes. The high percentage of potash (20 per cent) and of chalk (36 per cent) found in tobacco ashes is a distinguishing feature. Potash enhances the burning. Tobacco containing a high percentage of potash will burn well, while grades poor in potassium will glimmer less well. The high percentage of chalk renders the ashes porous. A similar effect is caused by magnesia, found in a rather high percentage. Of the rest of essential components found in the ashes, such as soda, ferric oxide, chlorine, sulphuric acid, phosphoric acid and silicic acid, chlorine is eminent as a non-stimulator of burning. For, when there is an abundance of chlorine salts in the ashes, they will form a ring around the combustible substance in the cigar and prevent the oxygen of the air to come into free contact with the fire. The molten lava of chlorine is actually shutting out the air without which there can be no fire. In a case like this we speak of a cigar as "coking."

Of components not found in the ashes or, at least, found in very limited quantities, although they are not classified as combustibles, we have to mention nitric acid, ammonia and carbon. Nitric acid, or saltpeter, has not the stimulating effect upon burning attributed to it by laymen. To the contrary, tobacco rich in saltpeter will burn irregularly and throw up sparks. As to ammonia, it has been contended that it had a stimulating effect upon digestion. However, this seems to be an erroneous opinion. The amount of ammonia perceptible in the smoke is too little to be of any effect upon the smoker, for as is well known, it is very evaporative. Besides, it could not very well exert a deciding influence when it is overawed by more bulky components which, consequently, have a more powerful effect.

It is not necessary to speak here of combustible components of tobacco that are common property of all plants. Of components specific in the case of tobacco leaves we first mention nicotine, resin and certain acids, among the latter principally malic and citric acid. The so-called tobacco camphor or nicotianine, formerly mentioned so much and credited with being the principal carrier of tobacco's aroma, is probably non-existent At least, during the last 50 years no chemist has been able to find any trace of this alleged component. Perhaps the nicotianine of the older generation of chemists was merely resinous nicotine.

Many plants produce a group of materials, called alkaloids, peculiar to themselves. In the case of tobacco it is nicotine, in conjunction with a number of by-alkaloids, similarly constituted but present only in small quantities. Nicotine is practically the only component of influence upon the organism of the smoker. Of late, we have been successful in producing nicotine artificially, without recourse to the tobacco plant. However, this method of production is very complicated and, for practical purposes, probably too expensive. Nature's laboratory works more cheaply, in this as well as in many other cases.

The nicotine percentage in tobacco is widely divergent. We have percentages as high as 4 and 5 in dry tobacco. Again we have percentages below 1. It would be futile to attribute a certain percentage of nicotine to certain origins. As a matter of fact, surprising differences in the percentage of nicotine are found in leaves packed into the same bale. Of course, the leaves of one and the same bale may have been grown upon land entirely different in its chemical composition. Then again there is a wide difference in various crops grown on the same land. Generally speaking, there seems to be a relation between the sap of the leaves and the percentage of nicotine, leaves with an abundance of sap showing a higher percentage of nicotine.

In cigars the percentage of nicotine runs from 1 to 3. Havana cigars are no exception to this rule. The highest percentage found in Havana cigars was only 2.4. The percentage in cigarettes is about the same, while smoking tobacco averages about 1 per cent.

As to the aroma of the leaf and the smoke, the resin is a very important item. A tobacco leaf contains from 4 to 8 per cent of resin. However, resin is not conclusive as to the aroma of the cigar when being smoked. Other components have a contributing or detracting influence. Contributing components are nicotine, minerals and vaporous acids, while chlorine, albumen and some other materials are of a detracting influence. Then again the structure of the leaf is important. Too much resin will impair the burning of the cigar and a cigar that does not burn well will kill the best aromas. Consequently, it will be seen the creation of an aroma by a burning cigar is a very complicated procedure. A leaf of pronounced aroma will always produce an aromatic smoke. The aroma of the dry leaf and the aroma of a burning cigar are not necessarily co-related.

Dry tobacco contains between 8 and 12 per cent of malic and citric acid and between 1 and 3 per cent of oxalic acid These acids stimulate combustion by loosening the ashes, thereby admitting more oxygen. These acids, therefore, are favorably influencing the aroma by increasing the combustibility.

## An Important Visitor from Manila

Karl Piderit, manager of the famous Flor de Intal cigar factory of Kuenzle & Streiff, Inc., of Manila, was in New York during the past week, conferring with S. J. Freeman & Sons, the distributors of Kuenzle & Streiff brands in the eastern part of the United States. Mr. Piderit is en route home to Manila, after paying a visit to the headquarters of the company in Zurich, Switzerland. In his trip from New York to San Francisco, where he will take a steamer for the Philippines, he is making careful note of conditions in the cigar trade in this country.

Cigars from the Flor de Intal factory are accounted among the very best Manilas that come to the United States, and S. J. Freeman & Sons are building up an enviable business on preferred sizes, especially in the Middle West.

## Fair Play Appreciated

Writing to TOBACCO, from Raleigh, N. C., S. D. Frissell, manager of the news service of the Tobacco Growers Co-operative Association, says: "We have been much impressed by the impartial and fair manner in which you have handled the news of the marketing associations in Kentucky, Virginia and the Carolinas."

In reply, TOBACCO acknowledges a desire to do the right thing which, in the case cited, is to bring out intelligently the truth concerning what is happening.

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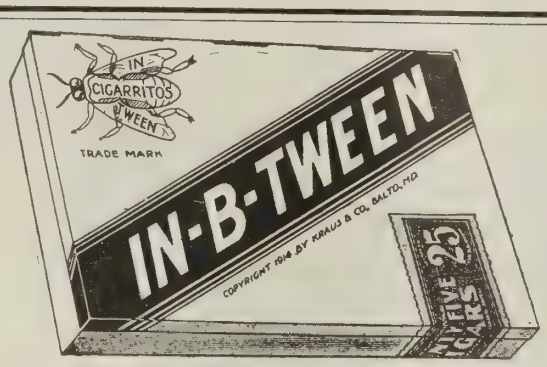


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# Baltimore Getting Touch of Price-Cutting War

## For Some Time Trade Has Been Flirting With Price-Slashing Conflict, Now Thoroughly Wedded to Treacherous Jade—Cigarettes Are the Victims of Unethical Business.

BALTIMORE, March 27.—It just had to happen. Other cities would never have understood if Baltimore escaped the disastrous price cutting campaign. For sometime the local trade has been flirting with a price cutting war and now they are thoroughly wedded to it. The cut rate dealers started it by selling Camels, Chesterfield, Lucky Strike, and Piedmont 20's for 15c. When this was promptly met by the chain stores, the cut raters again slashed the price to 14c. Again the chain stores met this price only to be undersold for the third time. What the next move of the big fellows will be is unknown at this time but if history repeats itself, and it usually does, they more than likely will see this campaign to a finish. As in all wars the innocent suffer with the guilty and for this reason every effort should be made to bring the instigators to their senses and terminate this disastrous campaign before more damage is done.

Wm. Turnbull local manager for P. Lorillard Co. is recovering from a severe grip attack and is confined home, but expects to get back on the job next week. Sales on Murad, Mogul, and Helmar 20's are being increased this month due to the efforts of Charles E. Lockard who is telling local dealers about the gratis deal on the double package. The little cigar department under the direction of W. Elmer Little is showing a healthy increase each month.

### Dine and Smoke

"Open House" in the handsome new structure recently completed was held on Saturday by the Standard Oil Co. Friends and relatives of officials were welcomed between the hours of 9 A. M. and 5 P. M., a buffet luncheon being served at 1 P. M. Nacirema cigars, and Fatima cigarettes were liberally distributed to the guests during the day.

J. Heineman, of Heineman Bros., communicated with local cigar manufacturers with reference to having them send telegrams to the Senate Committee protesting against the proposed increase of 50c per lb. duty on Sumatra tobacco. Their Lord Baltimore cigar is getting wide publicity in this territory through a splendid newspaper and show window campaign.

El Pacifico at 5c, Nordana at 7c, San Arco at 8c, and Extoler a 10c proposition are being featured at Thos. Sopher & Co.'s, Pratt and Charles Sts., and offer the smoker a complete range of size and price from which to make a selection.

In one of the large show windows of the Caswell Drug Store is a display of Lopez genuine habana smokers, retailing at 15c per bundle of five. The attractiveness of the package, and price are making this a real producer.

### Pushing 'Em Along

A particular drive on well known brands at special prices is being staged at Nattan Drug Co., Howard and Franklin Sts., this week, and some of the leaders are El Producto, Muriel, Girard, El Rio-Tan, Admiration, and Mi Hogar. All 15c straight sizes are being sold at 3 for 35c.

As an opening special H. E. Marquiss, 308 E. Baltimore St., is featuring City Club cigars in his Baltimore St. window. Although surrounded with cigar stores Mr. Marquiss contends that competition is the life of trade.

Improvements in shipping circles is being reflected in an increase in number as well as size of orders received by the Baltimore Ship Supply Co., 409 E. Lombard St. Costello & Larramore anticipate a steady increase in "slop chest" orders during the coming spring season.

"Smokers are still sticking to Cincos because they are safe," says Sam Trott, 114 W. Baltimore St., local representative for Eisenlohr. And to prove it he shows you a crop of orders recently harvested on a trip through Virginia.

Outside of having a stiff arm from passing cigarettes over the counter Sam Bateman says he is feeling great these days. He is manager of the cigar department at Yearley's, 118 E. Baltimore St., and has developed a flourishing business mainly by his winning personality.

### Joins Tin Decorating Co.

Another member of the family has become associated with the Tin Decorating Co., in the person of John U. Lemmon, Jr., who is now assistant to the president. Metal packages are not new to Mr. Lemmon as he was selling In-B-Tweens for Kraus & Co. for two years prior to his enlisting in the Navy. He will specialize on fancy perfume boxes, and elaborately decorated cigar tins.

Among the salesmen calling on the trade last week were: Joe Meyer and D. Paul, representing Kaufmann Bros. & Bondy; Tom Gray, selling Tadema cigars; Joe. Martin, of V. Guerra, Diaz & Co.; and J. Brockman, of Manus-Muller Co.—ORIOLE.


**HEYWOOD, STRASSER & VOIGT LITHO. CO.**

Manufacturers of High Grade

**CIGAR BOX LABELS, BANDS and TRIMMINGS**

Selling Representatives

ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada

Western Representatives

PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.



**THE STANDARDS OF AMERICA**

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

**GEORGE W. HELME COMPANY**

111 FIFTH AVENUE NEW YORK

TRADE MARK

REGISTERED

# OUR 1921 CROP OF FLORIDA AND GEORGIA WRAPPERS ARE NOW READY

TRADE MARK

REGISTERED

★AMERICAN SUMATRA TOBACCO CO.★

Trade Mark-ASTCO-Registered

★AMERICAN SUMATRA TOBACCO CO.★

★Trade Mark-ASTCO-Registered

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

## AMERICAN SUMATRA TOBACCO CO.

**131 Water Street** **New York City**

TRADE MARK REGISTERED

# Tucker, Anthony & Co.

*Members New York and Boston Stock Exchanges*

**INVESTMENT SECURITIES**

60 Broadway
New York

100 Grosvenor Bldg.
Providence, R. I.

53 State Street
Boston, Mass.

557 Pleasant Street
New Bedford, Mass.


## Tobacco Securities

By Marketwise

TUESDAY MORNING, March 28.—Easiness in the entire list set in at the end of the week and tobacco stocks were no exception. Figures reached and net changes are as follows:

| | | |
|---|---|---|
| American Snuff | 122¾ | —4 |
| American Sumatra | 31⅝ | — ⅞ |
| American Tobacco | 136⅛ | —1 |
| American Tobacco "B." | 132⅝ | — ⅞ |
| Consolidated Cigar | 24 | —1 |
| General Cigar | 68 | —1½ |
| Liggett & Myers | 159⅞ | — ⅛ |
| P. Lorillard | 147½ | —2⅝ |
| R. J. Reynolds "B" | 43 | —1¾ |
| Tobacco Products | 61 | —1⅛ |
| United Retail Stores | 43½ | —3 |

A hundred shares each of U. S. Tobacco common and preferred were traded in on the Board and it is somewhat premature to say whether the market will eventually be there or over the counter as was the case with Weyman-Bruton which was also listed. Probably the preferred will be traded in as formerly due to the smallness of the issue.

Mengel stock continues to move up with each succeeding order that comes in. The annual report, it is expected, will be published shortly and, judging from the nature of the buying, should compare favorably.

The announcement of the regular dividend McAndrews & Forbes stemmed the wave of selling for a few days, but stock is now again offered in quantity.

American Cigar has shown some real strength during the past week, while the preferred has come out in sizeable lots.

There has been some interest in Bayuk Bros. issues, especially the preferred stock. Both classes are listed on the New York Stock Exchange, but the market there has been unsatisfactory.

Another Philadelphia stock that has attracted attention of late is Otto Eisenlohr & Bros. This company also has two classes of stock and, like the Bayuk preferred, the Eisenlohr preferred can be bought to yield more than most tobacco preferred stocks.

A block of Universal Leaf Tobacco preferred was put on the market last week by a large stockholder. The transaction was handled in amateurish fashion both by the individual and the broker, so that as result the issue was quite easy for several days. It is understood that some of this stock was sold and the balance was withdrawn for the market. This stock seems very cheap at current levels and, barring unexpected developments, should sell considerably higher.

### P. E. Strickland & Co., Inc.

GALESBURG, Ill., March 25.—P. E. Strickland & Co., capitalized at $25,000, and authorized to manufacture and deal in confectionery, tobacco, etc., has been granted articles of incorporation by Secretary of State. The incorporators are L. L. Zetterholm, P. E. Strickland and Gus. A. Swenson.

## Italy Would Raise Her Own Tobacco

ROME, March 14.—Along with Italy's present effort to free herself from the bondage of foreign coal domination by the electrification of her state railways, Italy is making an equally heroic effort to throw off the yoke of foreign tobacco slavery.

Between what Italy now pays for foreign coal and foreign tobacco, it can be truthfully said that a goodly portion of her national wealth goes annually up in smoke—and foreign smoke at that.

What makes it particularly hard for Italy to gain her tobacco independence is the fact that just as she gets her nostrils nicely filled with the sweet scent of liberty and is on the point of burning her fetters with the lighted stump of a domestic-made cigar, the Italian population as a whole suddenly takes to smoking more than ever, and Italy has to return to spending millions abroad in order to supply the demand.

### Tobacco Bill Vastly Increased

Before the war Italy smoked 400,000,000 lire worth of cigars and cigarettes annually. Now she smokes 2,700,000,000. While a portion of this increase is due to the advance in prices charged, yet the greater bulk of it is due to the fact that the war taught hundreds of thousands of young men to smoke, many of whom, had they remained in their native peasant districts, would not have been able to, and also to the fact that Italian women are in no way behind their sisters of other modern civilized nations in taking to the wicked weed.

All of this has a very direct bearing upon Italy's finances owing to the fact that the Government operates a state monopoly on tobacco in Italy as regards both the manufacture and the sale. As she also has to buy the raw product the question of whether she can produce enough at home to supply her local demand or whether she has to buy abroad, thereby increasing her exportations and sending up her exchange becomes of great importance.

### Tobacco Monopoly Alone Success

Italy's monopoly on tobacco is the only one that as a matter of fact has been a real success as a revenue producer. She has been able to operate this on a basis of about 70 per cent. profit. In other words, of the 7,000,000 lire which the Italian public spends every day for tobacco, 5,000,000 lire goes into the state treasury as profit and revenue, and only 2,000,000 lire actually goes up in smoke.

Frankly, Italy thinks that it would hardly be possible to do better than this; in fact, she doubts if the public would stand for a larger percentage of tax and a smaller ratio of smoke Hence, her only chance of making the monopoly more profitable to the state is by producing all of her tobacco at home and avoiding foreign purchases of the raw material.

The Government is, therefore, encouraging and doing everything possible to promote tobacco growing. However, Italian peasants are neither fond of novelties in the matter of crops or of the difficulties involved in tobacco growing, but little by little the Italian Government is winning her freedom from foreign tobacco markets.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 125 | 127 |
| American Snuff Pfd | 90 | 100 |
| American Sumatra | 31½ | 32 |
| American Snuff Pfd | 60 | 65 |
| American Tobacco | 135¼ | 135¾ |
| American Tobacco "B" | 133 | 134 |
| American Tobacco Pfd | 101 | 101½ |
| Consolidated Cigar | 24 | 24¼ |
| Consolidated Cigar Pfd | 52½ | 55 |
| General Cigar | 68¼ | 69 |
| General Cigar Deb. Pfd | 98½ | 100 |
| General Cigar Pfd | 101½ | 102¼ |
| Liggett & Myers | 158⅛ | 160 |
| Liggett & Myers "B" | 150 | 158 |
| Liggett & Myers Pfd | 112½ | 115 |
| Lorillard, P. | 147½ | 148 |
| Lorillard, P. Pfd | 110 | .. |
| Tobacco Products | 61¼ | 62 |
| Tobacco Products Pfd | 90 | 92 |
| United Cigar Pfd | 106 | 08 |
| United Retail Stores | 45 | 45¼ |

### Oubre Bros., Inc.

BATON ROUGE, La., March 25.—Oubre Bros. Cigar & Tobacco Co., has been incorporated; capital stock of $20,000.

## Baltimore Market

### Receipts Slightly Larger

BALTIMORE, Md., March 23.—Gieske & Neimann, leaf tobacco merchants, make report as follows:

Maryland—Receipts were somewhat larger, totaling 168 hogsheads, while sales also increased to 276 hogsheads, among which were numerous old crop low grade seconds, which now constitute a large percentage of the old crop remaining unsold.

The demand continued active for all good grades suitable for cigarettes.

Ohio—Nothing doing.

### Crop Prospects

Maryland—Tobacco farmers in this State are now sewing their seed beds, and because of the shortage last year, many wise farmers will sew several beds this year, thereby assuring adequate plants for transplanting when the proper season arrives.

### Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending March 22:

#### Receipts

| | This Week | Previously | Total | Net Date | Same 1921 |
|---|---|---|---|---|---|
| Maryland | 218 | 1,559 | 1,777 | 687 | 1,274 |
| Ohio | ... | 82 | 82 | 82 | 138 |
| Total | 218 | 1,641 | 1,859 | 969 | 1,412 |

Reinspections this week: Maryland, 50; to date, Maryland, 690.

#### Deliveries

| | Maryland Coastwise and Dom't'c | Maryland For'gn | Maryland T't'l | Ohio | T't'l |
|---|---|---|---|---|---|
| This week | 310 | 299 | 609 | ... | 609 |
| Previously | 525 | 1,176 | 1,701 | 176 | 1,877 |
| | 835 | 1,475 | 2,310 | 176 | 2,486 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 16,690 | 3,947 | 20,637 |
| Receipts since | 887 | 82 | 969 |
| | 17,577 | 4,029 | 21,606 |
| Delivered since | 2,310 | 176 | 2,486 |
| Stocks today | 15,267 | 3,853 | 19,120 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 276 | .... | 276 |
| Previously | 2,539 | 365 | 2,904 |
| | 2,815 | 365 | 3,180 |

Groundleaves to date, 648 hogsheads.


## Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
Tel. Hanover 7728-37


## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 72 | 76 |
| American Cigar Pfd | 85 | 90 |
| American Mach. & Fdy. | 220 | 250 |
| American Tobacco Scrip. | 123 | 126 |
| Bayuk Bros. Com. | 28 | 32 |
| Bayuk Bros. Pfd. | 92 | 98 |
| British-Amer. Tob. Co. | 14 | 15 |
| Conley Foil | 13 | 15 |
| Eisenlohr & Bros. Com. | 60 | 67 |
| Eisenlohr & Bros. Pfd. | 89 | 93 |
| Geo. W. Helme Com. | 147 | 153 |
| Geo. W. Helme Pfd. | 108 | 111 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 11 | 12 |
| International Cigar Mach. | 23 | 33 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd | 90 | 100 |
| McAndrews & Forbes Com. | 100 | 104 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com. | 35 | 38 |
| Metropolitan Tobacco | 95 | 125 |
| Philip Morris | 9 | 11 |
| Porto Rican A. T. Co. | 54 | 60 |
| Porto Rican A. T. Scrip. | 60 | 80 |
| R. J. Reynolds "A" | 70 | 80 |
| Schulte Retail Stores | 30 | 34 |
| Tobacco Prod. Export | 5 | 6½ |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 105 | 130 |
| Universal Leaf Com. | 127 | 134 |
| Universal Leaf Pfd. | 101 | 104 |
| United Profit-Sharing | 1¼ | 2 |
| Weyman-Bruton Com. | 180 | 187 |
| Weyman-Bruton Pfd. | 107 | 110 |

## Bayuk Bros., Inc.

Income account of Bayuk Bros., Inc., for the year ended December 31, 1921, shows net income, after taxes, charges and depreciation, of $494,342. This compares with net income of $364,073 in the previous year.

| | 1921 | 1920 |
|---|---|---|
| Sales | $9,580,143 | $9,654,922 |
| Cost of sales | 7,966,236 | 8,302,314 |
| Gross profit | $1,613,907 | $1,352,608 |
| Other income | 27,309 | 46,474 |
| Total income | $1,641,216 | $1,399,082 |
| Exp, interest, ord. taxes & deprec. | 966,874 | 874,509 |
| Federal taxes | 180,000 | 160,500 |
| Net income | $494,342 | $364,073 |

### Joseph Goodman & Co., Inc.

CHICAGO, March 25.—Joseph Goodman & Co., 5153 Broadway, cigars, tobacco, etc., incorporated. Capital stock, $5,000. Incorporators, Charles J. Hopkins, Morris Goodman and Joseph Goodman.

CALDWELL, Idaho.—H. H. Carmen has sold his cigar store to Boone & Turner.

# Tobacco Manufacturers Have Enjoyed Steady Growth

The tobacco industry has enjoyed a steady growth during the past seven years. Working capital of leading companies increased more than 100 per cent, half from earnings; earning power has steadily improved, and, while dividend payments have been liberal, companies have retained for each dollar of earnings distributed to shareholders from 60 cents to $2.84.

Total working capital of principal retailer and seven leading manufacturers, December 31, was $315,838,122, an increase of $158,410,000, or slightly more than 100 per cent since 1914. In this period, $76,431,000 of securities, other than stock dividends, were issued. This left 51 per cent, of $81,979,000 of the increase in working capital from earnings.

### R. J. Reynolds' Growth

R. J. Reynolds Tobacco Co. affords most impressive example of growth in liquid resources. Net working capital at end of 1921 was $74,874,000, compared with $16,338,000 in 1914. Of this $58,535,000 increase, $28,500,000 represents proceeds of security issues. The balance, $30,035,000, which came from earnings, was 183 per cent of total working capital in 1914.

The American Tobacco Co., with net working capital of $87,107,000, is the strongest of the group in point of quick assets. In the last seven years this item has increased $31,402,000. Security issues, exclusive of stock dividends, totaled $13,260,000. This left the increase in working capital from earnings $18,142,000, or 32 per cent of the total in 1914.

### Inventory Position

Inventories at the close of 1921 were $280,000,000, a decrease of more than seven per cent from 1920. United Cigar Stores Co. of America and Tobacco Products Corporation were formerly holding companies, and no inventory figures are available for 1914. Excluding these, inventories at end of 1921 were $263,000,000, a decrease of six per cent from the preceding year, and an increase of $154,000,000, or 142 per cent since 1914.

Expansion in inventory is not out of proportion with the growth of the industry. Of the increase since 1914, the bulk is accounted for by that reported by the three principal cigarette manufacturers, American, Liggett & Myers, and Reynolds, amounting to $125,000,000. In that time, domestic cigarette consumption has increased over 200 per cent. Also, prices for cigarette types of leaf are 100 per cent above pre-war period. These inventories are conservatively valued.

Cigarette leaf is carried three years for seasoning purposes, and is inventoried at average cost. Low priced leaf from 1920 crop average cost down, and leaf supplies of these manufacturers have been inventoried at prices below current market.

### Earning Power

In the point of earning power, Liggett & Myers tops the list. Total earnings available for common in the last seven years were equivalent to $131.73 a share, an average of $18.82 annually. P. Lorillard is second, with a total of $104.61, an annual average of $14.94.

American Tobacco is third, with $90 a share, an annual average of $12.85. American Tobacco suffers in comparison with other companies because computation of its earnings a share have been affected by the distribution of a 75 per cent stock dividend, and the conversion of dividend scrip into B common, which have more than doubled the junior shares. If consideration is given this change, and comparison is made on the basis of the old capitalization, American Tobacco would top the list with earnings for the period of more than $180 a share, an annual average running well above $25.

R. J. Reynolds earned $26.39 for its common shares, an average of $3.77 annually. Reynolds recently distributed a 200 per cent stock dividend and reduced par value of the shares to $25, from $100, giving four new shares for one old one. After this, the holder of one original share had twelve new shares. Therefore, total earnings of $26.39 a share on the present stock is equivalent to $316 on the old capitalization, and annual average is the equivalent of $45 for the old stock.

### Dividend Payments

Distributions to shareholders have been conservative. In seven years, Liggett & Myers put back into the business, from earnings, the equivalent of $56.15 a common share. This meant that for every dollar of earnings paid out in dividends, 74 cents went into the property. Earnings retained after dividends by American Tobacco were equivalent to $37.33 a common share. This would be well over $75 a share, on the basis of the old capitalization. For every dollar of its profits paid in dividends to common shareholders, 70 cents was retained in the business.

Earnings retained in the property by R. J. Reynolds are equivalent to $17.96 on the present common, or more than $215 on the old common. For every dollar of its profits paid out in common dividends, $2.13 has been retained in the business.

In 1921, United Cigar Stores found it necessary to dip into surplus to pay dividends. This is the only company on the list which in any one year has paid out more than it earned.

| Company: | Working Capital Dec. 31, 1921 | Working Capital Dec. 31, 1914 | Increase since Dec. 31, 1914 | Increase in capital liabilities less divs. in stock | Inventories 1921 | 1920 | 1919 | 1918 | 1914 |
|---|---|---|---|---|---|---|---|---|---|
| Am Cigar... | $29,468,271 | $19,341,532 | $10,126,739 | None | $13,011,843 | $19,208,608 | $17,288,560 | $18,543,238 | $7,354,408 |
| Am Snuff... | 7,963,726 | 4,915,508 | 3,048,218 | —110,000 | 5,004,995 | 6,335,792 | 4,159,007 | 4,216,890 | 4,067,165 |
| Am Tob.... | 87,107,293 | 55,705,092 | 31,402,201 | 13,260,198 | 78,386,968 | 81,559,574 | 90,611,434 | 74,624,822 | 41,074,349 |
| Ligg & My.. | 56,682,672 | 33,215,560 | 23,467,112 | 17,424,700 | 64,185,977 | 62,079,587 | 70,976,931 | 53,613,552 | 25,749,422 |
| Lorillard, P. | 43,028,966 | 22,745,287 | 20,283,679 | 11,517,000 | 39,391,354 | 43,453,371 | 35,590,949 | 36,027,563 | 16,907,794 |
| Reyn'ds, R J | 74,874,068 | 16,338,880 | 58,535,188 | 28,500,000 | 63,052,313 | 69,017,778 | Not given | Not given | 13,668,155 |
| Tobac Prod. | 7,708,633 | *1,729,067 | 5,979,566 | 5,840,000 | 6,863,176 | 9,108,737 | 11,258,868 | 8,023,623 | * None |
| Un Cig Strs. | 9,004,493 | †3,437,099 | 5,567,394 | None | 10,399,188 | 13,253,300 | 12,632,140 | 13,270,899 | † None |
| Totals ... | $315,838,122 | $157,428,025 | $158,410,097 | $76,541,898 —110,000 | | | | | |
| | | | | Net $76,431,898 | | | | | |

—Decrease.
*Changed from holding to operating company in 1917.
†Holding company until 1916 when it absorbed its subsidiaries which had carried inventories.

| | §EARNINGS AVAILABLE FOR COMMON Earnings or Deficit (—) Available for Each Common Share Outstanding at Close of Each Year and at Close of Seven-year Period | | | | | | | §EARNINGS RETAINED FOR SURPLUS Earnings or Deficit (—) Retained for Surplus per Common Share Out. at Close of Each Year After Dividends | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | |
| Am Cigar.... | $8.02 | $12.59 | $15.75 | $17.18 | $16.13 | $12.67 | $12.50 | $70.12 | $.02 | $7.25 | $7.75 | $11.18 | $10.13 | $6.67 | $6.50 | $35.37 |
| Am Snuff.... | 14.31 | 15.18 | 13.97 | 11.97 | 11.52 | 15.11 | 13.29 | 95.18 | 2.31 | 4.18 | 2.97 | .78 | .52 | 3.11 | 1.29 | 15.18 |
| Am Tob..... | 16.84 | 13.38 | 31.83 | 33.42 | 25.21 | 22.70 | 20.05 | 90.00 | 4.84 | 8.88 | 11.83 | 13.42 | 5.21 | 2.70 | .05 | 37.33 |
| Ligg & M.... | 25.33 | 18.68 | 20.25 | 30.60 | 28.66 | 25.64 | 26.62 | 131.73 | 13.45 | 8.17 | 4.25 | 14.60 | 12.66 | 9.64 | 10.62 | 56.15 |
| Lorillard P.. | 18.11 | 19.00 | 17.27 | 18.96 | 33.89 | 25.02 | 18.05 | 104.61 | 6.11 | 7.58 | 5.27 | 8.84 | 15.89 | 8.02 | 5.05 | 39.46 |
| Reynolds .... | †6.19 | †3.87 | †52.86 | †31.71 | †98.59 | †78.69 | †45.55 | †26.39 | †4.19 | †1.50 | †40.86 | †20.96 | †70.59 | †55.69 | †23.55 | †17.96 |
| Tob. Prod.... | ‡8.45 | 6.82 | 7.09 | 8.79 | 8.51 | 5.44 | 2.69 | ‡43.60 | ‡2.45 | 1.11 | 1.10 | 2.79 | 7.01 | 5.44 | 2.69 | ‡19.86 |
| U Cig Str.... | 11.52 | 14.33 | 13.04 | 13.59 | 9.41 | 10.09 | 7.68 | 70.32 | —.48 | 12.83 | 2.54 | 5.09 | 1.66 | 3.09 | 1.18 | 23.60 |

*Totals and added value are based on shares outstanding end of 1921. Added value includes surplus adjustments with aggregate of yearly figures.
†Based on 100,000 shares of $100 par in 1915, 1916, 1917; on 200,000 shares of $100 par in 1918 and 1919; on 2,400,000 of $25 par in 1920, 1921, total and added value.
‡Before estimated federal taxes for 1921.
§Based on shares outstanding at close of each year.

## Crop Prospects

WASHINGTON, D. C., March 28.—The Bureau of Markets and Crop Estimates has the following to say in connection with the tobacco crop:

Florida: Transplanting to field has started.

Georgia: Plant beds in fine conditions. Plants early. Increased acreage probable. Many reports of planting in northeast, a new section.

Indiana: No sales at this time. Practically all in growers' association.

North Carolina: Practically all markets closed. Big effort being made to increase acreage next year, with cooperative market system.

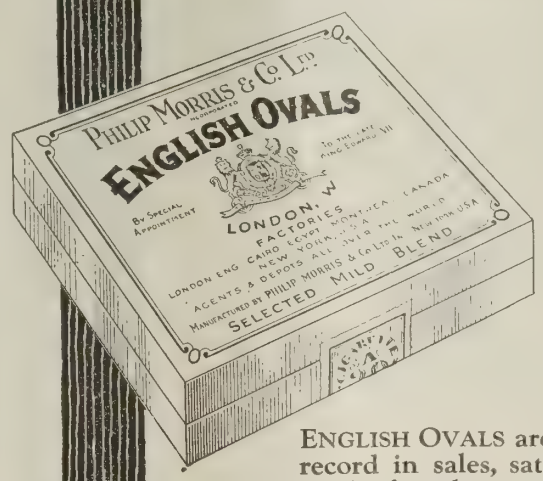
Tennessee: Old crop moving freely to market. Some decline in price. Not over 50 per cent of plant beds prepared. Scarcity of seed.

Virginia: Burning and planting of plant beds retarded by unfavorable weather. Total sales to March 1, 93,891,000 lbs. against 179,580,000 lbs. last year. Practically entire crop has been marketed.

### Lady Sells Cigar Store

LOS ANGELES, Cal.—Mrs. D. Gardiner has disposed of her cigar store at 746 S. Spring street, to Geo. J. Budman.


ENGLISH OVALS
CIGARETTES
*Blended in the Good Old English Way*




Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

*Made by the makers of*

Philip Morris

BOND STREET CIGARETTES

In the Little Brown Box

*"The Ultimate in Cigarette Luxury"*

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

# IMPORICO

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(IMPORTED)

## Its Size and Price Make the First Sale— Quality Makes the Others

And it's the others, the repeat sales, the day after day sales that make your business profitable.

Imporico cigars have the three sales making qualities to a marked degree.

First there is a price for every smoker's pocketbook.

Then there is a size for every man's fancy, and every size has the right price—from 15c straight up.

And lastly that unvarying custom keeping quality is there.

Imporico is a cigar to depend on.

*Jobbers write for territory.*

**Infanzon & Rodriguez**

Factory: Mayaguez, Porto Rico
New York Office: 45 E. 17th St.

Palma Chicos—5½ inches—2 for 25c.

Palma Chicos—5½ inches—2 for 25c.



# EL RISDAL

A Mild, Aromatic Cigar

MADE IN PORTO RICO

Thirteen Sizes

SPANISH HAND-MADE

*Correspondence Invited*

J. M. GONZALEZ & CO.

SANTURCE, P. R.



Herminio Madera

# ALONSO RIERA & CO.

PACKERS OF

## Porto Rico Leaf Tobacco

**Importers and Exporters**

*The Tobacco Palace*

SAN JUAN, PORTO RICO


# History and Control of Tobacco Wildfire

### By Prof. P. J. Anderson

Prof. P. J. Anderson, of the Massachusetts Agricultural Experiment Station, delivered the following address before the New England Tobacco Growers' Association, in Hartford, on the "History and Control of Tobacco Wildfire."

In confining my talk to these two phases of this tobacco disease, I am assuming that all of you know tobacco wildfire when you see it, that you know that it is produced by invasion of the leaf by bacteria and that you know the effect which it has on the plant and the market price of the tobacco.

#### History

We may divide the history of wildfire into three periods: (1) The long prehistoric period about which we make guesses; (2) the period between 1916 and the present during which time it spread over the main tobacco states of the Union, and (3) the period from now to God-knows-when, during which period we expect to do all that we can to keep it from putting the tobacco growers out of business.

In 1916 the disease was first observed by tobacco growers in North Carolina. It is recorded that it caused the loss of practically the entire crop in certain places that year. In 1917 it was recorded from 19 counties of North Caroline and 3 from Virginia. The disease was so serious that many growers wrote in and sent specimens to the North Carolina Experiment Station where an investigation was at once begun, the results of which were published in 1918. It was reported also in 1917 from Wisconsin, but was said to be not so serious. Since then it has been reported from South Carolina, Kentucky, Ohio and Pennsylvania. It was found first in Connecticut in 1919, but not reported in any amount until 1920, when Dr. Clinton reported it to be serious locally. During the same year it was reported by Dr. Chapman from Massachusetts. During the last year it became widespread, both in Connecticut and Massachusetts. Those are about all the positive facts we have about the known history of wildfire.

But what about that prehistoric period before it came to North Carolina? It didn't spring suddenly out of the ground to attack those North Carolina tobacco fields. It must have been somewhere. But where? I don't know, but judging from what we know about other plant diseases, I am going to hazard a guess. I think that we shall find—when that prehistoric period is cleared up, as it will be sometime—that this is an immigrant disease which has come to our Atlantic seaboard from some foreign country. But there is no record that a bacterial tobacco disease of this nature has been seen in any other country. But in its native home it probably did not occur on the plant which we raise for chewing and smoking purposes, *Nicotiana tobacum*. In fact I doubt whether *Nicotiana tobacum* is grown in the original home of this organism. Dr. Chapman and I found that this same organism is capable of living on other closely related plants. It may have lived for centuries on some other species of *Nicotiana*, producing very little disturbance, and therefore, has been overlooked. But when it came into the tobacco fields of America it found a host which had not become resistant by centuries of natural selection, and it immediately spread like wildfire, hence its name.

But what about the future period, from now on? Will it continue to spread? Will it become less virulent or the tobacco plant become more resistant and after a few years the disease disappear as silently as it came? No, I don't think so, at least not during our generation. If the future crops of tobacco are to escape the ravages of this disease, it will not be because the disease got tired and left. If your tobacco crops are saved it will be because you have hustled and taken active steps to save them. It's the stitch in time that will count from here out. And that brings me around to the second topic of my talk: What means have we for pre-

(*Continued on page* 137)


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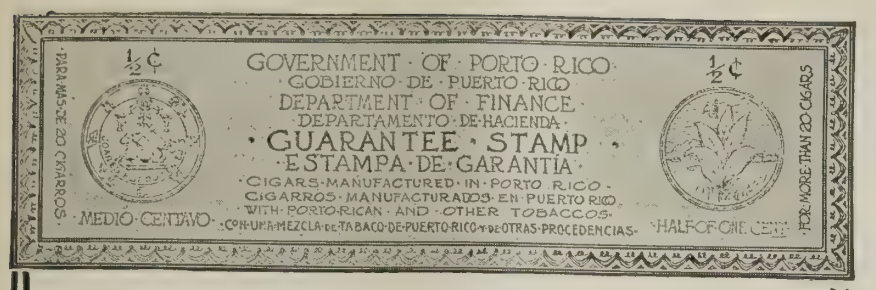


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# Wisconsin Leaf Tobacco News

EDGERTON, Wis., March 26.—More people have during the past two weeks discussed the tobacco contract suit tried in Judge George Grimm's court in Janesville than any other question related to Wisconsin tobacco.

The suit was settled out of court through the efforts of one of the most sensible judges that ever graced the circuit bench in this part of the state.

The suit grew out of a contract, Samuel Grundy to sell to John and Ralph Soulman 361 cases of tobacco for $45,000. Mr. Grundy became defendant in an action started by the Soulmans, charging that the tobacco was not up to the standards stipulated after the latter had paid down $29,000 on the deal.

### Charges and Counter Charges Settled

Charges and counter charges flew thick and fast, and if the public should judge the tobacco merchants as a class by the recriminations uttered back and forth in the circuit court during the trial, woe unto them! Experts from Janesville and the neighboring cities were called in to offer testimony as to the nature and fidelity of samples shown. The twelve men good and true in the jury box craned their necks to hear, and strained their minds to understand, until in bewildered agony of despair they sank back in their seats, exhausted from sheer inability to know what the whole thing was about anyway.

But the thing is settled now. Mr. Grundy pays the Soulmans $8,000 and retains the 361 cases of tobacco and John and Ralph Soulman forfeit $22,000, of the sum paid down on the deal, each side to pay the lawyers for the uncanny music made in their behalf during the trial.

### Comparatively Quiet

The week has been comparatively quiet though considerable leaf is being bought in all sections, 1921 and 1920 in bundle, Otto Eisenlohr & Brothers have bought about 2,500 cases of Southern cigar leaf, and have pulled out of the field for the present. Others are still writing contracts for desirable crops, but so quietly and cautiously that few realize that it is being done.

The stemmers have been making less noise, but they are still buying. Scotten-Dillon, Bloch Brothers, Liggett & Myers, and again the Lorillard Co., are letting their men buy in considerable quantity. Seven to 8½ cents are stemming prices, and the stemmers are getting some excellent values.

The Wisconsin Leaf Tobacco Co., a new firm with headquarters at Madison, E. C. Tallard, manager, has during the past week bought quite a bunch of Northern leaf, and is packing at Blue River in the American Sumatra Co.'s warehouse. The Rosenwald interests are again reported to be buying a good deal quietly.

Farmers co-operative warehouses both in the Southern and Northern field are handling considerable leaf, some of them merely as packers and storage organizations, others also as sales managers for the growers.

### Taking Care of Remnants

All these activities combined serve to take care of the remnants of 1920 and 1921 tobacco held in first hands. To say that every pound of this year's production will leave the farm before the next crop goes into the sheds, is more than any one well informed would dare to say, but the unsold end is not going to be a serious handicap against the 1922 crop when it is ready for the buyer.

The estimate of the coming acreage is most variously stated by tobacco men in the state. All, however, admit that quite a slash in acreage must be expected. The opinion of your humble servant is that the Northern section will not suffer at all in the number of acres to be planted; in the Southernmost section of the Southern counties, there is likely to be a reduction, but if the planting season is attended by favorable weather conditions, no one needs to be surprised if the acreage also in this section would run pretty near to a high average, between 40,000 and 50,000 acres for the entire estate.—STOKMAN.

## Celebrate With the Salesmen

Expectations have been raised to the highest point concerning the entertainment and ball to be given by the Tobacco Salesmen's Association at the Hotel Biltmore, New York, on the evening of April 8. For the big vaudeville show that will precede the dancing, a number of headliners of the Keith Circuit have been engaged. The music for the ball will be of the very best. The function will be attended by hundreds of people prominent in the trade. And, take it from Joe Ollendorff, "the affair sure will be memorable. No one can afford to miss it."

## Fire Razes Cigar Plant

BETHESDA, Ohio, March 25.—Fire starting in the drying room of the J. B. Wilson Cigar Manufacturing Co. here late Saturday night destroyed the plant and stock of the company and two other buildings. The loss is estimated at $75,000. Fire departments from three other towns assisted the local department. Sparks from the drying room of the cigar plant are thought to have started the blaze.

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MONTE CRISTO CIGARS

# Tobacco Exports from New York

**Custom House Figures for January, 1921**

**Unstemmed Leaf Tobacco**

| | *Dollars* | *Pounds* |
|---|---|---|
| Belgium | 13,662 | 151,056 |
| Denmark | 16,570 | 155,101 |
| Finland | 2,700 | 15,000 |
| France | 7,086 | 27,483 |
| Germany | 96,005 | 218,095 |
| Gibraltar | 2,745 | 27,115 |
| Italy | 2,100 | 8,800 |
| Malta | 512 | 1,968 |
| Netherlands | 42,886 | 148,869 |
| Norway | 50,591 | 184,433 |
| Poland | 6,900 | 62,219 |
| Portugal | 7,228 | 47,470 |
| Spain | 4,185 | 42,000 |
| Switzerland | 4,748 | 29,230 |
| England | 32,202 | 65,267 |
| Scotland | 6,160 | 22,340 |
| Panama | 3,393 | 12,043 |
| Mexico | 406 | 2,080 |
| Barbadoes | 157 | 727 |
| Trinidad | 4,138 | 19,747 |
| Other Brit. W. Inds. | 6,579 | 29,724 |
| Dom. Republic | 293 | 1,271 |
| Dutch W. Indies | 882 | 5,308 |
| French W. Indies | 2,466 | 12,427 |
| Haiti | 32,124 | 148,128 |
| Argentina | 1,187 | 7,905 |
| Brazil | 419 | 1,393 |
| Columbia | 2,865 | 5,713 |
| Brit. Guiana | 3,153 | 43,068 |
| Dutch Guiana | 2,113 | 9,560 |
| French Guiana | 342 | 1,300 |
| China | 10,325 | 32,675 |
| Java | 2,101 | 7,176 |
| Philippine Islands | 43,558 | 16,437 |
| Australia | 432 | 393 |
| Belgian Congo | 522 | 2,005 |
| Brit. West Africa | 264,377 | 819,306 |
| Brit. South Africa | 1,062 | 2,125 |
| Canary Islands | 5,800 | 55,942 |
| Algeria | 2,656 | 19,785 |
| Other French Africa | 49,869 | 207,116 |
| Liberia | 4,586 | 19,078 |
| Portuguese E. Africa | 8,185 | 21,712 |
| Other Port. Africa | 1,335 | 4,450 |
| Spanish Africa | 358 | 1,002 |
| | $757,523 | 2,716,042 |

**Stemmed Leaf Tobacco**

| | *Dollars* | *Pounds* |
|---|---|---|
| Denmark | 3,938 | 36,028 |
| Malta | 3,442 | 18,080 |
| England | 31,562 | 34,080 |
| Trinidad | 11,164 | 27,909 |
| Haiti | 325 | 965 |
| Brazil | 18,269 | 16,729 |
| Colombia | 50 | 150 |
| British India | 18,484 | 22,820 |
| Brit. South Africa | 10,162 | 8,820 |
| | $97,396 | 165,581 |

**Stems, Trimming, Etc.**

| | *Dollars* | *Pounds* |
|---|---|---|
| Belgium | 8,300 | 36,979 |
| Germany | 2,500 | 96,099 |
| Canary Islands | 920 | 10,825 |
| | $11,720 | 143,908 |

**Plug Tobacco**

| | *Dollars* | *Pounds* |
|---|---|---|
| Denmark | 1,189 | 2,603 |
| Gibraltar | 646 | 1,201 |
| Norway | 978 | 1,470 |
| Sweden | 4,317 | 5,675 |
| England | 2,520 | 2,500 |
| Nicaragua | 6 | 2 |
| Panama | 3,309 | 10,490 |
| Miquelon | 195 | 500 |
| Newfoundland | 72 | 112 |
| Bermuda | 662 | 1,712 |
| Other Brit. W. Indies | 1,595 | 3,700 |
| Cuba | 6,716 | 20,284 |
| Dominion Republic | 178 | 310 |
| Dutch W. Indies | 2,347 | 4,577 |
| Haiti | 79 | 104 |
| Virgin Islands | 22 | 52 |
| Argentina | 107 | 288 |
| British India | 100 | 100 |
| Ceylon | 100 | 100 |
| China | 1,470 | 1,527 |
| Far East Republic | 5,364 | 26,321 |
| Philippine Islands | 566 | 640 |
| Australia | 1,954 | 2,420 |
| New Zealand | 1,686 | 3,352 |
| | $36,173 | 90,540 |

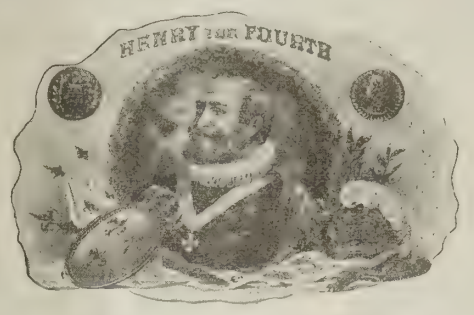
**Smoking Tobacco**

| | *Dollars* | *Pounds* |
|---|---|---|
| Austria | 4 | 5 |
| France | 13 | 5 |
| Gibralter | 6,395 | 63,827 |
| Norway | 225 | 150 |
| Sweden | 127 | 203 |
| England | 107 | 110 |
| Scotland | 580 | 600 |
| Costa Rica | 8 | 9 |
| Nicaragua | 55 | 65 |
| Panama | 11,305 | 18,011 |
| Mexico | 137 | 155 |
| Newfoundland | 803 | 990 |
| Bermuda | 360 | 440 |
| Jamaica | 229 | 216 |
| Trinidad | 110 | 104 |
| Other Brit. W. Indies | 82 | 147 |
| Cuba | 7,000 | 8,463 |
| Dominican Republic | 261 | 343 |
| Dutch West Indies | 56 | 110 |
| Haiti | 317 | 335 |
| Colombia | 108 | 146 |
| Peru | 750 | 1,110 |
| British India | 1,414 | 2,075 |
| China | 2,443 | 2,536 |
| Java | 1,400 | 2,000 |
| Far East Republic | 4,144 | 20,703 |
| Hong Kong | 402 | 460 |
| Philippine Islands | 61 | 54 |
| Siam | 138 | 100 |
| Australia | 80 | 100 |
| British East Africa | 2,750 | 5,500 |
| | $41,864 | 129,072 |

**Other Manufactured Tobacco**

| | *Dollars* | *Pounds* |
|---|---|---|
| Austria | 18 | 11 |
| Netherlands | 46 | 95 |
| Norway | 270 | 1,175 |
| England | 2,050 | 553 |
| Panama | 274 | 464 |
| Cuba | 1,206 | 3,089 |
| Colombia | 19 | 50 |
| | $3,888 | 5,437 |

*(Continued on page 136)*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# Tampa Tidings

### Busy Factory

TAMPA, Fla., March 25.—The Big Four Cigar Co., Louis Mistretta, manager, may not be classed as one of the big shops, but it is surely a busy one with over 20 cigar makers working as late as they can see to meet the repeaters coming in by wire. Their Chicago jobber, Lyle & Meyer Cigar Co., is having a phenomenal run with the Tampa Custom House, 5 cent size, and finds itself hard pushed to supply the demands of Judge & Ryan and the Chicago Tobacco Co., distributors. While Henry A. Lindloff, of Hannon, N. J., is having a similar run with the 10 cent sizes. Tampa Custom House is on the map in good shape.

### Plenty of Orders

The Meyer & Mohr Cigar Co., of Montgomery, Ala., distributors for the Marsicano Cigar Co., upset the well laid plans of Jimmie Marsicano, who intended taking a little vacation. Jimmie thought he had them loaded up, when lo! in comes a rush wire for 10 thousand more Las Perlas and OK's to supplement the 26 M. shipped them two weeks ago, and the week end finds Jim still busy. Thus it has been with him for over a month. Jim likes it.

### On the Wing

Arturo Fuentes Co., Inc., keep track of president Don Farmer by checking him up against the orders. In comes a package from Knoxville, Tenn., so they know he's there. They look for him to register from Atlanta in a few days, and so on till he reaches Tampa early in April.

### Made Two Visits

J. M. Diaz, president of the Preferred-Havana Tobacco Co., with his wife, daughter, and guest, Miss Smith, of New York, spent two days here, leaving for New York on the 23rd. They are returning from Cuba where the Preferred-Havana Tobacco Co. has extensive interests.

### In Good Company

San Martin Leon Co., are entertaining T. H. Thornton, their Southeastern representative, and Ted Smotherman of the Beaty Fleming Co., their Jacksonville distributors. The gentlemen are traveling together for mutual protection and support. They will rusticate here several days. They report that trade is improving.

### Improving

Frank Fernandez, manager, F. Garcia & Bros., reports trade stiffening, especially in Michigan For sometime past "Down East" has shown increased activity.

### Moving to Larger Quarters

In order to permit an expansion in its business, the New York-Tampa Cigar Co. has started to move from its old factory in West Tampa to the former factory of the Francisco Arango Co., in Ybor City. The new factory is equipped with benches for 700 cigarmakers, the entire personnel required for the factory's management being about one thousand.

Fred Davis, manager of the company, says that his firm plans to place the factory, in the course of a comparatively short time, in full operation. While the plans for the old factory are not as yet entirely completed, he said that it was planned to keep it and to probably manufacture a different grade of cigars there.

### Speeding Ahead

Harry B. Mitchell, sales manager for the Belinda Cigar Co., left for New York on the 20th, after spending two weeks at the factory, 1212 Scott street. He reports that Kansas is simply "Eating up" their Malise. Their sales agent for Kansas, Missouri and Illinois, A. D. Carroll, leaves a trail of repeaters behind him. Their factory is working overtime in vain endeavor to keep up with their orders.

### Making Substantial Gains

Marshall & Selig report that their sales show a substantial gain week by week, especially in the Middle West, and that their White Pelican is going strong in the South.

# St. Louis Trade Topics

ST. LOUIS, March 25.—The same satisfactory conditions prevail with the jobbers and retailers that have existed for some time. Business keeps up with a good demand for everything in the cigar and tobacco line.

Price cutting in cigarettes and to some extent in cigars continues with the jobbers and, of course, this is passed along to the retailers. It has resulted in a fine business

Quite a number of cigar representatives have passed through St. Louis recently. Some have remained for a day or two and others have stayed longer. They report a good call for their respective goods. Among the most prominent of the "commercial tourists" have been J. R. Lyons, of the P. Lorillard Co.; Wm. Walson Straub, of M. Linkman & Co.; Max Hirschburg, of Mannus & Co.; C. S. Bagg, of M. Melachrino & Co., and A. Lewis, of Julius Klorfein.

A new standard ten cent size of the Van Dyke has been put on the market by the General Cigar Co., Inc.

A big campaign on the Levona, made by J. C. Newman Cigar Co., and distributed by the Peter Hauptmann Tobacco Co., is on. J. C. Newman, personally, was here for a day and was well pleased with the sales.

Jacob Langsdorf & Sons, makers of the Verna brand, has been added to the line of high class brands handled by N. H. Schimmel, in the lobby of the Central National Bank building.

Charles Mick, who conducted a cigar store in the North End at 6212 North Broadway, has moved down town and is now located at 320 North Fourth street.

"That Paramount Cigar", made by Mendelsohn Co., distributed by the Brinkman, Meisel & Recker Cigar Co., and exploited by Fred Baldwin, continues to be a popular smoke. The same may be said of the Don Julian, made by Gradiaz Annis & Co., also distributed by Brinkman, Meisel & Recker Cigar Co., and "boosted" by Mr. Baldwin. Beautiful window displays of these two brands continue to be a feature.

Window displays recently have been made by the Stickney-Hoelscher Cigar Co., of the Garcia Grande, made by Julius Klorfein; Dengler & Hatz, of the Flor de Andrez Diaz; by Chas. P. Stanley, of the Charles the Great; by Wm. A. Stickney, of the La Resta cigar made by the San Telmo Cigar Co., and by H. L. Hake Cigar Co., of Cuesta Rey. and by Scruggs, Vandervoort & Barney of their private brand, the S. V. & B. made by V. Guerra Diaz & Co.

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Virginia and Carolina Cigarette and Smoking Tobacco a specialty

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Established reputation for careful grading and packing

Our own buyers in best markets

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Leaf, Strips, Scraps and Stems

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CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION

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WHITEHEAD & ANDERSON

LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

Cable Address: "Dorothy" Codes: A. B. C. 5th Ed., Arnolds No. 5, Western Union

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*Largest Loose Leaf Tobacco Market in the World*

W. T. CLARK & COMPANY

Established 1887

*Dealers in All Grades Bright Leaf, Strips, Stems and Scraps*

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

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WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO

ORDER OR CONTRACT—SAMPLES UPON APPLICATION

WINSTON-SALEM, N. C., U. S. A.

## Danville Watching Outcome of New Marketing Plan

DANVILLE, Va., March 27.—The time is rapidly approaching here when a showdown will take place on the question of co-operative tobacco marketing; whether or not the tobacco interests of Danville wish to be reckoned with the general scheme of the plan or whether the policy of the "closed door" is to be adopted.

For a long time the leaders of the co-operative marketing organization have been complaining of a lack of co-operative spirit in Danville and an apparent apathy over the question while the smaller nearby markets are actively interested and engaged in the keenest rivalry in seeking to bring about the establishment of prizeries and delivery plants. In some of the smaller towns it is said warehouses have been offered to the leaders at nominal rent in the hope of inducing the association to settle there.

While there has been no intimation of any attempt on the part of the Co-operative Association to secure property here, Tucker Watkins of South Boston, director of warehouses and M. O. Wilson, secretary of the organization, have been here and held an executive session with the executive committee of the Young Men's Business Club, a strong civic organization, at which the entire marketing plan was revealed. Efforts to secure a summary of the meeting failed as the secretary of the organization said that the committee was pledged to reveal nothing but to let publicity come from the Co-operative Association.

At the same time it is made clear that the co-operative marketing people are making a bid for recognition on the part of a strong local organization in the hope of securing its backing and bringing about a greater measure of co-operation between Danville as a tobacco market to the co-operative selling idea.—TETLEY.

## Receipts Light at Lynchburg

LYNCHBURG, Va., March 24.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg Market:

| | Pounds |
|---|---|
| Sold this week..... | 38,800 |
| Sold to March 25, 1921..... | 10,897,900 |
| Sold to March 24, 1922..... | 8,391,100 |
| Decrease for 1922..... | 2,506,800 |

Receipts were very light this week, showing that nearly all of the 1921 crop has been sold and as the market will be open only one more week the remainder, it is thought, will be sold then.

Prices hold about as they have been for several weeks, all desirable grades being in active demand and bringing splendid prices, indicating that the buyers did not get as much good tobacco as they wanted.

There are large stocks of inferior tobacco on hand everywhere, consequently the demand for such types is poor, with prices low.

Planters are urged to remember this and plant only good land in tobacco and then to make it as good as possible.

The market closes for the season on April 1.

## "Business As Usual" in Kinston

To planters in Eastern North Carolina, the Kinston Tobacco Board of Trade makes appeal as follows:

"It is the right of every man to seek an honest living along the lines that he sees fit. Therefore it is no man's right to criticise his fellow man for his efforts to follow his line of business and use such methods as are honest and to the best interest of his business.

"We have no criticism to make of those who are sincere in their belief that the present method of selling tobacco is wrong; on the other hand we consider that we have the right to maintain that the auction method of selling tobacco is right and we do not yield this belief to any man.

"Believing that time will settle the matter to the entire satisfaction of all concerned, and further believing that we would do the interest of all who compose this section a great injustice, did we not open the tobacco market as usual next Fall, we take this method of advising you as follows:

"The Kinston Tobacco Market will open as usual next Fall for the sale of tobacco at auction as it has for the past twenty-six years. Every buying concern and the so-called independents will have their buyers on the market as usual. *Anything you may hear to the contrary is false.*

"We have requested that we be given three sets of buyers for the coming season so that three houses may sell at the same time. Several of the companies have agreed to do this and we have no doubt but that all of them will. This will enable us to give the trade better service than ever before.

"In your interest we ask that you consider very carefully the benefits that have been derived from the tobacco industry in this section and take no step

THORPE & RICKS

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition.

Cable Address: THORPE.

Established 1886

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Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

**1000 to 1200 Pounds Net Strips Per Day of 8 Hours!**

ON OUR

**Tobacco Stemming Machine**

**Cigarette Tobacco — Smoking Tobacco — Plug — Cigar Filler**

100 MACHINES IN ONE FACTORY

***Write for Full Particulars***

**TOBACCO STEMMING MACHINE COMPANY, Inc.**

LYNCHBURG, VA.

that would in any way prevent the industry getting back on a normal basis. This basis, as you well know, has been very profitable to you as a farmer over a period of many years."

## Danville Season Ends

DANVILLE, Va., March 27.—The last sale of the tobacco season was held here last Friday when comparatively little was marketed. The sales lasted for two hours. The larger buying corporations were not on the market. Owing to the fact that the sale was not formally authorized by the Danville Tobacco Association but was merely the result of an amicable agreement between the buyers and the warehousemen the amount of tobacco sold cannot be reckoned with the official sales of the season. As a matter of fact the poundage sold in Friday's sale would bring Danville's record over the 34 million mark, but the figures for the season will not show this.—TETLEY.

## Two Sales at Richmond

RICHMOND, Va., March 25.—There were only two sales this week, with prices about same as for last month, and only a few buyers.

Total sales were 26,490 pounds, which included 3,000 pounds of damaged one sucker tobacco, which sold for only 3 average, but the Sun-cured averaged $19.50 per hundred. We understand that the Farmers Pool of Sun-cured tobaccos will have from one million and a half to two million pounds to offer, when they have completed the redrying of their holdings; and they have about half a million pounds yet to redry. They will have a fine lot of tobacco to sell.—R. C. MORTON & Co.

## Bayuk Bros., Incorporated

PHILADELPHIA, March 29.—Quarterly dividend of 2 per cent on first and second preferred stocks of this corporation has been declared payable on April 15, 1922. to the stockholders of record March 31, 1922. Checks will be mailed.

### Changes Name

DALLAS, Texas, March 25.—The Nixon Cigar & Candy Co., has changed its name to the Merchants Cigar Co.

## Tobacco Growers Meet

LOCK HAVEN, Pa., March 22.—The tobacco grower's association of Clinton County held their annual show and banquet at Lock Haven at the Russell Hotel on Grove street Wednesday. The tobacco was brought in and judged during the forenoon and the banquet was served at one o'clock. Otto Olson, of Ephrata, and E. K. Hibschman, of State College, delivered interesting addresses while the association was honored by having John F. Weaver, president of the Lancaster County association, among those present.

## For High Class Trade

The R. C. Importation Co., of 378 Madison avenue, New York, has just received a large shipment of the famous Batschari cigarettes from Baden Baden. These goods consist of the Mercedes, gold tip; La Corona, plain; Crown, gold, and Cordon Rouge, gold tips, all of which are being supplied to the first class hotels, clubs and other high class trade. This company is also supplying the Carltonia brand of cigars in six sizes, at 15 to 25 cents, and find it a strenuous task to keep up with the constant demand.

## Buys Cigar Factory

BLUFFTON, Ind., March 25.—Ed Hupp has purchased the Ernst Wiecking cigar factory, where he has been an employe for the last 33 years. Wiecking and his wife are planning to take a trip to Germany this Summer to visit relatives.

## Store Changes Hands

MARYSVILLE, Calif., March 20.—The cigar store of William Wood on D street has been taken over by Fred Fordham and Ward Stevenson, who are having the place remodeled and improved.

## High Moral Resolve

Civic Virtue, by the Police Department, with apologies to MacMonnies: Woman smoker prostrate, a plainclothes man treading on her neck and flourishing a pipe with a gesture of high moral resolve.—*New York Tribune.*

Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

***Leaf Tobacco Dealers***

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.

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H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

**Cobb-Gwynn Tobacco Company, Inc.**

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

Cable Address: WILTOBAC, Wilson, N. C.

**WILSON TOBACCO COMPANY**

*Dealers in* **LEAF TOBACCO**

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

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**Slate Seed Company**

The Largest Tobacco Seed Growers in the World — SOUTH BOSTON, VA., U. S. A.

ANDREW JAMISON, President — Established 1885; Incorporated 1910

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—BUYERS AND EXPORTERS OF—

*ALL GRADES OF OLD BELT*

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

C. O. DIXON, President — A. H. BUCHAN, Treasurer

Cable DIBUCO, Mullins, S. C.

**DIXON-BUCHAN TOBACCO COMPANY**

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VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

**W. O. SMITH & CO.** — Cable Address: "Lowbell" Established 1865

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For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world

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To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

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BUYERS, REHANDLERS, REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
FACTORIES — OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

Cable Address: "HODGE, HENDERSON"

**Hodge Tobacco Co.**
of KENTUCKY, Inc.
Packers of
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Natural or Artificial Seasons
Head Office: HENDERSON, KENTUCKY
Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.
BUYERS ON ALL WESTERN MARKETS

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

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INC.
CARROLLTON, KENTUCKY, U. S. A.
Buyers and Dealers in Burley Leaf Tobacco
We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*
We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*
We solicit your orders and will give same prompt and efficient attention.
SEND FOR OUR WEEKLY REPORTS

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*Samples Submitted. Contracts Solicited.*
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery. LEXINGTON, KY.

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Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
OFFICE AND FACTORY:
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Dealers and Brokers in Leaf Tobacco
Hopkinsville, Kentucky, U. S. A.
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**Wm. L. Burford & Co.**
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Headquarters 1000 W. Main St. LOUISVILLE, KY.
Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.
Orders and Correspondence Respectfully Solicited

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CLARKSVILLE, TENNESSEE
OPERATING IN
Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,
Upper Cumberland and Air-Cured Districts
Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.
*Correspondence Solicited.*

# Louisville Tobacco Market Reports

LOUISVILLE, Ky., March 25.—Sales and tabulations for the past week are recorded by the Louisville Tobacco Board of Trade as follows:

### Tobacco Sales for the Week and Year to March 24

| Warehouses | Week: Auction sales | Week: Private sales | Week: Total for week | Year, Jan. 1, to date |
|---|---|---|---|---|
| Turner | 42 | 3 | 45 | 2,049 |
| Kentucky | 301 | 28 | 329 | 6,388 |
| Main Street | 91 | 15 | 106 | 3,241 |
| Planters - Farmers | 241 | 62 | 303 | 8,015 |
| New Tenth Street | 196 | 154 | 350 | 4,710 |
| Louisville | 243 | 13 | 256 | 5,204 |
| | 1,114 | 275 | 1,389 | 29,607 |
| Year 1921 | ... | ... | 1,791 | 26,552 |
| Year 1920 | ... | ... | 1,338 | 26,055 |
| Year 1919 | ... | ... | 1,327 | 30,340 |

### Classifications of This Week's Sales

| | Old Crops. | 1921 Crop. | Total. |
|---|---|---|---|
| Burley | 881 | 274 | 1,155 |
| Dark | 226 | 8 | 234 |
| | 1,107 | 282 | 1,389 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops. | 1921 Crop. | Total. |
|---|---|---|---|
| Burley | 18,216 | 10,375 | 28,591 |
| Dark | 783 | 233 | 1,016 |
| | 18,999 | 10,608 | 29,607 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 25,123 | 25,224 | 28,195 |
| Dark | 1,429 | 831 | 2,145 |
| | 26,552 | 26,055 | 30,340 |

### Comparisons with Previous Years

| Sales— | 1922 | 1921 | 1920 |
|---|---|---|---|
| Total sales of new crop to date | 14,014 | 23,494 | 24,719 |
| Sales of new crop to date. Original inspection | 11,659 | 19,604 | 20,611 |
| Rejections this Week: | | | |
| Burley | 240 | ... | ... |
| Dark | 7 | ... | ... |
| Total | 247 | 252 | 337 |
| Percentage of Rejections to Auction Sales: | | | |
| Burley | 23 | ... | ... |
| Dark | 8 | ... | ... |
| Total | 22 | 14 | 26 |
| Rejections, Jan. 1 to Date: | | | |
| Burley | 6,331 | ... | ... |
| Dark | 182 | ... | ... |
| Total | 6,513 | 5,173 | 6,515 |
| Receipts: | | | |
| Receipts this week | 927 | 1,470 | 769 |
| Receipts, Jan. 1 to date | 19,316 | 20,602 | 19,160 |

### Official Quotations at Louisville, March 24, 1922

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix) | 5 to 6 | .. to 7 | 7 to 8 | .. to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Common leaf (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

**WIRE HOOPS**
*We Are Manufacturers*
Special Soft Wire Quick Shipments
W. F. Robertson Steel & Iron Co.
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— WE ARE BUYERS OF —

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos.

On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

## Owensboro Offerings Light

OWENSBORO, Ky., March 25.—The offerings this week were light, as indicated by these sales:

| | Pounds | Aver. |
|---|---|---|
| Sales pryor | 258,785 | $11.14 |
| Previously reported | 28,884,915 | 15.28 |
| Total sales pryor to date | 29,143,700 | 15.21 |
| Sales burley | 17,125 | 16.58 |
| Previously reported | 511,545 | 14.32 |
| Total sales burley to date | 528,670 | 14.93 |

### Quotations

| | | | |
|---|---|---|---|
| **GREEN RIVER** | | | |
| Dark | 7 to 25c | 5 to 18c | 2 to 6c |
| Brown | 9 to 40 | 7 to 20 | 3 to 10 |
| Red | 15 to 45 | 8 to 25 | 3 to 12 |
| **ONE SUCKER** | | | |
| Dark | 6 to 18c | 5 to 10c | 2 to 4c |
| Brown | 8 to 30 | 6 to 20 | 4 to 7 |
| Red | 9 to 35 | 7 to 25 | 5 to 10 |
| **BURLEY** | | | |
| Dark to Green | 6 to 15c | 4 to 12c | 2 to 6c |
| Dark red | 8 to 20 | 6 to 15 | 4 to 8 |
| Clear red | 15 to 40 | 10 to 25 | 6 to 15 |
| Bright | 20 to 50 | 15 to 40 | 10 to 35 |

### Market Comment

The Kentucky & Virginia Leaf Tobacco Co. comment as follows:

"Small offerings, generally common at unchanged prices, is history of market this week.

"As all loose leaf floors will close for the season after this week, with the exception of one floor, we will discontinue after this issue our weekly market report.

"The market has been a very satisfactory one to growers in this district with an average of $15.21 for the season on pryor tobacco. Only one-third of the usual burley crop was grown in this section, and the general average price of $14.39 has not been satisfactory to growers of this type.

"From preparations being made we expect the Green River crop this year to show a material increase in acreage over last year if weather and conditions are favorable."

J. S. Phelon makes these observations:

"Competition in a general way has not been keen during the week and the lassitude that often appears on very light sales and closing offerings was apparent this week. The percentage of really good tobacco was very small. Prices on common grades are very well maintained but there was something of a weakness in the medium and better grades."

## Paducah Market Irregular

PADUCAH, Ky., March 24.— The movement of loose tobacco that has been bought under contract has continued rather free during the past week, and the greater part of the crop that has been purchased at the barn door has been delivered. But offerings on the loose floors and from the wagons have run light. The irregular and lower market on common and low grades has checked the offerings of better grades, hence sales have been very light during the past week and prices unchanged. There has been some activity in the country buying at the barn, but transactions have been lighter than for some time before. This being because the greater part of the crop has been sold and the unsold crops are very scattering.

Opinions differ as to the quantity of unsold tobacco in this district. It is estimated at 10 to 15 per cent. Some calculate that even less than 10 per cent of the crop remains to be sold. If this is true the crop will fall considerably short of 1920. The Western District crop of 1920 was about 69 million pounds, but we are now estimating the 1921 crop at 55 to 60 million pounds, which is a large falling off.

There has been a little activity in old leaf and lugs, but the quantity has not been made public, but several hundred hogsheads of common to medium leaf have been sold at prices ranging from 13 to 20 cents, and some common to medium lugs at 4 to 6 cents.

The weather has been wet for some time and very little progress has been made with farm work, but with clearing weather farmers will get busy with plow-

(Continued on page 141)

HAIL AND COTTON

209-215 SO. 8TH ST., LOUISVILLE, KY.

Leaf Tobacco Dealer and Packers

Burleys—Darks—Green Rivers

All Grades

*Samples sent on application*

Cable Cotton—Louisville

Codes { A. B. C. 5th Ed. / Arnold's 5-15

Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

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PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders or Commission

Factories: Paducah, Ky., Murray, Ky., Manfreed, Ky., and Martin, Tenn.

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*Leaf Tobacco Broker*

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.

Stemmery and Air Drying Factory

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CODES: { Arnold's No. 5 / A B C 5th Ed. Improved

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*Latest Proctor System*

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Manufacturers of

TWIST, PLUG AND SMOKING TOBACCOS

FOR DOMESTIC AND EXPORT TRADE

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Codes: A. B. C. Fifth Edition, Western Union, Bentleys

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Leaf Tobacco Brokers and Dealers

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A B C 5th Edition

Arnolds & West, Union Codes

TANSY TOBACCO CORPORATION

*Leaf Tobacco Dealers and Brokers*

All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.

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Dealers in All Kinds of

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BAYUK INIMITABLE BLEND and BAYUK INCOMPARABLE BRANDS
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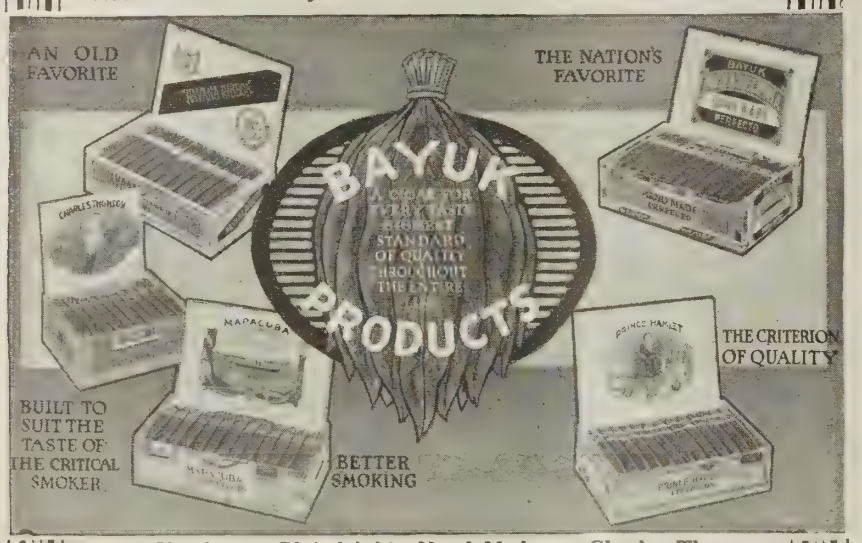


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**Mapacuba** **Havana Ribbon**

# Putting Important Trade to Fore in Philadelphia

## An Additional Factory for the Congress Cigar Co. at Bethlehem, Pa.—Jobbing House of Bailey & Co. Robbed of 90,000 Cigarettes—Reorganized Association.

PHILADELPHIA, March 28.—Bayuk Brothers, Inc., for 1921 report gross sales of $9,580,143, as compared with $9,654,922 in 1920. Net income, after charges for taxes, depreciation and interest, totaled $494,342, against $364,073 in 1920.

Robbers during the week were surprised while operating at the store of Bailey & Co., jobbers, Second and Arch streets, but made their escape in a large touring car, carrying off 90,000 cigarettes valued at $405. Policeman Elliott saw a man coming from the store at 4 o'clock in the morning and gave chase. But the looter jumped into a motor car and escaped, though several shots were fired after him. Afterward it was found that the front door had been jimmied open.

D. F. Gary has been added to the Philadelphia sales force of Allen R. Cressman & Sons.

President Goldberg of Goldberg & Sons, Coatesville, Pa., paid a visit to the Cressman headquarters during the week.

The cigar store of Jacob Zimerman, southeast corner of 13th and Susquehanna Ave., slightly was damaged by fire during the week.

Representative S. W. Haas of Arguilles Lopez called on the trade during the week.

Jacob Paley, head of the Congress Cigar Co., has returned from an extensive western trip to Chicago and Milwaukee. The Congress Co. will open on April 1 an additional factory at Bethlehem, Pa., a three-story structure which will employ 250 hands and will have a daily capacity of from 80,000 to 100,000 cigars. L. L. Lipschutz has been appointed to the Congress sales force. He will cover the city trade. Glenn Hill and Ralph Waite of Hill & Waite, distributors for the La Palina in Rochester and Syracuse were visitors to the factory during the week.

C. C. Himmelright, 732 Hamilton St., Allentown, Pa., widely known throughout the trade and one of the most prominent dealers of that hustling city, paid a visit to the Quaker City during the week. Mr. Himmelright has just taken on the agency for the famous Webster Brand, which under its new proprietorship, is being featured nationally. Here the distributors are the Dusel-Goodloe Co. The brand is made in five sizes and its new form of packing in air-tight containers has won for it largely increased sales.

President Paul P. Brogan of the Dusel-Goodloe Co., who has been ill has returned to his desk.

Hopes of enthusiasts among the executives of the newly organized Cigar and Tobacco Dealers' Association of Philadelphia, that all branches of the trade, jobbing and manufacturing would interest themselves in an organization which means to labor for the benefit of all, largely were realized at the second dinner meeting of the Association which was held on Wednesday evening last week at the Cafe Louis, 12th and Walnut Sts. In addition to the attendance of the faithful among the retailers, there were present the advance guard of the salesmen that the new association expects to take in and who, it is believed, are particularly well qualified to do missionary and campaign work for the new body, although it must be understood that officials of the association are desirous of developing along the lines of representative character of members, rather than mere numbers. Representative Nichols of the Melachrino Cigarette brand was the first of the knights of the grip sack to make application and, of course, he promptly was elected. Second in line was R. Y. Donnelly of the Congress Cigar Co. of La Palina fame and he, too, was elected and then followed J. Flanagan, of M. J. Dalton & Co.; Jules Jacobs of Heinemann Bros., and F. C. Flanagan, of Allen R. Cressman's Son. While thus far none of the manufacturers have made application for membership, it is believed that eventually both they and the jobbers will be glad to avail themselves of the opportunity to join.

Such a pleasant evening was spent by those who gathered around the dinner table and in the camaraderie of that association, discussed many aspects of business, that decision was almost unanimous to hold another session, not at an interval of a month, as was customary in the days of the former Retail Cigar and Tobacco Dealers' Association, but in two weeks on April 5 at the same place.

# Leaf Trade and Cigar Interests Are Mutual

CHICAGO, March 25.—Little change was noted in Chicago's Leaf Tobacco circle during the past week, either in the trend of orders or the consensus of future business. The leaf merchants of this city continue to feel that there is better business ahead, with better conditions for the entire trade. Cigars are said to be selling easier, and the manufacturers are said to be more and more, finding an easier market for their products. But, as one leaf merchant here said: "The manufacturers still shop around, and buy conservatively."

The leaf market, as noted by the Chicago representatives of the trade, if it is anything, is "spotty." One day orders will virtually pour into the office and the next day or two there will not be "a sign of an order." This condition has been prevalent for some time past, but it is now being felt that the lapses between orders are not so wide, and orders are gradually growing heavier.

The consensus here is that for many of the manufacturers the time has past when they will buy leaf months in ad-

(*Continued on page* 140)

Diamond·F

**PROTECTIVE PAPERS**

for packing cigars, cigarettes, tobaccos, etc. Contain no wax. Sweet and pure. A sure protection.

**Glassine** **Greaseproof**
**Vegetable Parchment** **Parchmoid**

**Made by**

**Diamond State Fibre Company**

**Bridgeport (near Philadelphia)** **Penna.**

**LA PALINA**

*The Quality Cigar*
*Since 1896*

**THE TOPIC OF THE DAY**

**Mild Havana Cigar**

**Corona size 15c straight**
**Other sizes**
**10c straight, 2 for 25c**

The ready sales and continuous call for this mild and pleasing smoke proves that it suits the taste of the most particular smoker.

**BOBROW BROTHERS, Inc.**
*Manufacturers*
**Philadelphia** **Penna.**
***Makers of Famous "Bold" Cigar.***

# Pennsylvania Tobacco Buying Takes "Big Jump"

**Lancaster County Scene of Activity—Packers and Large Cigar Manufacturers Have Representatives in Field—Tobacco Coming Off Bulk Better Than Anticipated.**

LANCASTER, PA., Mar. 25.—Buying in the county has taken on a big jump and all the packers and large cigar manufacturers have men in the field.

The cause of this big boom this week is occasioned by the tobacco coming off the bulk better than was anticipated by the packers. It seems to "mellow up" better and in excess of the packers' most sanguine expectations. The tobacco is almost uniformly sound and shows little damage of any kind.

Last year the crop showed a lot of black rot, also blue mold and water mold in the bundle; also a lot of mouldy tips which naturally detracted from the value of the tobacco and was a deterrent to the packer, as all this damaged tobacco had to be sold at a loss by the packer.

Very few of the packers made any money on last year's tobacco, as aforementioned damage cut their profits and their earnings were small.

Prices of all commodities have about reached their level and are now stabilized and tobacco is no exception.

Buyers started buying of the 1921 crop at 15c for choice crops. Best prices have receded and the best crops are being bought for 12 and 13c for wrapper and 2c for filler grades.

It is now safe to say about seventy per cent of the 1921 crop has been sold and this is a conservative estimate.

Some of the poorer crops have not and will not be disposed of for some time and then at very low figures.

A local packer received an order for 1,000 cases packed 1921 fillers, whether for home consumption or foreign shipment the writer was unable to find out, nevertheless, this gives the filler market a slight "boost," as heretofore they have been a drug in the market and no one wanted them except for grinding purposes.

John McCarthy, general superintendent of the buying interests of Fendrich Cigar Co., of Evansville, Ind., is here looking over their purchases of 1921 tobacco, and reports he finds the tobacco eminently satisfactory and is pleased with the bulk of his holdings.

If the buying keeps up as fast as it has done this week, there will be very little desirable tobacco in farmers' hands inside the next three weeks.

The Mt. Joy Farmers' Association are filling the Amos B. Hess warehouse with cases of tobacco. This concern expects to pack about 1,000 acres for the farmers this year.

An organization of the farmers in the vicinity of Donerville for the purpose of co-operative packing, was effected at a meeting in the Donerville school house last Saturday afternoon.

After a clear outline of the purpose of the organization an explanation of the benefits that accrue from it were explained, an organization was effected by the election of the following board of directors: M. M. Bushong, H. M. Lichty, D. L. Shellenberger, H. S. Nolt and Aaron Weaver.

The directors organized as follows: President, M. M. Bushong; vice president, H. M. Lichty; secretary-treasurer, D. L. Shellenberger. A charter will be applied for and the packing of more than 100 acres of tobacco will be begun immediately. At a previous meeting preliminary plans were made and a committee appointed with H. M. Lichty as chairman, to secure a warehouse. He reported that a house had been secured in which approximately 1,000 cases could be packed and stored and that a competent manager had been secured.

P. R. Taylor, of the Bureau of Markets, explained the warehouses and the methods of financing the project. Elmer Strickler of the Mt. Joy Farm Products Association, told of the work as it was carried on in his section.

There are now four or five of these co-operative packing companies in the county and whether a farmer will make more money by packing his tobacco or by selling to the local packers, remains to be seen. The farmer must pay for cases and labor of packing, also stand from 15 to 20 per cent shrinkage, lose all damage that may develop in his tobacco, interest on his money; also storage and insurance and with this paid for, it will add 7 to 8c per lb. to the valuation of his crop, and it will be far better to sell it in the bundle to the packers who are practical men and who know how to handle and market the goods, for the reason that after the tobacco is in cases it very seldom brings more from a monetary standpoint than if it were sold in the bales by the farmers, and besides this, they do not lose six to eight months' interest on their investment.

It is *not* a profitable investment for a grower to pack his goods in this section for when the tobacco is ready to be marketed, he may run up against declining prices and have to eventually lose money on his holdings.

It's entirely too much of a gamble for a farmer to pack his goods and by next winter a lot of them will be finding this out to their sorrow and loss.

The farmer naturally asks why "does the dealer pack it?" This can be readily answered by saying the dealer *must* pack or get out of business, for if he has no merchandise to sell, he is "dead," so far as business is concerned.

### Cigar Business Growing Better

Business with the cigar manufacturers is improving and we expect to see it normal soon.

The Pennsylvania Cigar Co., a new concern here, is busy as can be and is advertising for cigar makers. Its principal brand is called the "Little Trooper," a nickel proposition, and is giving universal satisfaction wherever placed. This is a young, but growing concern and it

(*Continued on page* 141)


LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
*Samples cheerfully submitted upon request*

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

J. U. FEHR & SON
Packers of LEAF TOBACCO
*Zimmer, Gebhardt, Dutch & Penna a Specialty*
135-141 Maple St. READING, PA.

FLOR DE
MANUEL
CIGAR
"THE BLEND THAT MAKES HAVANA MILD"
ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

**H. FENDRICH (Incorporated)**

**Evansville, Ind.** **Established 1850**

**EL VERSO**
**HAVANA CIGARS**

**Seven Sizes**

**to Please the Most Discriminating**

**The Deisel-Wemmer Co.**

*Makers*

**LIMA, OHIO**

# Cleveland Interested in Cigarette Situation

## Almost Universal Topic of Conversation—Price Cutting Cause of Much Concern—Battle Field "Somewhere South of Euclid Avenue"—Other and More Agreeable News.

CLEVELAND, Ohio, March 25.—The cigarette situation is probably the most important and universal subject of conversation in local trade circles. Wholesale prices first, then retail prices, are continually dropping with the result that no one can even guess intelligently at the probable end of the downward movement. The cigarette situation cannot be disregarded for retailers know that now, more than ever, are they in demand. About sixty per cent of the average cigar store's business here is done on cigarettes and tobaccos and therefore anything affecting the prices of these goods is of utmost importance.

A great little war is being waged here for smokers. The slogan of "Somewhere in France" is changed to "Somewhere South of Euclid Avenue." Newcomers come, open shop and put famed cigarettes down to 15 cents. Drug stores across the way won't be bluffed. Prices tumble. Fourteen cents is reached, then thirteen, then two for a quarter and now twelve cents. Combatants stop for breath. North of Euclid, along Superior and in Public Square, the call of battle is heard. Tobacco men, veterans of many price wars, shake their heads. "Cutting each other's throats. Can't last long." And they continue to sell famed cigarettes at 18 cents.

Retailers and jobbers both, are almost unanimous in declaring the present situation a terrible one. Retailers feel that their profit is too small and have been buying in limited quantities from the jobbers whose profit is also made lower. There are two sources of remedy as far as can be seen. Either the manufacturer or the retailer must be the first to act. It seems at the present writing that the manufacturer is not the one at fault. His prices are universal and if retailers all sold at the same margin of profit there would not be this cutthroat competition. It seems, then, that it is up to the retailers to get together and by some determined action insist that they all sell at a fair margin of profit. According to Percival S. Hill, president of the American Tobacco Co., cigarettes listed at $7.20 should be sold at 18 cents and those listed at $6.80 should be sold at 17 cents. Let's get together then, retailers, and put this common-sense necessary business arrangement across!

### Open New Store

Page & Lewis, two well-known cigar men here, have opened a new store at 5529 Woodland avenue. This place is a good location being at the intersection of two busy thoroughfares and as both these men are real business men the store should be a success from the word "go."

### Grover Mendelsohn Back from Cuba

Grover Mendelsohn of the Mendelsohn Cigar Co., got back home from Cuba the other day. Mr. Mendelsohn saw to it that his factory was assured of the same high grade of tobacco that has characterized the Mendelsohn products since their debut. The way Paramounts, Decisions, etc., have been going in his absence certainly pleased Mr. Mendelsohn who leaves today to keep things "whooping" out West. The Western trade has taken to Paramounts especially, and orders for this brand are always pouring in at the factory.

### Pushing Dutch Masters

Otis Johnson is still seeing to it that Dutch Masters are getting their share and more of celebrity here. The result is that Pyle & Allen stores are getting more calls than ever for this brand and Otis is wearing one of those old-time "never come off" smiles.

### About El Producto

I listened to a conversation between two clerks in a downtown store the other day. Said clerk No. 1: "I like to sell a man an El Producto. They go out satisfied with one of them in their mouth and they do come back for more."

(*Continued on page* 141)

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

***As we say, there's still open territory, but we want more than just "a representative"***

THE MENDELSOHN COMPANY, INC.

2700 WOODLAND AVENUE, CLEVELAND, OHIO

**PARAMOUNT**

ABOVE ALL

**MAIL POUCH**

**The Tobacco that has maintained its**

**High Standard of Quality**

***For Over 40 years***

THE BLOCH BROS. TOBACCO CO.

**Wheeling, W. Va.**

Read Tobacco and Keep Up to Date

**E. ROSENWALD & BRO.** IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**

**145 WATER STREET,** **NEW YORK**

# PARK & TILFORD

are the

## LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

TRADE CANCO MARK

THE SIGN OF BETTER CANS

AMERICAN CAN COMPANY

HAVANA CIGARS

*The Leader in All the World's Markets*

# ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

*Sweet and Aromatic*

INDEPENDENT CIGAR FACTORY

M. L. FERNANDEZ, Proprietor

Cable: "Belinda"

96-98 GERVASIO STREET HAVANA, CUBA

N. E. NICHOLS

United States Representative

8-10 WEST 45TH STREET - - - - - NEW YORK

Telephone: Murray Hill 8427

# CIGAR MACHINERY

Wolverine Bunch Breakers

Wolverine Cigar Packers

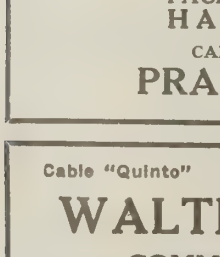
For Boxes of 50 and 100, Bundles and Round and Square Tins

WRITE FOR DESCRIPTIVE CIRCULARS

Pulte-Korreck Machine Co.

GRAND RAPIDS, MICHIGAN

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO



PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
Havana Tobacco Stripping Co.
Tobacco Strippers and Commission Merchants
LEALTAD, 110, HAVANA, CUBA

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
B. DIAZ & CO.
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

## Exports from New York

(*Continued from page* 125)

### Cigars, Etc.

| | *Dollars* | *M* |
|---|---|---|
| Netherlands | 45 | 1 |
| British West Africa | 99 | 1 |
| | 144 | 2 |

### Cigarettes

| | | |
|---|---|---|
| Belgium | 419 | 80 |
| Denmark | 1,200 | 360 |
| France | 4,347 | 551 |
| Gibraltar | 100 | 25 |
| Germany | 83 | 25 |
| Italy | 54 | 17 |
| Norway | 400 | 100 |
| Sweden | 2,159 | 442 |
| England | 2,465 | 201 |
| Costa Rica | 1,914 | 580 |
| Nicaragua | 928 | 208 |
| Panama | 78,284 | 21,203 |
| Mexico | 419 | 108 |
| Bermuda | 993 | 226 |
| Jamaica | 42,125 | 25,416 |
| Other Brit. W. Indies | 613 | 416 |
| Cuba | 9,463 | 1,120 |
| Dominican Republic | 5,314 | 1,218 |
| Dutch West Indies | 1,958 | 597 |
| Haiti | 5,807 | 1,254 |
| Virgin Islands | 1,005 | 289 |
| Argentina | 800 | 200 |
| Brazil | 100 | 5 |
| Colombia | 7,644 | 922 |
| Dutch Guiana | 442 | 90 |
| British India | 11,500 | 4,500 |
| China | 3,106 | 310 |
| Java | 1,465 | 275 |
| Far East Republic | 22,288 | 6,417 |
| Kwanto | 11,451 | 11,451 |
| Philippine Islands | 263 | 50 |
| British West Indies | 155 | 50 |
| Liberia | 160 | 50 |
| | $219,374 | 78,756 |

### Snuff

| | *Dollars* | *Pounds* |
|---|---|---|
| Panama | 71 | 68 |
| Dominican Republic | 6 | 10 |
| | 77 | 78 |

### Pipes, Etc. for Smokers

| | *Dollars* | *Pounds* |
|---|---|---|
| Norway | 129 | 29 |
| England | 7,800 | 1,564 |
| Honduras | 40 | 45 |
| Panama | 140 | 53 |
| Mexico | 18 | 4 |
| Jamaica | 23 | 25 |
| | 8,150 | 1,720 |

### Cigarette Paper

| | *Dollars* | *Pounds* |
|---|---|---|
| Guatemala | 300 | 1,340 |
| Honduras | 2,515 | 9,524 |
| Panama | 702 | 813 |
| Salvador | 1,454 | 5,108 |
| Trinidad | 902 | 3,327 |
| Cuba | 21 | 9 |
| Dominican Republic | 15 | 6 |
| China | 413 | 235 |
| | $6,322 | 20,362 |

### Foreign Tobacco, Etc., Exported

WRAPPER TOBACCO

| | *Dollars* | *Pounds* |
|---|---|---|
| England | 29,280 | 10,045 |
| Panama | 388 | 331 |
| Mexico | 585 | 167 |
| Jamaica | 12,182 | 6,325 |
| Other Brit. W. Indies | 250 | 166 |
| Cuba | 1,823 | 3,031 |
| Dutch West Indies | 56 | 109 |
| Argentina | 907 | 2,297 |
| Colombia | 4 | 2 |
| Philippine Islands | 366 | 170 |
| Australia | 992 | 331 |
| | $46,833 | 2,297 |

### Tobacco Filler, Scrap, Etc.

| | *Dollars* | *Pounds* |
|---|---|---|
| Germany | 51,830 | 150,410 |
| Gibraltar | 7,000 | 52,563 |
| Netherlands | 185 | 167 |
| England | 1,823 | 1,689 |
| Mexico | 50 | 282 |
| Other Brit. W. Indies | 150 | 300 |
| Cuba | 710 | 805 |
| Colombia | 1,254 | 3,258 |
| Australia | 9,422 | 10,114 |
| | $72,424 | 240,165 |

### Other Manufactured Tobacco

| | *Dollars* | *Pounds* |
|---|---|---|
| Cuba | 99 | 300 |
| Dominican Republic | 5 | 5 |
| | $104. | 305 |

### Cigarette Paper

| | *Dollars* |
|---|---|
| Haiti | 74 |
| China | 799 |
| Philippine Islands | 542 |
| | $4,415 |

### Pipes and Smokers' Articles

| | *Dollars* |
|---|---|
| Dominican Republic | 21 |
| Colombia | 6 |
| | $27 |

## Tobacco Schedule May Yet Be Changed

WASHINGTON, D. C., March 25.—There is still a fight on in the Finance Committee regarding the tobacco schedule. The tentative rates which have been figured out by the committee, as already reported in TOBACCO, are still in the bill as reported. However, there is a possibility that a change will be made before the bill finally goes to the Senate.—LAMM.

Cable, "Maxherz"
MAX HERZOG
TOBACCO BUYER
165 Water St., New York

HOYO de MONTERREY
The Aristocrat of
Imported Cigars
VALERIANO GUTIERREZ, Representative
351 West 121st Street New York

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

## Tobacco Wildfire

(*Continued from page* 122)

venting very severe loss from wildfire?

### Control

First of all, let me explain that all the recommendations for control which we have to make are based on experiments of just one year but supplemented by what has been learned in the southern states. That is a pretty short period of experimentation on which to make positive recommendations, but it is the best we can do now and we reserve the right to change our recommendation after we have experimented longer.

Our whole scheme of control at present is based on the assumption that the disease which you had in your fields last year and the year before did not originate in the field but that it was on the plants in the seed bed; in other words, if all your plants had been disease-free when you took them to the field you would have had no trouble. This, as I have said, is an assumption; an assumption supported by considerable evidence and observation, but not a scientifically demonstrated fact. I am aware that some of you will differ with me on this assumption; last summer many growers told us it was not true, but when Dr. Chapman and I investigated, we found in every case where it was still possible to check up on the state of the seed bed, that the disease was there.

Now, if it is true that every case starts with the seed bed, then our whole problem narrows down to the task of keeping the seed bed free from disease. We need not worry about trouble in the field. Then our next question to answer is: How does it get into the seed bed in the spring? We don't know. If we could answer that question absolutely, the case of control would be simple. Let us see what the possibilities are: (1) it may be in the soil when the seed is sown. Personally I doubt whether it winters in the soil in the Connecticut valley, but it may. (2) It may be on or with the seed when it is sown. (3) It may be on the plants, sash, covers, etc. Since we are not certain which of these is the source, our best plan for the present is to guard against entrance from all, i. e., sterilize all of them.

First sterilize the soil. Either steam or formaldehyde can be used. Sterilization has the advantage of killing weed seed and also of preventing other diseases of tobacco seedlings. I understand that it is a general practice among tobacco growers, so I need not go into detail. If steam is used, the pan is probably the best method and a pressure of 100 lbs., or thereabout, is desirable. Treat long enough to cook a potato four inches below the surface of the soil. With formaldehyde, use a 1-50 solution at the rate of ½-¾ gal. per sq. foot. Do not plant the bed for at least twelve days after application of formadehyde.

Seed can be sterilized either with formaldehyde 1 oz. to a pint of water, or more safely, with mercuric chloride. Soak the seed for 15 minutes in 1-1,000 solution of mercuric chloride, wash thoroughly, and then dry. A good way to do this is to use a Mason jar; put the seed in cheese cloth, immerse in the solution for 15 minutes, then take out the bag and run water over it until thoroughly washed. It should then be dried thoroughly and stored. This can be done at any time during the winter. Pathologists from the southern states consider seed sterilization the most vital of all preventive measures.

The boards, sash, etc., can be sterilized by drenching with formaldehyde 1-50. If old cloth covers are used they may be easily sterilized by boiling in water or by 1-50 formaldehyde.

All the sterilization measures that I have described are precautionary. Theoretically at least, they should prevent the organism from getting into the seed beds. But I suspect that many of you will not take all these precautions. For the grower who does not do this preliminary sterilization, we recommend the spraying of the beds with some copper fungicide or dust.

Last summer we made some very thorough tests of spraying for the control of the disease. Under the most favorable conditions for the growth of the bacteria we were able to reduce the percentage of infection from 50 per cent to less than 1 per cent. By favorable conditions I mean this, several days after we sprayed each time we took sprinkling cans of water that was teaming with the wildfire bacteria and thoroughly drenched all the plants. None of you will ever have conditions as favorable as that for the development of the disease in your seed beds, and if we could reduce the disease to less than 1 per cent, you ought to be able to keep your plants practically free from disease. We used home-made Bordeaux mixture 4-4-50, Pyrox, Nurexo and also Sanders dust which was blown on to the plants while somewhat moist. All of these copper fungicides gave good control and there is not much choice among them, except that some are cheaper and some are less trouble to apply. We were very favorably impressed with the dust as a substitute for the spray. It gave just as good control and is very much more easily applied. We used a rotary powder blower operated by hand and you can cover a lot of space in a short time. Spraying or dusting should begin when the plants are about as large as the thumb nail and continue until setting is completed.

Even if the disease has gotten into the field it is not too late to take some measures to prevent spread. If it is early in the season, remove any diseased plants you find, put them in a bag and carry them entirely away from the field. If late in the season and the infection is not too heavy, pick off the diseased leaves and carry them out in the same way. Do not make the mistake of pulling off the diseased leaves and throwing them on the ground. Also avoid working with the plants when they are wet.

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Read Tobacco and Keep Up to Date

# Contemplating a Tobacco Pool in Connecticut

## Growers Are Considering Five-Year Contracts and Association Rules—Fred Griffin En Route to Europe—A Cigar Deal in Hampden County.

HARTFORD, March 25.—Tobacco growers in the Connecticut Valley have been given a chance to show their intentions concerning the new tobacco pool association which it is proposed to start as soon as possible. At meetings of growers, held in various towns, the scheme has been outlined and many are enthusiastic over the pool. Members of the Hartford County Farm Bureau have been making a careful canvass and are asking the growers to sign the following cards:

Name..... Town..... P. O. Address..... 1921 Tobacco acreage ..... Estimated acreage 1922..... Member of Farm Bureau..... Do you believe in co-operative selling of tobacco?..... Are you now ready to sign a five year co-operative selling contract—provided two-thirds of the stalk-cut tobacco acreage can be secured on the same contract?..... Canvassed by..... Date.....1922.

Meetings have been held in East Hartford, Glastonbury, South Windsor, East Windsor, and Manchester. Judge Hickey of East Hartford, chairman of the tobacco committee of the Farm Bureau, has explained the purpose of the pool and told of the success of co-operation in other sections. He described what had been done in the Burley section by an association, which was not organized until July, 1920. He read the Burley contract which he had received from President Stone of the Burley Growers Association.

On the Tobacco Committee of the Hartford County Farm Bureau are Judge Hickey of East Hartford, chairman; L. L. Grant, of Buckland; S. F. Brown, of Windsor; A. E. Bidwell, of Glastonbury; and A. D. Ellsworth, of East Windsor. Messrs. Hickey, Grant and Brown attended a meeting of tobacco men held at Burlington, Vt., recently. They had a conference with President Howard, of the American Farm Bureau Association, who is favorable to the plan and who would send an organizer to assist in this district.

There are at present about 41,000 acres of tobacco grown in the Connecticut Valley, of which nearly 30,000 are grown in Hartford County, Conn. It is the plan to have all the owners of tobacco land join the association.

From reports, a large proportion of the growers have signified that they favor organizing and will sign up.

If the plan, as now understood, goes into operation, the packers will find it that they are out of business as the scheme seems to eliminate them entirely. However, there are some who are of the opinion that while the grower is now full of "pep" on the subject, it may be that when he is required to sign away all his right and control of his tobacco when it goes into the warehouse, he will scratch his head and think twice before affixing his signature to a five year contract.

Fred. B. Griffin, who recently resigned as vice-president of the American Sumatra Tobacco Co., is planning to conduct the business of tobacco culture and packing on a large scale under a new company to be known as the F. B. Griffin Tobacco Co. The main field of operation for the new company will be the 350 acre plantation recently purchased from the Farnham Tobacco Corporation at East Windsor Hill, Conn.

A specialty of growing and packing shade grown tobacco will be made. Mr. Griffin is now on the "high seas" en route for Europe for a month's vacation. F. M. Colton, of Granby, will also be associated with the new company. He will grow and pack tobacco on the Colton plantation at Granby, Conn.

More tobacco lands are offered to rent or for sale this spring than has been the case for a number of years. In Suffield the Bissell-Graves property, consisting of 185 acres with shed room for 100 acres, a large farm house, two tenement houses for help, barns and other buildings, was sold to C. W. Miller, of Westfield, Mass., for approximately $100,000. Several other places have been sold in Suffield.

The Hampden County (Mass.) tobacco growers' association, formed originally to sort, case, sweat and sell the tobacco grown by its members, recently took a new step and is now making and selling cigars.

The association had under consideration for some time the matter of manufacturing cigars. A group of cigar makers in Springfield were out of work and they needed a job just as bad as the association's tobacco needed making into cigars.

A deal was brought about with these men, under the name of the Hampden Cigar Company, whereby they would buy tobacco from the association, make it into cigars, and sell the cigars back to the association.

The result was the same as if the association made the cigars, in point of cost and price, and the quality of the product was assured at the start off. The tobacco of the Hampden County Tobacco Growers, Inc., included Havana stalk cut, primed and broadleaf. The cigars are being made from 1920 crops. The names of the brands are Bobby North, Ray, H. C., Supremo, Supremo Giant and Supremo Elect.

## No Ban on Women Smokers

The "no smoking by women" incident was a short, quick mystery, easily explained. By mistake a clerk sent to Police Headquarters a copy of a freak ordinance which had been introduced in the Board of Aldermen, but not passed. The police hurried out and warned the hotels and restaurants that, under pain of imprisonment or fine, or both, they must not permit smoking by women.

Of course it was wooden work. But if a brain of even Class D quality were functioning at Police Headquarters the supposed ordinance would have been examined and found to lack the Mayor's signature, and an intelligent management of the Police Department, conversant with the general goings on of New York, would realize that no such ordinance could be put through without attracting plenty of attention in the newspapers.

The stupidity of Police Headquarters served some purpose, however. Thanks to the utterance of the false ordinance, the town had a chance to express itself on the subject of the latest phase in the attempted limiting of personal liberty. The comments from men and women on the fictitious ukase ought to put that sort of freak legislation to sleep.

Perhaps the mistake of Police Headquarters has shown the way to a new kind of referendum.—N. Y. *Herald*.

**W. S. PINNEY & CO.**
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

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FACTORY guarantees to keep the market clean and to protect the BRAND BUILDERS against any possible loss because of damage and deterioration means full co-operation with American jobbers.

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*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

**J. G. Dill Co.**
**Richmond, Va.**


## Leaf and Cigar Interests

(*Continued from page* 132)

vance, delivered for future consumption. Many of the houses here have orders on hand which spread over a period of weeks or months, partial delivery to be made every thirty days. But the manufacturers still remember how they were caught with leaf when the market dropped following the peak prices, and the preceding steady climb, and they are watching their supplies very closely.

Some of the leaf merchants here feel that the manufacturers are helping the industry by buying in this manner, as long as they do not allow these ambitions to run away with them. By buying in small lots, to carry them for a month or six weeks, the merchants do not have to carry them on their books for long periods at a time. Their credit is much better, and they can always, at all times, tell what they will need for operating purposes, at any given date.

While it is not felt that the manufacturers would lose money by putting in heavier stocks of leaf at this time, because of fluctuating markets, it is felt that some of them might over step their creditable financial status.

"The manufacturer who is loaded with leaf that he hasn't paid for is a liability, which is absolutely necessary in the leaf merchandising business," a leaf merchant said this week. "Such a liability is also an asset until the manufacturer is loaded to a place where he can not see his way through. There were a lot of cases, in the past, where leaf merchants in their enthusiasm to sell leaf, overstocked their customers and put them in a precarious situation. The leaf merchant, I think, who is wise, will not be too enthusiastic about stocking his customers heavily, at least not beyond what the manufacturer feels he can substantially work off and pay for."

Not alone in the leaf trade has the overstocking habit played its part in the past. All industry, while prices were soaring toward a top notch position, overloaded its customers, and with the result that these same customers lost some of their confidence in the men they made the purchases from. These customers felt that the whole condition was a game of "dog eat dog" and now they have turned the tables.

"The manufacturers of cigars are the best and only customers of the leaf merchants. Without cigar manufacturers there would be no call for leaf. There is too much competition in the field now to make your customers your enemies. The idea should be to make them your friends. When every manufacturer realizes that every leaf merchant wants his account and because he wants that account, desires to give the manufacturer the best sort of a deal imaginable, and when the merchant strives to make that realization an actuality, the leaf tobacco business will begin to show signs of activity which it has never before shown."

### Lease Building

Fonseca Brothers, now located at 136 West Lake street, Chicago, recently signed a lease for the entire five-story building at 159 West Lake street, where they will shortly move their business. This leaf house took the entire building to enable them to acquire the space they needed to take care of their growing trade, and render an increased service. The building was leased for five years at a reported term rental of $30,000. Part of the space has been sublet to an electrical firm at a reported rental of $25,000.


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can obtain this
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straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

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is packed in 100s
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Clown Cigarettes
and
Old Hill Side Smoking
Manufactured by
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## Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
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**The Biggar-Pelton Co.,**
**Leamington, Ontario.**

## Kentucky Markets

(*Continued from page* 131)

ing and preparing their land and no doubt a big crop will be planted. Judging from the plant beds scattered over the country no doubt more have been burned and sown than for many years and indications point to a large planting if conditions are favorable.—W. B. KENNEDY.

## Hopkinsville Average, $13.48

HOPKINSVILLE, Ky., March 25.—Two factors contributed this week to reducing prices on the local tobacco market—a letting up in the demand and a big surplus of poor grade offerings. Good tobacco was scarce, comparatively speaking, and when found there was not the keen demand for it that marked the sales two weeks back. In fact the demand for all grades was easier and naturally prices were affected.

Sales for the week were 897,170 pounds, which sold at an average of $13.48, paying the farmers $120,738.52. For the same week last year the average was $11.20.

For the season to date sales total 15,980,530 pounds, on which the average is $15.13. At the same time last season sales were 12,542,920 pounds and the average was $10.38.

It is estimated that perhaps eighty per cent of the crop has now been sold. Even at this there is considerable tobacco still in the farmers' hands. The buyers appear to be in sight of the end of their season, for the most part having their orders largely filled. For this reason they are anticipating an earlier end of the season than usual.

The farmers have about completed burning their plant beds and sowing their seed, and the next step will be preparing the land for the plants.

Prices for the week, according to grade, ranged:

Trash—$2.50 to $3.

Lugs—Common, $3 to $5; medium, $5 to $8; good, $8 to $12; fine, $12 to $15.

Leaf—Low, $10 to $12; common, $12 to $20; medium. $20 to $25; good, $25 to $30; fine, $30 to $34.—M. E. BACON.

## Dull Week at Mayfield

MAYFIELD, Ky., March 25.—Due to the decline in prices the past week on certain French grades, the open weather for farm work, and the bulk of the crop having already moved, there has been less activity in loose tobacco this week than we have had throughout the entire season; and while we can expect, during the next handling season, larger deliveries than we are now having, we can not expect any more heavy deliveries or rushes.

On account of the light deliveries for auction sales, the averages have not been figured for each day; but we submit copy of the Tobacco Board of Trade report for the week as follows:

| Date | No. Loads | Leaf Avrg. | Gen. Avrg. | Avrg. Yr. Ago |
|---|---|---|---|---|
| Reported..... | 6920 | | | |
| Mar. 18..... | 9 | $10.40 | $ 8.70 | $7.21 |
| 21..... | 17 | 13.50 | 11.27 | 6.55 |
| 23..... | 31 | 13.19 | 11.01 | 6.81 |
| | 6977 | | | |

The bulk of the old stocks of leaf held at this market were sold this week at satisfactory prices; and in addition to this, considerable inquiries have been made regarding the old stocks of lugs, which stocks are larger at this point—so we are advised—than any other market.

Due to the fact that the season is now about over, we will discontinue our weekly reports but will make a semi-monthly statement until the end of the season.—WRIGHT, SMITH & Co.

## Clarksville Average $16.80

CLARKSVILLE, Tenn., March 24.—The Clarksville market report for the week is as follows:

Sales for week, 771,755 pounds. Sales for season, 80,248,840 pounds. Sales last season, 4,456,190 pounds. Average for this week, $16.80. Average for this season, $16.95.

QUOTATIONS

Trash, $2.50 to $3.50. Common lugs, $3 to $5. Medium lugs, $5 to $9. Good lugs, $7 to $12. Low leaf, $8 to $12. Common leaf, $12 to $16. Medium leaf, $16 to $22. Good leaf, $22 to $30. Fine leaf, $30 to $36.50.—J. F. SMITH, Supervisor.

## Springfield Average, $18.82

SPRINGFIELD, Tenn., March 24.—Total sales for the week, 423,090 pounds; average price per 100 pounds, $18.82. Sold to date of 1921 crop, 5,777,680 pounds; average price per 100 pounds, $20.22.

### Quotations

Common lugs, 2 to 3 cents; medium lugs, 3 to 5 cents; good lugs, 5 to 8 cents; fine, 8 to 12 cents. Common leaf, 8 to 15 cents; medium leaf, 15 to 25; good leaf, 25 to 32; good to fine leaf, 32 to 40.—J. A. CROSSWY, Secretary Tobacco Board of Trade.

## Cleveland

(*Continued from page* 134)

"You're right there," replies clerk No. 2, "they come back with a smile too." The A. L. Erhbar Co. distributes the El Producto brand in this section.

### Pushing Granger Rough Cut

H. J. Curtis, sales representative in this district for Liggett & Myers, is heading a crew that is working Granger Rough Cut here. The rapid way in which this brand is being received by local tobacco lovers is a direct result of the hard work put in by Curtis and his gang. Curtis is a real hustler and anything he undertakes goes through without a slip. To assure himself of getting the up-to-date news of the tobacco world every week, H. J. gave yours truly that check for that subscription for a year's happy bliss in the shape of the weekly TOBACCO.

### A. J. Mitchell a Visitor

A. J. Mitchell, representative of Julius Klorfein & Co., got in town the other day. Mr. Mitchell was more than pleased with the way Cleveland orders for Garcia Grandes are pouring in at the big New York factory. The Wallace & Schwarz Co. are local distributors of the Garcia Grande.

### Bill Shay Hits Town

A prominent trade visitor last week was William Shay who stayed in town long enough to corral "beaucoup" orders for William Brewster cigars. This brand is made by the J. B. Lockner Cigar Co.

### A "Conspiracy"

The fellows up around the corner have finally come to the conclusion that there is a deep rooted, scientifically planned "conspiracy" working against them. The two culprits are Ty Harris and Al Siegel. The other day Ty borrowed Mike Haupt's pipe for a short after-dinner smoke when bing—sort of accidentally, you know—the pipe fell and the stem broke. Immediately Al spoke up and said that if Mike brought it down to his store he would fix it for him—for about seventy-five cents. This incident was thought to be just an accident till the esteemed Mr. Harris borrowed Elmer Waldman's pet pipe and in another fit of ecstasy let this choice article fall and break. Ty then spoke up and hit on the bright idea of having Elmer trot the pipe down to Seigel's and get it fixed up—for about seventy-five cents. Then it was, that this incident was thought to be just a little more than an accident until in another breaking mood Ty Harris broke Ike Haupt's favorite briar. When Mr. Harris suggested taking the pipe down to Seigel's to get it fixed, the fellows knew it wasn't an accident. Three men are constantly trailing the clever Mr. Harris and if they ever get him alone on a dark street, Mike and Ike Haupt, and Elmer Waldman are going to be co-defendants at a "slaughter" trial.

### New Emporium

The Miller Drug Co., having a cigar department that is rivalled by few stores in this city, is opening a new store at the corner of Mayfield and Coventry Roads, up the heights. This intersection is one of the busiest in the heights and the new enterprise cannot help but make good from the start.

### A. D. Armstrong with G. B. Scrambling Co.

The George B. Scrambling Co. has taken on its force Arthur D. Armstrong, formerly with the Lewis Cigar Mfg. Co. Mr. Armstrong will work the Scrambling brands in Ohio territory outside of Toledo.

### Pyle & Allen's Offer

As a special week end offer the Pyle & Allen Co. is offering with each package of Chesterfield cigarettes a wonderfully attractive cigarette holder. Pyle & Allen's special offers always attract a lot of attention and result every time in a marked increase in trade.

### Graham Davis Here

Graham Davis, of the General Cigar Co., stopped off here en route to New York. Mr. Davis was more than pleased with the way all General brands, and White Owls in particular, are going here. The General Cigar Co. brands are jobbed here by the Wallace & Schwarz Co.

### Max Mendelsohn in Lancaster

Max Mendelsohn, president of the Mendelsohn Cigar Co., spent the week in Lancaster, Pa., looking after his factory there. All the Mendelsohn factories are working hard to keep up with orders that pile in from everywhere.

### Courter Buys Smokehouse

Don Courter has bought the Smokehouse cigar store at Fenton from Byron James. This is a wonderful store and surely does a remarkable business.

### A Trade Visitor

Harry McCreary, selling the San Martin & Leon brands, was a Cleveland visitor this week. Harry is a hustler and orders are never scarce for him when he makes Cleveland.

### Detroit Hand Mades Going Big

Detroit Hand Made cigars are sure taking the city by storm. The money-back guarantee campaign is sure showing real results in actual dollars and cents orders. "Red" McDonald is wearing his most becoming smile and has joined the 32nd degree of optimists. This brand, made by the Mazer Cigar Co., is distributed here by the Baer-Wolf Co.

### Yu Neek Pouches Popular

The Yu-Neek everclosing tobacco pouch is proving itself very popular here. Many dealers are displaying them on their cases because of their fine appearance and quick turnover. Their price is most seasonable for a pouch which includes the many features that the Yu-Neek does.

### Al Kessler and the T. R.

Al Kessler has been working hard lately with the result that the T. R. cigar is being featured in many stores over town. The T. R. has a wonderful distribution here through the A. D. Goodman Co.

### Another Visitor

Saw Mr. Ozier downtown. He's the man who runs that thriving cigar stand at the Von Hoff Hotel at Mansfield. Mr. Ozier says business is just great at his stand.

### Warren Searles Comes In

Warren Searles with the Sig C. Mayer Co., got in town the other day. Warren does a nice business here on Rey Oma cigars and never leaves town without a big trunkful of orders.—HERB.

## Pennsylvania

(*Continued from page* 133)

certainly is to be congratulated on its phenomenal success. They are placing the cigars with the best jobbers in the middle west and in this state. Their goods are being duplicated wherever placed. The concern consists of Emanuel Stein and Maxwell Kahn, both young men of ability, and they are full of snap, vim and pep, which alone will bring them success. Their cigars are made from the best tobacco obtainable, consistent with the price of their product—and quality wins every time.—DICKIE.


## CLASSIFIED ADVERTISEMENTS

**Learn to say "COMBATE" (Combat)**
The COMBATE TOBACCO CORPORATION was incorporated in Porto Rico on December 28, 1921, and is taking charge of the greater part of the leaf and manufactured tobacco business of its President, Mr. Javier Alonso Riera. Although its name is new its personnel averages over 30 years' experience in the tobacco business. Its Directors are the following gentlemen:

Mr. Enrique Alonso Riera.
" Javier Alonso Riera.
" Filiberto Gonzalez.
" A. Leon.
" P. Pruna.
" C. W. Boom.
" R. Leon.
" V. Alonso.

Before doing any business in tobacco either in Porto Rico or in Santo Domingo ask for the references of the Directors of "COMBATE" and write to the main office at 14 Tetuan St., San Juan, Porto Rico; or see Mr. J. A. Riera at the Hotel McAlpin sometime this month.

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CONNECTICUT SHADE. POUND OR BALE.
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**18**

cents

## La Turka Satisfies the Smoker

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**257 West 17th Street** **New York**

# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 23 NEW YORK, APRIL 6, 1922 Per Annum $3.00 Per Copy 10c.


## Price Cutting Situation in the Jobbing Trade

### Complaint to Be Submitted to Federal Trade Commission for Remedy—Conference of Jobbers to Be Held in Washington to Consider Instituting Proceedings Before the Commission to Stop Ruinous Price-Cutting and Other Unfair Practices.

The unreasonable and unjustifiable, not to say senseless and vicious, price-cutting which is going on in various parts of the country, is the most serious and detrimental feature of the tobacco industry today. And fully realizing this to be a fact, Charles Dushkind, managing director of the Tobacco Merchants' Association of the U. S., who has given the matter careful and judicial consideration, has prepared and addressed the following self-explanatory communication *to the Jobbing Trade:*

"As Managing Director of the T. M. A. it has been my lot to examine the communications from tobacco jobbers that come to the Association from time to time (from all parts of the country), urging the Association to take some action leading to a betterment of the demoralized conditions in the jobbing trade, due to ruinous and cut-throat price-cutting.

"While the T. M. A. is neither a jobbers', nor a retailers', nor a manufacturers' association—it being an Institution supported and maintained by tradesmen from all branches of the tobacco and its allied industries, from the grower of the raw leaf to the man who hands out the finished products—and while its functions are strictly confined to the promotion of the *general welfare* of the industry as a whole, with no power or authority to regulate trading methods in any branch of the industry, I realize that as a National Tobacco Men's Institution it is not unreasonable for jobbers to look to it for a remedy in a situation of this kind.

"Undoubtedly, the jobbers are keenly disappointed at the Association's apparent indifference to their pleas. But the T. M. A.'s inactivities in that respect are by no means due to its indifference or disinterestedness. It is simply powerless and in no position to do anything. because it is not within the functions of the Association to prescribe or regulate trading methods, and furthermore, because, under recent decisions, associations are precluded by law from prescribing, regulating or controlling trading methods which would in any way limit or restrict the freedom of any manufacturer, producer, jobber, or retailer to sell or dispose of his goods in any way, or upon any terms, or at any price that he may see fit.

"However, while under the existing law it is utterly impossible for the T. M. A. or for any other association, to provide a remedy against ruinous price-cutting, I have constantly given the problem profound study and most serious thought, and it occurred to me that there must be some power to remedy such situation.

#### Power of Federal Trade Commission to Stop Ruinous Price-Cutting

"As ruinous price-cutting is universally recognized as a trade evil and as unfair competition—especially so in cases where certain commodities are sacrificed for the purpose of stimulating business on other commodities—and as the Federal Trade Commission is not only empowered, but is directed by statute 'to prevent unfair methods of competition.' I thought there ought to be some way for the Federal Trade Commission to take effective measures to stop such ruinous and cut-throat price-cutting in the tobacco jobbing business as we know does ultimately destroy all competition.

"To briefly summarize my reasoning in the premises it may be stated:

"That while the law condemns price-fixing combinations or agreements, the law should, and I think it does, equally condemn the practice of destroying a rival's business by selling staple merchandise of standard values, at prices that do not cover the cost *plus reasonable operating expenses.*

"Obviously such practice does not stimulate competition. It destroys it. The wealthier, the more powerful merchant, the one who trades in a particular commodity simply as a side-line uses it as bait to attract customers to his other lines of business, can readily destroy his poorer and smaller rival, or the one whose business depends solely upon the line of goods thus slaughtered.

"Is such practice *fair competition?* Manifestly not.

"I doubt very much whether it may at all be called 'competition.'

"Ruinous price-cutting has been universally condemned as *"unfair competition"* not only by eminent economists but by the very judges and the very tribunals that have placed the law's condemnation upon price-maintenance.

"There should be, and I believe there is, a middle ground between the two evils, that is, between *Price Maintenance* and *Ruinous Price-Cutting.*

"I believe that under the *'Unfair Method of Competition'* clause of the Federal Trade Act, the Commission has ample power to stop ruinous price-cutting on staple commodities, when such practices destroy fair competition.

"It is clearly apparent that the Federal Trade Commission was not established merely as an investigating branch of the Department of Justice to investigate, detect and report violations of the Sherman and Clayton Acts. Nor was the Federal Trade Act intended to remove every reasonable restraint from trading so as to permit chaotic and destructive conditions in industry. On the contrary, it was passed as a measure to restrict in a summary way that freedom in trading which makes for destruction of fair trading and legitimate business, and that the Federal Trade Commission has been created mainly, as President Wilson said in his message recommending the passage of the Federal Trade Act:

*"'* * * as an instrumentality for doing justice to business where the processes of the courts or the natural forces of correction outside the courts are inadequate to adjust the remedy to the wrong in a way that will meet all the equities and circumstances of the case.'*

"President Wilson's views as to the proposed scope, purposes and functions of the Federal Trade Commission have led to the enactment of Section 5 of the Federal Trade Act, known as the 'Unfair Methods of Competition' clause, not only giving the Commission power to stop unfair methods of competition, but, I believe, also to remedy conditions such as now exist in the tobacco jobbing business.

"An examination of the precedents and

(*Continued on page* 4)

## J. E. Hughes Left Estate of $3,000,000

(*Special Telegram to* TOBACCO)

DANVILLE, Va., April 4.—The will of the late John Edward Hughes was probated today. It shows the estate to be about $3,000,000, the bulk of which goes to Foundation Orphanage, near Danville. The Danville General Hospital gets $250,000. The remainder was divided in personal bequests.—TETLEY.

## Tobacco Schedule Reopened

(*Special Telegram to* TOBACCO)

WASHINGTON, D. C., April 5.—The Senate Finance Committee on Tuesday reopened the Tobacco Schedule at the request of several Senators. However, after considerable discussion the schedule was left as already announced in TOBACCO.—LAMM.

## Elisha Keen Jones Passes Away at Danville

(*Special Telegram to* TOBACCO)

DANVILLE, Va., April 4.—Elisha Keen Jones, one of the most prominent leaf tobacco dealers here, died today of angina pectoris. He was ill since October. He was 73 years of age. He was a resident of Danville for fifty years, and for twenty-five years the senior partner of the firm of E. K. Jones & Co. Was once president of the Board of Trade, and for many years a vital member and figure of the community, and a noted churchman. He was a native of Pittsylvania County, Virginia. Deceased leaves a widow and four children. Funeral services Wednesday, 3:30 P. M.—TETLEY.

## Signing Petition for $1.85 Duty

Representing 95 per cent of the output of cigars manufactured with a Sumatra or Java wrapper a petition has been signed by the manufacturers requesting that a duty of not more than $1.85 be placed on the importation of wrapper tobacco. Such a petition so universally signed and presented should be convincing evidence of the unpopularity of a higher duty.

## Millions of Cigars Dumped on Baltimore Market

### Nationally Advertised Brands Being Retailed at Less Than Wholesale Prices—Racing Fans Clear Out Cigar Stocks—Interesting Trade News.

BALTIMORE, Md., April 3.—Considerable concern has been caused local jobbers and retailers by the dumping on this market of millions of nationally advertised brands of cigars. Cut rate and chain stores are retailing them at a price far below wholesale and put the regular dealer in a false position. The sooner manufacturers prevent this dumping of shop-worn and surplus stock of cigars on a market, the sooner will an obstacle be removed to the increased distribution of their brands.

Local industry is preparing to adjust its time to conform with the Daylight Savings ordinance recently passed by the Council. Railroads and Steamship officials will experience no little difficulty altering their schedules, but as they have until April 30 to make adjustments all plans should be formulated by that time. That branch of the tobacco trade mainly affected will be the sales division and salesmen will have to allow for differences in time between the towns "drummed." The industry as a whole seems to be in favor of the new law.

The eastern turf season got away to a flying start at Bowie yesterday before a capacity crowd. Between races the restaurant and cigar stand attracted many of the turf fans and full stocks rapidly diminished.

In the course of a conversation the other day Mr. Singer, of Singer Cigar Mfg. Co., 610 E. Baltimore street, mentioned that just about 2 years has elapsed since he started in business, yet in spite of adverse conditions the concern has made considerable progress. Naturally, he is pleased with his expanding business and is formulating plans for an increased distribution of City Hall cigars in the south. Two sizes are featured, the corona packed in tins, jobs for $57 per 1,000 and the perfecto in wood, jobs for $60 per 1,000.

The mild weather of the past week had but little influence on the business of the cigar department at the Franklin Drug Co., Howard & Franklin streets. Geo. Cordish, manager, never depends on "Old Sol" for music on the cash register, but relies on quality merchandise, as for instance Gato, Cortez, Garcia Grande, and Don Caster cigars.

Flor de Moss and Rosa de Valencia cigars are two special attractions in the Fayette street window of Bernheimers. Cigarette prices have been reduced here to conform with the special prices offered at the chain stores.

Improvements will soon be completed to the new location at 117 N. Eutaw street, where Sewell Brown intends to operate a high class restaurant. It is only a few doors above his present location, and consequently he will retain his splendid cigar business.

The Victory confectionery assumed big responsibilities when they contracted for the corner store at Franklin and Eutaw streets, but by well planned retail merchandising methods the move has proven to be a wise one, Muriel, Cortez, Chancellor, Ad Club, El Poderso, and Cinco

cigars have contributed their share to the success of this establishment.

Spring with its balmy days couldn't come too soon for Altschul Bros., who operate the Mansion House at Druid Hill Park. They have noticed a decided improvement in general business during the past week, necessitating a replenishing of their stock. City Club, Lord Baltimore, Fascinator, Admiration, Muriel, and Nacirema cigars are proving magnets for the smokers.

Knowing that a number of Baltimoreans were due for a gastronomic treat, Miller Bros., 17 W. Fayette street, added to their menu reindeer steak. Soon news of the new dish spread and it is a daily occurrence to sell their entire allotment of that meat. To satisfy the patrons' appetite for a good smoke after this savory dish there is displayed in the cigar case well known brands such as Cortez, Admiration, El Poderso and Muriel cigars.

The Charles street window of W. M. Fouch Co. is the cigar window and week after week faithfully popularizes some brand of cigar. Admiration is on display this week and the new panels and dummy boxes form a bang-up trim. One of the most popular sellers at this stand is Fouche's After Dinner.

Mr. MacGillivray is proprietor of the pharmacy at Charles and Read streets, formerly known as the Latrobe pharmacy. Extensive improvements have been made to the cigar department and an attractive display of well known brands greets the smoker. It looks like a winner for sure.

Although actively engaged in business for over 30 years and in a position to retire, E. J. Oppelt is daily meeting his patrons and friends at his store, 14 N. Liberty street. He has given up his cigar factory and confines his efforts to his retail store, where one of the most complete stocks of pipes, smokers' articles, and cigars to be found locally, are on display.—ORIOLE.

## Price Cutting Situation in the Jobbing Trade

(*Continued from page 3*)

practices of the Federal Trade Commission clearly discloses that the Commission has recognized this conception of its functions as a constructive and helpful agency as well as an investigating body and has in fact applied constructive measures and stopped unfair trading methods in other industries. Why then cannot the same remedies be applied to the demoralized coditions in the tobacco jobbing business?

### Proposed Course of Action

"With a genuine conviction that it is within the power of the Federal Trade Commission to afford adequate relief, it seems to me that it is only logical that the entire problem be submitted to the Commission with an appeal that it provide some reasonable remedy for the ruinous and cut-throat price-cutting epidemic in the jobbing trade; a remedy that, needless to say, is not to be based upon subterfuge or evasion, but one that shall have the full sanction of the law.

"I may add for your information that I have submitted my plan to no less an eminent legal authority than the Hon. Joseph E. Davies of Washington, D. C., who, as Commissioner of Corporations of the United States originally organized the Federal Trade Commission and served for two years as its Chairman, for his legal opinion. Mr. Davies' opinion, heartily approving my plan, is hereto appended.

"I firmly believe that an adequate remedy to save the tobacco jobbing business from ruin and disaster, if not from complete destruction, is entirely within reasonable probability, and that it remains only for the jobbing trade to take the needful steps to materialize it.

"With that end in view I shall take the liberty of calling a conference of representative jobbers from all parts of the United States, to be held at the New Willard in Washington, D. C., at an early date at which the Hon. Joseph E. Davies will be present to guide, counsel and advise us.

"In the meantime, I assure you that I would more than welcome an expression of your views.

"The supreme importance of this conference need not be emphasized. It is sufficient to say that its deliberations and actions may lead to a new and much healthier era in the tobacco jobbing business. Let us hope therefore that this effort shall not be in vain."

### Hon. Joseph E. Davies' Letter

The letter which Hon. Joseph E. Davies wrote from his law offices in the Southern Building, Washington, D. C., under date of March 27, to Charles Dushkind, managing director, Tobacco Merchants' Association of the U. S., 5 Beekman street, New York, was as follows:

"Confirming the discussions which we have had in connection with the deplorable and ruinous conditions that exist in the jobbing trade of the tobacco industry, and particularly with reference to your proposed proceeding before the Federal Trade Commission, permit me to advise you as follows:

"As you know, I am not unfamiliar with the tobacco industry by reason of the fact that as United States Commissioner of Corporations I was in charge of the tobacco investigations and issued some of the reports thereon.

"The conditions which you describe in the jobbing branch of the industry beyond any doubt are not such as to stimulate healthy and fair competition, but in fact, such as are destructive of fair competition.

"As you have clearly pointed out in the written brief which you have submitted to me as your analysis of the law, there is no question in my mind but that one of the purposes of the Federal Trade Commission Act was to afford constructive relief in a situation such as this.

"There is no hesitancy in my mind in reaching the judgment that your plan for the submission of this entire problem to the Federal Trade Commission, in the manner provided by the rules of the Commission, is sound; and it is my opinion that it should be productive of the wholesome and constructive relief which the public interest as well as the tobacco jobbing trade requires. The Commission has on numerous occasions afforded constructive relief in situations analogous to this.

"From the facts which you have presented to me, I am firm in the belief that the proper presentation of the matter must make a powerful impression upon the Commission. It is my opinion further that you plan in a practical way provides for a method within the processes of law whereby relief should be procured."

## On Death of Henry B. Vocke

BALTIMORE, Md., March 29.—At a special meeting of the Baltimore Leaf Tobacco Association, held today, the following resolutions on the death of Henry B. Vocke, were submitted by Carl W. Prior, secretary, and adopted:

*Whereas,* We have heard with profound sorrow of the death of our esteemed friend and associate, Henry B. Vocke, thereby severing the social and business ties that have drawn us together for so many years, and

*Whereas,* Our departed associate as a friend was steadfast and devoted in private and social life, ever kind, thoughtful and considerate, always actuated by the highest sense of integrity and fair dealing, therefore, be it

RESOLVED, That these resolutions be entered upon the minutes of this association, that they be published in the morning papers of this city, and they be communicated to his relatives with an earnest expression of our sympathy and condolence.

## The Salesmen's Ball

Saturday evening of this week is the time set, and the Hotel Biltmore is the place where the Tobacco Salesmen's Association is to hold entertainment and dance. Bear it in mind and be there to enjoy the festive function. It will undoubtedly be a "humdinger" with bells on.

# What Care Up-State Tobacco Dealers for Profit?

### Price Amputations Proceed Recklessly—Which Will Win, Sales or Sheriff?—Ingerham Sells Out—Look Out for Artists!—Eighteens Cents Is Enough—Poor Man, Rich Man!

NEW YORK STATE CAPITOL DISTRICT,
Price-Week, 1922.

"Alright, then, sell it them goods at cost—what should I care!" wailed Sam Ash, stacking up on the counter another ten-thousand-case o' Camels at 12½ cents the package to the retail customers o' Stubb & Ash, Inc., jobbers to the Hot Chair Club and its friends. "Yuh might so well also add it some more Fatimas at 18 cents, an' Lord Salisburys at two-for-twenty-nine, only two to a customer, y' unnerstan.'

"Sure, Sam, sure, it brings the business!" enthused Jim Stubb, adding another big carton o' Lucky Strike cigarets to the bargain-basement sale now in progress. "Figure it this way, Sam. Some bird sees the poster on the window, y' know, and he ambles in to nibble at a pack o' Camels for thirteen cents to save two cents. Then, while waitin' for his change, he lamps a cigaret ejector for half-a-dollar, net. So the goof saves tu'pence, y'see, at our expense, and he spends half a buck more, on which we made through with the usual 33⅓% gross!"

### Does Dearstyne Get Oneonta, Too?

"One time in a thousand that should mebbe happen!" ridiculed Sam Ash, nevertheless assisting in the arrangements for the next slaughter-sale at 2 P. M. "But these here jobbers is got the same troubles, also. No matter how they should likely figger it, two per cent is all a cigaret an' tobacco wholesaler can now knock off on a progressive retailer who should buy it in quantities, y' unnerstan.

"Anneyways, it should already cut down more than independent jobbers. Still one more to retire, I hear, is Al Ingerham, o' Oneonta. He covers all that there Susquehanna territory, y' unnerstan. An' I also just got it a radio-wave that the Dearstyne Brothers Tobacco Co. right here in Albany is figgerin' with Ingerham on the control o' the business.

"If it goes thru O. K., I unnerstan Jimmy Dearstyne will load a van with his chattels an' move to Oneonta to take permanent charge of this here new branch. Mebbe the deal won't go thru, but if it does the Dearstynes will have it a clean sweep from Albany almost to Binghamton, with very little competition, y' unnerstan."

### From The Largest Cigar Manufacturer, Hey?

"But competition is close today in the cigar producing game," commented Charley Schaefer, largest cigar manufacturer in the world, as he removed the wrapper from his Joseph J. Schaefer sample selection, and also the overcoat from his six-foot-eight shoulders. "Out in Dayton, Ohio, where our main plant is located, we are making enough cigars to cover overhead for a nickel brand, but higher grade stuff is moving slowly.

"Here in the Capitol District we have been represented for more than twenty years by Dealer J. W. Stevens. But we are looking for some new accounts, also. Our Mentor, La Costa, El Tovar, and Square American labels are factory issues, and we also make 'em up under many private brands.

"Some of our former local productions have been the Jewel, the Peach, Old Museum, Ancient City, Colonial Girl, and Million Dollar Smoke. Many of these have been distributed thru this section for years and years.

"From Albany, I go to Utica and Buffalo. Further west we have more active distribution. And I hope to increase our business right here in this district. With any live jobber we are willing to co-operate immediately and aggressively to achieve this result."

### Studio Wanted for Artist Dan'l

"Well, I guess I'm in for some of those immediate and aggressive days, now," sighed Dan'l Webster Plass, Mighty Chief o' the Velvet Division, Liggett & Myers Tobacco Co., as he picked up the last big volume o' TOBACCO. "For, with the month o' April, I've got to go into the art business!

"Yep, my Division has decided to adopt the artistic-triumph idea o' Cap'n P. V. Doyle, and his Fatima outfit. In fact, Doyle and I will probably consolidate our Leyendecker work. Result we hope to accomplish will astonish the trade o' fine designing in posters and window advertising cut-outs and the so on, etc., you know!"

### Rockefellers Come to Town

"Going into the advertising game ourselves, in a local way," announced Harry Stearns, hardly stopping to untie his Estabrook & Eaton layout to the interested eyes o' the Hot Chair Club abservers. "Next week we commence a Capitol District campaign in the *Knickerbocker-Press* for Rockefeller cigars.

"And I understand we are therefore entitled to a window display of one week in the *Knickerbocker's* Ten Eyck Hotel window on State street. This is an excellent location, and I'd like to make a big showing on Rockefellers there when our turn to occupy rolls around."

### Fixtures for Sale—See Bill!

"Occupancy of a retail store is of no further interest to Bill Orr, o' Gloversville," remarked Jim Stubb, wandering back to his seat with the Committee on Price-Pinching. "He has been out of the retail game for some time now y'know, and he says he'll never go back.

"So all of his beautiful retail fixtures are for sale. Some retailer with a fairly large store will make a good buy of Bill. Then never again will Bill monkey with anything except his local cigar and tobacco jobbing game, especially on Eccentric cigars, made for his distribution by Popper, N' Yawk."

### Eighteen Cents is the Price

"An' them retailers up there in Glov-

(*Continued on page 34*)

MEDALIST

GRAND PRIZE — THE GREAT SEAL OF THE STATE OF CALIFORNIA — 1903

GOLD MEDAL — AWARDED BY THE CALIFORNIA STATE AGRICULTURAL SOCIETY TO E. A. Kline & Co. MAKERS OF CLEAR HAVANA CIGARS — 1903

We are pleased to call your attention to the revised "Medalist" prices now effective.

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| **CLASS C** | | |
| Petit Ducs | 1/20 | $115.00 |
| Panetelas | 1/20 | 115.00 |
| Puritanos Finas | 1/20 | 115.00 |
| **CLASS D** | | |
| Coronitas | 1/10 | 135.00 |
| Coronitas | 1/20 | 135.00 |
| Deliciosos | 1/10 | 135.00 |
| Deliciosos | 1/20 | 135.00 |
| Deliciosos | 1/40 | 140.00 |
| Invencibles Chico | 1/20 | 135.00 |
| Invencibles Chico | 1/40 | 140.00 |
| Palmas | 1/20 | 155.00 |
| Invencibles | 1/20 | 155.00 |
| Invencibles | 1/40 | 160.00 |
| Perfectos | 1/20 | 155.00 |
| Perfectos | 1/40 | 160.00 |
| **CLASS E** | | |
| Coronas | 1/40 | 190.00 |
| **"MEDALIST" Little Cigars** | | |
| Juniors | 1/10 | 35.50 |
| Juniors | 1/20 | 37.50 |
| Operas | 1/10 | 56.00 |
| Operas | 1/20 | 58.00 |

We recommend Medalist Cigars for discriminating customers.

**E. A. KLINE & CO.,**
**Knickerbocker Bldg.,**
**Broadway at 42d St.**
**New York**

# The Depressed Condition of the Cigar Industry

## One of Major Topics to Be Discussed at Group Meeting of Cigar Manufacturers at T. M. A. Convention—Indications Are Attendance Will Exceed 1920 Gathering.

"What's wrong with the cigar business? Why can't the cigar business be stimulated to keep pace with the growth and progress of all other American industries?" asks Chas. Dushkind, managing director of the Tobacco Merchants Association, in a letter addressed to the trade under date of Saturday, April 1.

This topic will be one of the major problems to be discussed and considered at the Cigar Manufacturers' Group Meeting at the National Convention to be held under the auspices of the Association at the New Willard Hotel, Washington, D. C., on May 24 and 25 next.

In speaking of the Convention, Mr. Dushkind was most enthusiastic. "The responses already received have far exceeded our expectations," he said, adding, "it is quite evident that the attendance will exceed that of our last Convention, when close to 500 representative tobacco men from all branches of the industry in all parts of the country were in attendance. From the large number of communications we are receiving daily, it appears that the entire trade is thoroughly alive to the need for this 'Get Together Meeting' and we are bending every effort in an endeavor to make it such in every way. Of course," he continued, "our plans are by no means completed, but the letter issued by the Association on April 1 concerning the depressed conditions in the cigar industry clearly brings out the vital nature of the problems to be considered at this meeting."

The full text of Mr. Dushkind's letter of April 1 is quoted below:

"You are, of course, familiar with present conditions in the cigar business. The aggregate consumption of cigars in 1921 amounted to 6,951,562,010, exactly 538,552,783 less than it was in 1907, fifteen years ago.

"During these fifteen years every industry in the United States has grown by leaps and bounds, the population has increased, the wealth of the country has multiplied, the average earning per capita has more than doubled, *but the cigar business has gone down.*

"What's wrong with the cigar business?

"Why can't the cigar business be stimulated to keep pace with the growth and progress of all other American industries?

"These questions will be seriously and thoughtfully discussed and considered, and every effort will be made to reach a satisfactory solution of these, as well as other important problems affecting the cigar industry, at the *Group Meeting of Cigar Manufacturers* to be held at our coming Convention.

"We feel that every cigar manufacturer, leaf dealer, boxmaker, lithographer, machinist and supply house is most vitally interested in the solution of these problems, which, needless to say, can only be dealt with by co-operative efforts.

"If you think as we do about the situation, and we are confident that you do, then won't you please make a red ink note on your calendar (May 24 and 25) and advise us at once that you are coming to our Convention, if you have not already done so?"

## News of Manila

Karl Piderit, manager of La Flor de Intal Cigar Factory, Manila, is visiting the United States. He has just left and will continue westward until he gets back to the Philippines.

Cabled reports from Manila state that prices of tobacco and cigars have stiffened considerably the past few week. Large orders from European and American buyers are reported to be the cause of the advance in price.

H. Mueller, president of La Prueba Cigar Factory, Manila, is making arrangements for distributing cigars in large quantities. The Manila Cigar Co. at San Francisco will carry a quantity of spot stock to facilitate the trade in the United States.

The trade is looking forward with interest to the proposed visit of Mr. Meyer, head of the Alhambra Cigar Factory. Mr. Meyer expects to arrive in the United States some time in May.

Ben Lett, representing the El Pacifico Factory, returned recently from a trip west as far as St. Louis. He reports that jobbers are very much interested in the future of the Manila game.

Sidney J. Freeman & Sons received two shipments of cigars recently from the Flor de Intal Factory. The cigars arrived in splendid condition and the sales staff has turned in a large number of orders as a result of the very favorable impression created by the Flor de Intal samples.

J. B. Havre of J. B. Havre & Co., representing the Isabela Factory, made a flying trip to New York the week of March 24th. Mr. Havre reports a very satisfactory increase of sales of the Isabela cigars during the past few weeks.

H. L. Judell & Co. have started their campaign on Fighting Bobs. Trade paper advertising and some very striking window display materials are depended on to bring the brand prominently to the attention of dealers and smokers. The new shipments of Fighting Bob are due to arrive at San Francisco.

Charles A. Bond, the Philippine Tobacco Agent, expects to leave New York about the middle of April for a trip to the Pacific Coast. He will return in time for the Tobacco Convention, at Washington, May 24 and 25.

I. H. Waterman, representing Henry W. Peabody & Co., is making a short trip through the South. He will confine his visits to points along the East Coast.

Horace R. Kelly & Co. has a considerable quantity of Manila cigars due to arrive at any time.

In all the recent Manila cigar shipments to this market, importers report that they have found a very large proportion of light colors. It has been something of a surprise to cigar men who have noted the very fine quality o the Philippine wrapper used on Class A merchandise.

Manila cigar manufacturers are not at all pleased with the 1921 tobacco crop. They state that it is doubtful if much of it will be suitable for cigars. And they fear that prices of cigar leaf will advance under the shortage that is sure to occur as the result of a partial crop failure.

## The Sumatra Inscriptions

Within a very few days, by several steamers (mostly under foreign flags), will start a number of the importers of Sumatra and Java tobaccos, for the inscriptions in Amsterdam and Rotterdam. All are imbued with the hope that prices will be reasonable. On the S.S. *Rotterdam* will be Joseph Cullman, Sr., of Cullman Bros.; Hugo Muller, of Manus, Muller & Co.; Wm. Quanjer, Jr., and Ray S. Clark, of Wm. Quanjer, Inc.; James Willing, of the American-Malaya Trading Co., and J. H. Goetz. On the S.S. *Adriatic,* S. Bijur, of E. Rosenwald & Bro. On the S.S. *Lapland,* S.Bayuk, of Bayuk Bros. (Philadelphia); L. F. Theyskens, of Shaw & Theyskens. On the S.S. *Mauretania,* Alfred Schmid, of L. Schmid & Co. On the S.S. *Aquitania* Chas. J. Waxelbaum, of Waxelbaum & Co., and Howard Yocum, of Yocum Bros. (Reading, Pa.). On the the S.S. *France,* John H. Duys, of H. Duys & Co., and Lothiar Herzog, of Herzog & Sarluy. On the next sailing of the S.S. *Rotterdam,* Fred Hirschorn, president of the General Cigar Co., will be a passenger. The first inscription will take place on April 28.

## Vallens Not to Move to Tampa

The Gene Vall Cigar Co. has made arrangements to continue manufacturing in New York, instead of moving to Tampa, as previously announced. The company has leased a building on 73rd street, and will move into it in the near future.

## Annual Meeting

The annual meeting of the New York Leaf Tobacco Board of Trade will take place next Tuesday at 3 p. m. Important matters will be taken up and a full attendance is requested.

## Federal Reserve Statistics

WASHINGTON, D. C., April 3.—The Federal Reserve Board in its monthly summary of business and manufacturing conditions has the following to say in connection with the tobacco industry:

Virginia tobacco sales in February and early March were comparatively small and prices generally low, due to the fact that the bulk of the offerings were barn scrapings and low grades sold to wind up the season's crop. Sales of bright tobacco in Virginia to March 1 were 60 per cent and of dark tobacco 85 per cent of those in 1920-21. Prices realized for the former averaged lower this season than a year ago, but dark tobacco brought higher average prices. Leaf dealers report improved foreign demand. In Kentucky, the Burley Tobacco Growers' Co-operative Association, it is reported, has continued to operate in a very satisfactory manner. It is now evident that the crop is not heavy. A large part has been delivered to the Association and already sold, although some is in storage. Prices have been very satisfactory. A plan is now being inaugurated to organize an association in the dark districts of western Kentucky, and is expected to be completed for handling the 1922 crop.

The Philadelphia District reports no evidence of the improved demand for cigars usually expected at this time of the year, and the demand is still very uncertain and irregular. Although dealers' stocks are low, they are buying only goods they absolutely need. January sales of revenue stamps for cigars were less than in any month within the past three years.

## Wm. E. Fischer Bereaved

Wm. E. Fischer, leaf tobacco merchant of 136 Water street, has the sincere sympathy of a host of friends, as the result of the death of his wife, Mrs. Josephine (Baker) Fischer, who passed away at her late home in Yonkers, after a serious illness of twelve weeks' duration.

Mr. Fischer is well known in the leaf tobacco trade, he having been manager of the leaf tobacco department of A. Frankau & Co., for several years, until the Frankaus gave up the leaf end of their business in this country. Mr. Fischer is continuing the business on his own account.

## Abe Bijur Improving

The legion of friends of Abe Bijur, of the highly accredited house of E. Rosenwald & Bro., who has been ill for several weeks, will rejoice to learn that Mr. Bijur is improving.

## Lichtenstein Back from West

Julius Lichtenstein, president of the Consolidated Cigar Corp., has returned to headquarters at 81st street and East End avenue, after a very important trip of inspection. Work is being rushed in several of their plants.


CIGAR CANS

Standard Square Round Corners For 25 Cigars

Large Sq. Rd. Cor. For 50 Cigars or 100 Stogies

Large Round For 50 Cigars

Round Humo-Tray For 25 Cigars

Standard Round For 25 Cigars

We are equipped to furnish a large variety of sizes in each of the above styles. Plain tin, enameled, lacquered or lithographed.

Advise width and length of five cigars held closely together and we will be pleased to quote on the proper size for your requirements.

PROMPT DELIVERIES — NATIONAL CAN COMPANY — 50 NATIONAL CAN BUILDING — DETROIT, MICHIGAN — SAMPLES ON REQUEST

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NEW YORK, THURSDAY, APRIL 6, 1922

## PRICE CUTTING HURTS CIGARETTE BUSINESS

To enable the retailer to live and thrive, a fair profit must be obtained on most of the goods sold.

In many instances, cigarette sales represent 60 per cent of the gross receipts of a retail tobacconist.

Price cutting on cigarettes is largely and directly responsible for the actual or threatened demoralization of trade, in numerous places, today.

When trade conditions are such that the merchant can gain practically no profit on cigarettes constituting more than half of his turnover, the incentive to keep on selling cigarettes becomes small indeed.

For thousands of dealers, the retailing of cigarettes has been made an almost profitless task.

On some, this hardship is self imposed.

With intent to take away from competitors, various retailers slashed prices until all profits on sales disappeared.

Others made injurious reductions, thinking that they "had to meet competition."

Admittedly, not every one in the retail tobacco trade is entirely informed concerning the first principles of merchandising. Many mistakes can be ascribed to inexperience. Serious losses, too often, are due to a determination not to be outdone by a rival.

But all the fault is not attributed to retailers. Rather is the blame laid at the door of the manufacturer who, temporarily to gain an increased distribution of his own product, has instigated deep price cutting.

Stability of trade is associated with the prosperity of retailers. In the tobacco business, the retailers cannot prosper nor long endure if he is persuaded or forced to sell cigarettes at prices that cause him to be the loser when reasonable "store expenses" are subtracted from receipts.

If cigarette sales comprise upwards of 50 per cent of a retailer's intake, it is fair to expect cigarettes to bear their share of the total expense of store maintenance, overhead and upkeep.

If the purchaser of a cigar properly is required to pay enough to leave a just profit for the retailer, it seems unfair to urge that the buyer of a pack of cigarettes should be relieved of a similar obligation.

The manufacturer of cigarettes is not supposed to donate most of his net profits directly to consumers. Neither is it compulsory for the retailer to relinquish all, or nearly all, of the money to which he is entitled for his service in selling cigarettes.

Legislation relative to combinations in restraint of trade, as interpreted by the higher courts in various decisions, does not encourage associated efforts to fix prices. The standardization of prices, throughout the country, by agreement between manufacturers and jobbers, seems to be out of the question. It does not appear that price cutters legally could be estopped from purchasing goods for which they have money to pay. Nor is it clear that a dealer, though he injures other merchants by selling cigarettes at cost, or below, can be prevented, by law, from doing so.

Liberty to act is emphasized. Each dealer, theoretically, is free to manage his business as he thinks best, provided he does not break the law.

If he is opposed to the tactics of a manufacturer, a dealer undoubtedly has the right to refuse to handle that manufacturer's products. He doesn't have to buy from a wholesaler who encourages retailers to cut prices.

Many brands of cigarettes are on the market. Every dealer has opportunities to pick and choose the goods he proposes to sell.

In nearly half a million places, cigarettes are retailed in the United States, today. However important manufacturer and wholesaler may be, their business is affected greatly by the position the retailers take. The men who stand behind counters, and hand goods to consumers, can exert a continuous and tremendous influence on trade. The retailers have numerical strength.

They are in contact, directly and constantly, with those who buy for immediate consumption. The retailer has the last word to say to the consumer.

So far as his store is concerned, a retailer has control of the final outlet in a channel of distribution. If he figures that sales on a brand are unprofitable to him, who can prevent the retailer from closing that particular outlet?

Production and distribution of cigarettes are immensely and inseparably associated with the prosperity of the tobacco industry. It is conceded that, to continue, the manufacturer must have a profit. It is equally true that the smaller retailer, as a distributor, should receive compensation in proportion to the service he performs.

Destructive to business is any act that deprives the storekeeper of proper inducement to handle cigarettes.

Deliberately to antagonize tens of thousands of retailers is very unwise.

Especially when many of the protesting retailers are known to be numbered among the more aggressive, active and competent merchants in the country, it is injudicious to court their opposition and ill will.

*The strongest position is occupied by the forehanded retailer who insists on making a reasonable profit on each pack of cigarettes that he sells. A system of dealing that, at once, is fair to the customer and to the proprietor of the store, helps to build up business substantially.*

But maintained price cutting on cigarettes may indicate that a store is scheduled, sooner or later, to be mixed up with bankruptcy proceedings. Or, the unsafely low prices on cigarettes quickly may cause it to be inferred that the retailer is camouflaging unfairly high prices on cigars of dubious quality. By proclaiming how cheaply he sells cigarettes, a wily storekeeper hopes, perhaps, to attract customers on whom he can work off an assortment of long shot cigars at prices far above the real value of such goods.

From either viewpoint, the store, that is notorious for price cutting on cigarettes, is likely to be regarded unfavorably by the watchful credit man.

Nor, if he is stung, in buying something else in the store, will the customer be so appreciative of the cut rates on cigarettes.

However it is looked upon, price cutting on standard quality of staple articles having a continual sale, usually is poor business, a disastrous proceeding in the long run.

The sensible retailer isn't tempted, today, by the opportunity to be known as a cigarette price cutter.

The jobber who operates on a safe basis, the wholesaler who plans to be more prosperous because of the activity and success of the retailers that he supplies, the big distributor who obtains additional business by encouraging retail merchants to thrive, must be opposed to propaganda intended to increase price cutting.

The manufacturer who takes pride in his brands, and who wants the distributors of his products, big and little, to be entirely dependable, cannot afford to be a direct, or indirect, beneficiary of "unfair price-cutting."

## WHAT WE ARE DOING

By now you will have looked over our Dixie Number. If you like it, to you it's good. To us, it was an attempt to show the importance of the tobacco industries of our Southland to other peoples.

We published in December a Porto Rican number. It was a revelation in many ways, to many people including tobacco men. We are still receiving orders and requests for copies.

There will be more of these special issues of Tobacco—special issues with a purpose. They will deal with the tobacco industries of other sections of this great country.

If you like what we are doing tell your friends about Tobacco. If you don't, tell *us* why.

## WHAT OF TOBACCO ACREAGE?

Is cigar production standing still? Is the ubiquitous cigarette displacing the cigar? Does this mean a decline in the consumption of cigar leaf tobacco? If so, says the *New England Homestead,* should there be a marked decrease in this year's acreage of cigar leaf tobacco?

Official data show that, taking the production of cigars during 1913 as a normal, there was some decline in 1915, in 1917 productions got up to about normal, then went down and for 1921 was just about the same as pre-war.

During these eight years, however, there has been an enormous increase in the production of cigarettes, from the pre-war normal of 100 to the high point of almost 350 in 1919, with a slight decline since to an average of about 300 for the past two years.

That is to say, while the actual quantity of cigars produced has shown no increase for the past eight years, and while the same has been true of manufactured tobacco, the production of cigarettes shows a three-fold increase! And cigarettes are made largely from heavy leaf.

The stock of domestic grown cigar leaf held by manufacturers and dealers on the first day of each quarter, taking 100 as the monthly average in 1913, fell to as low as 75 in 1917, gradually increasing to 92 last year. However, total stocks of leaf, including imported types, only got down to 87 as the low point and last year averaged 131. This total includes chewing, smoking, snuff and export types, the stocks of which increased steadily to 148 last year compared to 100 pre-war.

Meanwhile, the production of manufactured tobacco and snuff fell from 100, then to 87 last year, cigar production fell from 100 to an average of 93 in 1918-19, went up to 105 in 1920, but fell to 90 last year. The total production of cigarettes, on the contrary, has increased steadily from 100 pre-war to 327 as the index number last year.

Meanwhile, the total production of tobacco in the United States, taking 100 as the pre-war five-year average steadily increased to 159 two years ago and fell last year to 112, while exports jumped in 1919 to 203 and fell last year to the index number of 137.

# Tobacco Taxation and Monopolies in Various Foreign Countries

**Excessive Taxes Cause Tobacco Sales to Decline—Several Countries Have Singled Tobacco Out as Sources of Governmental Revenues—France Instituted Tobacco Regie in 1674—How the Political Schemes Usually Work Out in Actual Practice.**

By DR. ARTHUR SELWYN BROWN

COMPARATIVELY high taxes on any article of general consumption sooner or later are reflected in a reduced demand for the article taxed. This is a well established fact in business. When tobacco is highly taxed, sales decline. Notwithstanding this, several countries have singled tobacco out for the institution of state monopolies as sources of governmental revenues. France, as it is well known, has long had such a monopoly.

Finance Minister Colbert advocated and organized a state tobacco monopoly in France in 1674. It was leased to "farmers" of the revenue. The Republican government freed the industry in 1791, and substituted customs, internal duties and licenses. In July, 1811, the present monopoly was instituted and directly operated by the state with the object of securing the largest possible amount of revenue from tobacco. This monopoly was made a permanent concession to the government by a statute passed by parliament on Dec. 26, 1892.

### The French Régie

The French monopoly is locally known as the Régie. It is controlled by two governmental bureaus, the State Factories Administration and the Indirect Taxes Administration. The former controls the cultivation of tobacco in France, makes the necessary purchases of foreign tobacco for blending purposes and manages the factories.

The duties of the Indirect Taxes Administration comprise the distribution and sale of all the manufactured articles, the management of stores and retail departments, exhibitions, publicity, advertising, and the collection of revenues.

The Régie has over twenty manufacturing plants in France where cigars, cigarettes, snuff, smoking tobaccos and smoking requisites are made.

Besides numerous wholesale warehouses in France, the Régie operates about 400 wholesale stores in the larger towns. These draw their stocks from specified district warehouses and distribute them to the little shops, over 50,000 in number, which are licensed to sell tobacco and to the cigar stands, hotels and railroad stations which are not compelled to obtain tobacco vending rights from the Régie.

The right to sell the Régie's tobacco products is a privilege only granted to favored individuals. These are: (1) Retired government officers, distinguished service officials, or their wives or widows; (2) Retired lower-grade civil servants, their wives or widows; (3) Invalid soldiers and sailors; (4) Persons who have performed distinguished acts of bravery of benefit to the public.

### Managerships as Political Rewards

When the appointment is valued at not more than $200 per annum, it is made by the Minister of Finance. When it is of greater value, the Department Prefects, or governors, with the assistance of their commissioners, make the appointments. In theory, therefore, the management of the retail tobacco stores of France is granted as a political reward to favored civil servants on the retired lists. In practice, there are ways and means whereby the public can purchase the store rights from political grantees. But the management of the stores is always directly or indirectly a political appointment. Nominees, by usage, possess the right to rent, lease or sub-let their concessions to tradesmen with the permission of the Administration officials.

The Administration fixes the prices, commissions, discounts and trading figures of the retail stores. Everything is minutely regulated by the officials. A complete bureaucratic system, designed to defeat the effects of economic competition on prices and the quality of French tobacco goods, has been developed, and is enforced. This leads to a remarkable steadiness in prices and enables the Régie to secure high values for inferior products.

### Recent Annual Profits Not Disclosed

The government reported a profit of $87,106,500 in 1912 from the tobacco monopoly. Subsequent profits are not disclosed. The annual reports, however, show increased transactions, and it may be inferred that there were corresponding increases in profits.

Monopolies of this character existed in remote times. The Romans employed them extensively. They are the most primitive revenue expedients and can only exist in countries where finance has not been well developed and where business efficiency and economic progress is undesired. From the brief account given above of the methods employed by the Régie in distributing its products an American reader will see that the selling costs must be very high. An examination of the Régie's annual report will show that all its operations are most expensive, and that a large amount of its reported profits must be discounted because of the loose way in which its accounts are kept. It is a branch of the government and many of its employees are engaged in other government work. It uses government buildings, stores and the services of other government departments. The costs of these are carried by their respective departments and not on the books of the Régie.

### Complaints Are Numerous

The public gets very poor service. The management of this monopoly is constantly under fire. Complaints are made about the inferior quality and high prices of its products, the obsolete manufacturing methods it employs and the poor system of distribution.

Even the French retailers of tobacco are overwhelmed with grievances. In a petition to the Consulative Commission of the monopoly presented in 1913, the following items appeared: Many cigars supplied to the trade were musty; there were weight shortages in the tobacco packages; the wrappers on tobacco packages were badly affixed with bad gum, causing them to fall off; Ninas cigarettes were too heavily pressed, and would not draw; the plug, roll and twist tobaccos made at the Movliax and Marseilles factories were too dry; the alloy used in making the gold tip on Favoritas cigarettes tarnishes rapidly and sticks on smokers' lips.

These complaints refer to the poor business methods of the monopoly. They show how poorly the French tobacco business compares with that in America or Great Britain. Indeed, the brightness, activity, up-to-date-ness of the tobacco stores in the English-speaking countries is always a source of wonderment to traveling Frenchmen.

The French government not only exploits the tobacco monopoly, but conducts monopolies controlling matches and explosives.

### Chokes Off Competition

The history of these ancient means for securing revenues for public purposes shows that they are extremely inefficient. They are satisfactory to no one. The public secures poor products at high prices and with most primitive distribution services. The political aspects of the administration services have introduced the worst features of civil service demoralization into every branch of the manufacturing and distribution departments, and these have made manufacturing and administration expenses excessively high. Competition is excluded by the rigid system of bureaucratic control which is exercised, and no one engaged in the tobacco industries has any important incentive for working.

### Italy Imitates France

The French tobacco monopoly was copied by the Italians in 1862. The government made the monopoly a state department in 1865. The returns were so unsatisfactory that in 1868 it was leased to a company for 15 years. The government secured a revenue from the monopoly in 1868 amounting to $13,000,000. In 1871, when it was under lease, the government's return was $15,000,000 and in 1883, $21,500,000. The control was again assumed by the government in 1884. It is now administered by the Department of Monopolies and Lotteries (Direzione generale delle privative).

The factories, warehouses, wholesale and retail stores are all controlled by the government and managed by state employees. There are about 40,000 retail stores in Italy and the islands. The appointment of government favorites to the various offices is exactly similar to the practices in France and prices are fixed by the autocratic fiats of the Ministry of Finance officials.

### Raising Prices Reduces Revenue

According to the official reports, consumption is strictly limited by the high prices of the Monopoly's goods caused by the government's need of revenue. The higher the prices of tobacco products are marked up the more restricted is the consumption and the smaller the revenue. During the recent war prices were largely advanced and these resulted in diminished returns and consumption.

A review of the history of the Italian monopoly, when under both governmental and private control, leads to the conclusion that conditions, from the consuming public's point of view, were better during the 15 years it was in the hands of the company which leased it. The basic idea of the monopoly, however, is so unsound economically that there can be no doubt that Italy would be benefited in every way were the monopoly to be abandoned and the tobacco industries restored to free competition.

### The Austrian Monopoly

The Austrian government instituted a to-

bacco monopoly in 1670, and in 1867, the Hungarian Government established a monopoly. Bosnia-Herzegovina subsequently established one.

These monopolies were based on principles similar to those of the French Tobacco Régie. They were likewise administered in similar ways with like unsatisfactory results. The government officials aim to secure the last cent of profit from inferior goods so as to swell the government's revenues to the utmost. The public pays highly for a limited choice of tobacco products and is compelled to submit to the worst forms of bureaucratic management and authority.

### Like the Brook, Monopolies Go On Forever

Since the war, there have been radical changes in the political limits of these countries and the forms of government are different. The monopolies, however, are continued as sources of public revenues.

### The Swedish Monopoly

Sweden instituted a tobacco monopoly on Sept. 9, 1914, with a view to securing greater governmental revenues. The government owns the monopoly and "farms" it out to a concessionaire company which manages it for a share in the profits.

The Minister of Finance, in his report to Parliament on July 20, 1914, after reviewing the history of other state tobacco monopolies, said: "The state cannot employ the same freedom of activity as the individual business concern, and is not able to cater with the same responsiveness to the tastes and desires of consumers. It cannot be denied that if personal interest in the progress of a business is reduced there is also a lessening in creative impulse, initiative and diligence."

The returns from the Swedish monopoly have hardly warranted the fundamental changes in business its establishment caused, and the Swedish consumer has been compelled to pay nearly twice as much for his tobacco as he did when the trade flourished under normal economic conditions.

Poland and Roumania have state tobacco monopolies based upon the French Régie.

### The Spanish Monopoly

The Spanish tobacco monopoly was established over a century ago. A lease of it was granted to the Bank of Spain in 1887 for a period of 12 years. A lease for 20 years was granted a private company (Compania Arrendataria de Tabacos) in 1896. This concession has been renewed and the government is receiving an annual revenue of $30,000,000 from the company.

There are 21,000 retail tobacco stores employed by the company to distribute its goods. These are allowed a 3 per cent discount on the sales they make, excepting in the case of high grade cigars. Upon these a discount of 5 per cent on the company's official prices is allowed.

This company, it may be remarked, also has a concession for the sale of postage stamps and sells these in the same stores as its tobacco goods.

There is a similar tobacco monopoly in Portugal administered by a private company.

### The Japanese Monopoly

The Japanese established a state monopoly for the sale of leaf tobacco in 1896. A complete tobacco monopoly was developed in 1904. This state institution not only controls the tobacco trades but also regulates the growing and curing of tobacco to a larger extent than any other monopoly. The government operates it as a state department on the French plan. This monopoly has all the defects and characteristics of the primitive type of revenue producer.

### Tobacco the Principal Target

Everywhere we find politicians picking upon tobacco and certain other necessary articles like salt, explosives and matches for special taxation. They are still classed as luxuries, although it is difficult to decide why tobacco is a luxury any more than coffee, tea or cheese. The result of this confused state of mind is a continuation of the primitive forms of state tobacco monopolies. It is conclusively shown by the statistics published by the various monopolies that they are unsatisfactory and inefficient sources of public revenues. Yet we find a modern government like that of Sweden resorting to a state tobacco monopoly, and even an advanced state like Australia actually listening to monopolistic suggestions.

### The Best System Is Imperfect

Taxation practices in the United States are infinitely superior to those in countries submitting to state monopolies, but even in the United States tobacco is still looked upon by politicians as an article to be penalized by heavy federal and state taxes, instead of being a free industry. In conclusion, it would seem that an educational campaign is needed to show political parties the benefits that would be derived by the abolition of tobacco taxes and restrictions.

## Tells of Burley Tobacco Growers' Methods

LEXINGTON, Ky., March 25.—Methods of operation of the Burley Tobacco Growers' Cooperative Association and something of the success of the first American tobacco co-operative were told the members of the executive committee of the Bright Tobacco Growers' Cooperative Association, another Sapiro organization formed among the planters of Virginia, North Carolina and South Carolina, by James C. Stone, president and general manager of the Burley association, at Richmond, Virginia.

Mr. Stone was invited to attend the meeting of the executive committee of the Southern organization, in order that it might profit from the experience of the Burley producers. They were encouraged by the report of Mr. Stone of one success after another, following the enlisting of the business men, bankers and professional men, the warehousemen and nine-tenths of the growers of the Burley district in the organization.

The growers in the bright belt have 70,000 members now, with control of 370,000,000 pounds of tobacco, Mr. Stone said, and have already organized and are ready for business.

Mr. Stone told the executive committee of the confidence of the bankers of the Burley district in the new system of marketing, that confidence being shown by a loan of $5,600,000 to be used to pay advances to farmers on the delivery of their crops, and of the further agreement of the banks to loan money on the participation certificates, so that the growers would not be tempted to trade with speculators and thus lose a part of the profits they had rightfully earned themselves.

"What has been done in the Burley district has attracted the attention of the entire tobacco industry," President Stone said. "Not only are the growers of the bright belt of the South interested, but our brethren of the black patch in Kentucky and Tennessee are realizing that the only hope for the future of the tobacco industry, so far as the producer is concerned, lies in the proper merchandising of the crop. They are going to do it that way in Virginia and the Carolinas, and, judging from reports of the meetings addressed last week by Mr. Sapiro and Judge Bingham in the 'black patch,' they also intend to do it there.

"These organizations, of course, will be a help also to the Burley growers, and the more successful they are in enrolling the producers of their different districts in co-operative associations, the more helpful they will be to us.

"I found the Southern planters intensely enthusiastic over the prospect of establishing a marketing system that would mean a living and stable price for tobacco year after year. Their president is G. A. Norwood, a banker and farmer, of Goldsboro, North Carolina, and in their choice of Mr. Norwood as the head of their association the directors have been peculiarly fortunate."

### Mr. Stone Returns Home

Mr. Stone has returned from Virginia. He said there was no news of interest in regard to the Burley association, that the association was doing very well, much better than some of its optimistic friends had expected it to do, and that the unsold portion of the 1921 crop would be sold at good prices.

Director of Warehouses Ralph M. Barker has returned from a visit into the northern district. He said that the tobacco controlled by the association probably would all be delivered by April 1 and all the receiving plants would close on that date. He said that about two-thirds of them already had closed. Mr. Barker declared he found all the members in the counties he visited "satisfied and happy" over the success of the association, and good prospects for a stable market in the future. Many growers, he said, are joining the association, more than eighty farmers having been added to the rolls in one county recently.

## SOUTHERN GOOD-WILL!

In business or life, you will allow,
There's some value to what you endow;
For instance, a name—bad or good,
Lives on and on, like Robin Hood;
Go as you may, come as you choose,
Reputation is the result of your views;
For dollars and cents, Brother Bill,
Can be coined by you into Good-Will!

Take *this* trade, by and large, here and there,
What to do to prepare for the easy chair,
By making a name for firm or brand,
That'll live on like a monkey-gland,
After the first generation's gone past
From shirt-sleeves forth to prouder-cast;
But nothing survives unless quite fit
On judgment of which the People sit!

So, then, make up your very own mind,
Whenever you see a name of this kind,
That Allen, Ginter, Kinney and Dill
Have fought the fight up the hill;
And Cameron, Blackwell, Reynolds and Duke
Never came across without some sort o'fluke;
While Carroll, Gravely, Mayo and others,
Were not the original Good-Will Brothers!

Now, after years of heavy toil,
These good firms, planted in fruitful soil,
Have an asset on their records and books
Simply listed there with the usual pots and hooks,
On which hang millions and millions of dollars
Figured thus by most able C. P. A. scholars,
But what maintains this excellent Good-Will—
Why do they Advertise *always, forever*—and STILL?

—THE SMOKER.

## Achievements of the South

After briefly sketching the achievements of the South before and immediately after the Civil War period, the Blue Book of Southern Progress, published by the *Manufacturers' Record,* Baltimore, Md., presents a comprehensive statistical review of the South's matchless resources and development during the last forty years. The facts and figures thus presented show the marvelous strides made by the South in spite of overwhelming odds it had to overcome in rising from the devastation and bankruptcy following the Civil War. Though totally bankrupt in money and partially bankrupt in men after 1865, the South was never bankrupt in that initiative and energy and zeal which has made of this section a mighty empire the development of which enriches the whole nation.

# Rival Organizers Seek Members in Dark District

## Growers of Dark Tobacco in Kentucky and Tennessee Hear Arguments for and Against the Sapiro and Ewing Marketing Systems—No Ill Feeling Manifested.

HOPKINSVILLE, Ky., April 1.—The tobacco growers of the dark district of Kentucky and Tennessee are going to have the opportunity of selecting between two proposed organizations. Recently the campaign was launched under very favorable auspices for the organization of the growers under the California fruit growers' plan developed by Aaron Sapiro, which plan has also been adopted by the burley growers.

But even before that Felix G. Ewing, of Glenraven, Tenn., had presented a plan which he had worked out. This was worked on to a considerable extent last year, but sufficient signers to the pledges could not be secured to make the organization effective.

Now it appears, Mr. Ewing is still going to insist that his plan be adopted instead of the Sapiro plan. On the other hand Mr. Sapiro has declared the Ewing plan is not feasible and workable. So it appears that the issue is going to be tried out with the tobacco growers sitting as the jury. Of course their decision will be final.

Just at present though it seems that the Sapiro plan has the jump. Wherever Mr. Sapiro, Judge Robert Bingham or other speakers have appeared in the interest of the California plan, they have been heard by large crowds and with every evidence of approval. Mr. Ewing has, as yet, made only one speech but has confined his efforts chiefly to newspaper articles. He too, will probably campaign the dark district unless he should decide to drop the matter.

Mr. Ewing's plan calls for a membership of two-thirds of the tobacco growers of the district before it is operative. The same is demanded by the Sapiro plan. Mr. Ewing's pledge is for a short term, while the Sapiro pledge is for a period of five years. The Ewing plan calls for the delivery of the tobacco to the association in the loose state. But the tobacco is never to lose its identity and is to remain the property actually of the grower until sold. Under the Sapiro plan the tobacco is to be delivered to the association, but when it is delivered it is graded and placed in its proper pool where it loses its identity entirely and the title to it passes to the association.

In selling the tobacco under the Ewing plan it is offered at public auction on association loose floors just like the loose floor method now in vogue throughout this district, except that before offering it the association places a minimum price on each lot. If this minimum price is not offered, according to Mr. Ewing, the sale would be rejected and if necessary the tobacco prized and held until such future time as the proper price, plus the cost of handling and carrying the tobacco for the additional time, should be offered. Under the Sapiro plan no public sales are permitted at all. After the tobacco has been graded and pooled, each grade forming a pool in itself, the selling price is fixed and then the tobacco is offered to the buyers at these prices. It is also arranged that if necessary the tobacco can be redried and prized and held for more advantageous market conditions.

In both instances the leaders of the rival movements give the other credit for entire sincerity of purpose in their efforts to aid the farmers. But each declares the plan of the other is fundamentally wrong.

Mr. Sapiro says that the Ewing plan is wrong because it establishes a selling agency rather than a co-operative organization ;that there is no close community of interest between the members to the end that each one receives identically the same treatment; that the auction system in any form is absolutely impossible; that the grading system is faulty and inadequate; that the short term pledge requires repeating the work at short intervals adding greatly to the expense; and that the failure to pass title to the tobacco and that it shall not lose its identity does not give the association the necessary control of it to handle it, market it and raise finances on it.

Mr. Ewing does not think favorably of the long term contract of the other organization, holding that the passing of title, etc., gives entirely too much power. He does not think the proposition to buy outright the warehouses of the entire district by the association is a good one for it requires too much high finance. He also defends the auction system he proposes and points to the minimum price fixed before the tobacco is offered as a thorough safeguard. He claims his organization can be operated to better advantage and at far less cost than the Sapiro plan.

As already stated no bitterness has crept into the discussions of the relative merits of the two plans. They are both being presented as plain business propositions upon which the growers are to decide.

This is not Mr. Ewing's first attempt at organizing the dark tobacco growers. He was a leader, and finally the acknowledged head, of the Dark Tobacco Growers' Association which played such a prominent part in the marketing of tobacco from about 1904 for about ten years. The organization of that association was attended by many spectacular features, chief of which was the night riding that was done in its name but which the leaders of the organization condemned. Under that plan tobacco was handled only in the prized state. Interest and support of that organization finally waned until it finally ceased business.—M. E. BACON.

## Chicago Leaf Lines

CHICAGO, April 1.—The trend of the leaf market here is a little slow just now. Last week a slight slump in buying took place again, at the close of what was termed an improved buying period. It is thought to be merely another phase of the spasmodic condition of the market. Manufacturers, while they are looking ahead are calling for deliveries in small quantities and at intervals which are not as far apart as they were a couple of months ago. But during the past week, business is said to have been quiet here.

The leaf merchants feel that business is due to show some signs of betterment. Business conditions in general are looked upon as improving and the general trend of industry is the basis upon which many of the local leaf leaders make their reports concerning the future. The coal miners' strike, will affect the cigar business in certain sections, but locally this situation will have no effect on the cigar business, it is felt.

Competition among the local houses is keen. One merchant last week told of how he was underbid by a house in Philadelphia when he felt that he was making a price which was rock bottom. This kind of business, while it is not always the most enjoyable and encouraging is felt to be a natural way of doing business, by some of the leaf men, and they compare it with the set prices prevailing in other industries.

Much interest is centered upon the local campaigns among the dealers regarding prices and there are various speculations as to the outcome of these competitive methods being used by the dealer trade.

"Genial" Jake Labe, identified with H. Duys & Co., of New York, was in Chicago last week visiting his host of friends here on a business trip, and incidentally he told them of the new venture of the company, the installation of a Havana Department of which he has been appointed the manager.

A. Ross, the packer of Germantown, Ohio, was in Chicago last week. He spent a few days in the Windy City calling on the trade and exchanging opinions as to business conditions past, present and future. He was very optimistic and looked forward to improvement of steadiness and stability.

If a man is known by the company he keeps, a merchant is known by the merchandise he displays.

One naturally associates Milano pipes with the better things of life, and the better shops have discovered that the men who sit in the councils of the nation's business are Milano enthusiasts.

Men who are on the way up, and those who have arrived, all recognize the satisfaction to be derived from a pipe full of their favorite blend when smoked in the Milano.

If you would increase your sales this year, make sure that you are receiving your share of the high grade business from the business men of your community.

The display of Milano pipes in your store will indicate that you are prepared to serve the man who can afford and demands the best.

WM. DEMUTH & CO.

NEW YORK

THE WORLD'S LARGEST MAKERS OF FINE PIPES

## Tobacco Securities

By Marketwise

TUESDAY MORNING, April 4.—The past week was featured by large turnover and pronounced strength throughout the list. In this move the tobaccos had their measure of the rise. Figures reached and net changes are as follows:

| | | |
|---|---|---|
| American Sumatra | 33⅛ | +1½ |
| American Tobacco | 139½ | +3⅜ |
| American Tobacco "B" | 136⅛ | +3½ |
| Consolidated Cigar | 28 | +4 |
| General Cigar | 70½ | +2½ |
| Liggett & Myers | 164¾ | +4⅞ |
| P. Lorillard | 149 | +1½ |
| R. J. Reynolds "B" | 44 | +1 |
| Tobacco Products | 63 | +2 |
| United Retail Stores | 45¾ | +2¼ |

American Cigar common continues to creep up gradually and at the present writing offerings are rather light.

MacAndrews & Forbes continues to be offered in quantity and no logical explanation has yet been advanced to warrant the easiness in this issue. The annual statement will be forthcoming in a few weeks and if earnings have not fallen off the stock is very cheap at current levels.

International Cigar Machinery which is controlled by American Machine & Foundry, after a long period of inactivity, has now come to the forefront. The buyers seem to reason that in view of the sensational rise in the parent company, the subsidiary although it pays no dividend, might go through a similar performance.

There is quite some buying of Porto Rican-American Tobacco and as the people who were discouraged by the annual report are about counter-balanced by those who feel the stock is cheap for a long pull, the trading has gone on within a fairly narrow range.

The store stocks, Schulte and United Cigar, continue inactive and in both cases the sellers exceed the buyers.

The Universal Leaf preferred which was forced on the market recently has been pretty well absorbed and the likelihood is that this issue will gradually do better.

## The Mengel Co.

Notice is given as provided in Article III. of the Trust Agreement, dated November 1, 1918, between the Mengel Box Co. and Mercantile Trust Co. of St. Louis, Missouri, trustee, that the Mengel Co., formerly Mengel Box Co., has elected to redeem and pay on May 1, 1922, all of its outstanding Seven Per Cent Serial Gold Debentures issued thereunder being all of Series "C" of said issue, maturing November 1, 1922, at par and accrued interest, and all of its outstanding Seven Per Cent Serial Gold Debentures issued thereunder, being all of Series "D" of said notes at 100·50 and accrued interest.

Holders of the above notes are requested to present them for payment on or after May 1, 1922, at the office of the Mercantile Trust Co., in the City of St. Louis, Mo., or at the office of the Continental and Commercial Trust and Savings Bank, in the City of Chicago, or at the office of the Equitable Trust Co., in the City of New York. After May 1, 1922, interest on the notes will cease and the coupons maturing after said date will become null and void. Coupons due May 1, 1922, should be detached and presented for payment in the usual manner.

### La Mesilla Cigar Co., Inc.

La Mesilla Cigar Co., of New York, has been incorporated. Capital stock, $15,000. Incorporators, A. Sobel, M. Kaufman and M. Fenisilver. Attorney, W. M. Waldman, 233 Broadway.

## British-American Tobacco Co.

Committee on Listing and Securities of the Curb calls attention of members to notice issued by the British-American Tobacco Co. (Ltd.), February 14, relative to issuance of new talon and sheet of coupons for ordinary shares, and suggests that members immediately forward to the company at No· 1 Westminster House, Millbank, S. W. I., England, the present talon after removing coupon No. 91, to be exchanged for new talon and sheet of coupons. In accordance therefore the committee rules that until further notice transactions in ordinary shares of British-American Tobacco may be settled by delivery of share warrants to bearer without present talon attached, but to which must be attached coupon No. 91 and a due bill for new talon and sheet of coupons; also that the original due bill issued by party who forwarded the talon to London shall be attached to share warrant upon delivery against sale, and that all due bills must be signed by a member or member's firm. Due bill must be in the following form: "Due bearer the new talon and sheet of coupons to be attached to share warrant to bearer No— for —— shares of ordinary stock of British-American Tobacco Co., the number of which coupons are to run serially from 92 and forward."

## Ross Tobacco Co.

OWENSBORO, Ky., April 1.—Owing to local confusion, the corporate name of the Ross-Vaughan Tobacco Co., has been changed to Ross Tobacco Co.

There has been no change in the officers and stockholders of the corporation. They are the same as they have been during the past five years, and John Ross, who has been president of the corporation since it was originally formed, will continue to act in that capacity.

### Special Meeting Called

The American Foreign Trade Corporation, which is affiliated with the Tobacco Products Corporation, has called a special meeting of stockholders for April 13 to vote on a proposal to change the par value of the common stock from $100 to $10. With the plan consummated the present issue of 200,000 shares with a par value of $20,000,000 will consist of 200,000 shares with a par value of $2,000,000. No change in the preferred stock is proposed.

### Exchanging Stock Certificates

United States Tobacco Co., temporary certificates for $4,938,800 7 per cent noncumulative preferred, on notice of issuance in exchange for stock certificates of Weyman-Bruton Co.

### Spitzer-Gottheimer, Inc.

Spitzer-Gottheimer, of Brooklyn, N. Y., smokers' articles, has been incorporated. Capital stock, $10,000; incorporators: H. and S. Spitzer and L. Gottheimer. Attorney, D. Greenbaum, 299 Broadway, New York.

### Circule Cigar Service Co., Inc.

The Circule Cigar Service Co., of New York, has been incorporated. Capital stock, $10,000; incorporators, G. S. and A. Feldman, and S. S. Goldstein. Attorneys, Janover & Janover, 30 Church street.

### Petition in Bankruptcy

A petition in bankruptcy has been filed against the Proper Cigar Co., 1626 Kings Highway, Brooklyn, by Lillian Goodman for $205, Regina Baier $205 and Sheridan A. Walker $205.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 128 | 131 |
| American Snuff Pfd. | 94 | 100 |
| American Sumatra | 32 | 33 |
| American Sumatra Pfd. | 60 | 65 |
| American Tobacco | 139½ | 140 |
| American Tobacco "B" | 136 | 136⅞ |
| American Tobacco Pfd. | 100½ | 101 |
| Consolidated Cigar | 25 | 27¾ |
| Consolidated Cigar Pfd. | 50 | 58 |
| General Cigar | 72 | 72½ |
| General Cigar Deb. Pfd. | 98¼ | 99¾ |
| General Cigar Pfd. | 101 | 102¼ |
| Liggett & Myers | 165½ | 170 |
| Liggett & Myers "B" | 163 | 165 |
| Liggett & Myers Pfd. | 112½ | 115 |
| Lorillard, P. | 148 | 149 |
| Lorillard, P. Pfd. | 106 | 113 |
| Tobacco Products | 62½ | 63 |
| Tobacco Products Pfd. | 90 | 92 |
| United Cigar Pfd. | 106 | 108 |
| United Retail Stores | 45¼ | 45½ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 74 | 78 |
| American Cigar Pfd | 84 | 89 |
| American Mach. & Fdy. | 220 | 250 |
| American Tobacco Scrip. | 126 | 128 |
| Bayuk Bros. Com. | 28 | 32 |
| Bayuk Bros. Pfd. | 92 | 98 |
| British-Amer. Tob. Co. | 15½ | 16½ |
| Conley Foil | 13 | 15 |
| Eisenlohr & Bros. Com. | 60 | 67 |
| Eisenlohr & Bros. Pfd. | 89 | 93 |
| Geo. W. Helme Com. | 145 | 152 |
| Geo. W. Helme Pfd. | 108 | 111 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 12¼ | 13¼ |
| International Cigar Mach. | 24 | 29 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 97 | 100 |
| McAndrews & Forbes Pfd. | 92 | 96 |
| Mengel Co. Com. | 35 | 38 |
| Metropolitan Tobacco | 95 | 125 |
| Philip Morris | 9 | 11 |
| Porto Rican A. T. Co. | 54 | 60 |
| Porto Rican A. T. Scrip. | 60 | 80 |
| R. J. Reynolds "A" | 70 | 80 |
| Schulte Retail Stores | 30 | 34 |
| Tobacco Prod. Export | 4½ | 6 |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 105 | 130 |
| Universal Leaf Com. | 125 | 131 |
| Universal Leaf Pfd | 101 | 104 |
| United Profit-Sharing | 1¼ | 1 |
| Weyman-Bruton Com. | 180 | 187 |
| Weyman-Bruton Pfd. | 107 | 110 |

### Bayuk Dividends

Bayuk Bros. Inc., of Philadelphia, has declared a quarterly dividend of 2 per cent on the first and second preferred stock, payable April 15.

## Dickson to Have Warehouse

DICKSON, Tenn., April 1.—The Dickson County Tobacco Warehouse Co., is now an assured fact, as the charter has been received and an organization perfected with N. Gelberman president, S. H· Bryan, vice-president and G. C. Collins, Jr., secretary and treasurer. The company is capitalized at $11,000, with all the stock subscribed.

At a meeting of the stockholders Wednesday night the M. E. church property, with a large concrete foundation on the corner of College and Mulberry streets, was purchased for $2,750, and plans were made to begin at once the erection of a warehouse. In a short time the long-talked-of tobacco warehouse in Dickson will be a reality. This enterprise is a result of the efforts of the new Dickson Chamber of Commerce.


## Tobacco Stocks

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
Tel. Hanover 7728-37


## Clarksville Average, $15.76

CLARKSVILLE, Tenn., April 1.—Sales for week ending March 31:

Sales for week, 698,070 pounds. Sales for season, 8,722,910 pounds. Sales last season, 5,525,865 pounds. Average for this week, $15.76. Average for this season, $16.86.

### Quotations

Trash, $2 to $3.50 per hundred pounds; common lugs, $3.50 to $5; medium lugs, $5 to $7; good lugs, $7 to $10; common leaf, $10 to $14; medium leaf, $14 to $20; good leaf, $20 to $30; fine leaf, $30 to $36.50—J. F. SMITH. Supervisor.

## To Attend Inscriptions

Wm. Quanjer, of Wm. Quanjer, Inc., importer of Sumatra and Java tobaccos, of 136 Water street, will leave on Saturday for Amsterdam, accompanied by his hight-hand man, Ray S. Clark, who is making his maiden trip to the inscriptions of Holland.

## Chas. Fox Better

Chas. Fox, secretary of the New York Leaf Tobacco Board of Trade, who has been "under the weather" for a few days, is so far recovered that he is expected back at his office this week.

## George Washington Invoices

Another of the great west of England tobacco firm, Sir Edward Channing Wills, high sheriff of Devon, died recently, the fifth member of the family of Wills, the five together leaving fortunes amounting to $45,000,000—all made from tobacco. It is and has been a sacred word in the Bristol factory since long ago. In the carefully guarded inner vestibule is the real secret of the foundation of the Wills fortunes—under glass in guilded tables are a number of original invoice letters from George Washington. notifying the forwarding of seven or six or five or more bales of Virginia tobacco from our first President's farm.

### Leases Brooklyn Store

The United Cigar Stores Co. has leased the store on the northeastern corner of Eastern Parkway and Franklin Ave. Brooklyn, for a term of eight years.


ESTABLISHED 1888
**STANDARD LEAF TOBACCO CO.**
ELIAS BUNZELMAN, Proprietor
IMPORTERS AND DEALERS IN LEAF TOBACCO
Tel.: John 3881 244 & 253 PEARL STREET, NEW YORK

**CIGARETTE PAPERS**
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

# San Francisco Cigar Jobbing Accounts Shifted

**El Sidelo to Be Handled Hereafter by Glaser Bros.—Blaskower to Distribute Mozart and Henry George—Boosting Campaigns—Various Trade Activities Noted.**

SAN FRANCISCO, March 28.—One of the most important announcements in months is that the El Sidelo account of the Consolidated Cigar Co., on this coast, is to be handled hereafter by Glaser Bros., being transferred from M. Blaskower & Co. The latter firm, according to the announcement, is to have the new Harvester account of the Consolidated instead. Julius Lichtenstein, president of the Consolidated, recently visited in San Francisco and the announcement of the change in accounts was a result of his stay here. Blaskower & Co. will also have the Mozart and the Henry George accounts, while Glaser Bros will have El Sidelo, El Sidelo Pets, "44" and Dutch Master accounts. According to the plans of the Consolidated Cigar Corp., a nation-wide campaign is to be instituted on the Harvester cigar. Mr. Lichtenstein declared that his company is to manufacture better goods than ever and will conduct extensive advertising campaigns.

The General Cigar Co. announces that Dykettes are now being packed in slide and shell packages, which are said to be very convenient to the smoker. The new package is very attractive, as well.

William Bercovich is planning to visit the eastern factories shortly, going first to New York.

Dave Erdrich of the Consolidated Cigar Corp. is expected back in San Francisco this week.

William Frey has opened a new cigar factory in Modesto and plans to operate on a large scale.

Announcement was made today that the price of Lucky Strike cigarettes has been increased to $7.20 from $6.80. The latter price was in operation for twenty days. There is still one other factory which is selling at $6.80. Retailers, however, are selling all brands at 18 cents, two for 35 cents.

Mack Horn of the Golden State Leaf House is calling on the Sacramento Valley trade. The Golden State Leaf House has just received a large shipment of Havana tobacco.

Announcement was made today that a ten per cent gratis offer is now being made on Zig Zag white cigarette papers, the minimum order being 100 packages.

Izzy Mendelson, representative of Ehrman Bros., Horn & Co., is planning a trip through the valley and into Los Angeles. Izzy contemplates taking Mrs. Mendelson with him to help him write his orders, and he is also having rubber stamps of his brands prepared so that he can cut down the work in this way as well.

Emil Judell of H. L. Judell & Co. has returned from a trip with the boosters through the valley section. He kept his co-boosters supplied with El Belmonts and Chancellors and received a vote of thanks for his thoughtfulness. He also did some fine missionary work for the house while away.

According to an announcement made by S. Bachman & Co., a big advertising campaign in the principal daily papers of central California is being carried on in the interests of the Gato cigar. The firm also reports a fine business on the new Muriel Ambassador.

Admiral Belmont Glass, sometimes known to his intimates as Milton, is now covering his territory in the interests of the new Admiral size of Belmonts, a two for a quarter cigar.

Arthur Bachman, of S. Bachman & Co., is expected home from the east about April 9. Mr. Bachman has been away for about two months.

Charles Knubel, representative of Charles the Great cigar, is visiting in San Francisco.

H. L. Judell, of H. L. Judell & Co., is making arrangements to attend the annual national convention of the Commercial Travelers, which will be held in Columbus, Ohio, early in June.

H. H. Manley, representative of the American Cigar Co., has been ill in Los Angeles, a victim of the flu, and his visit to San Francisco has been delayed for several weeks.

Dave Horn, of the Golden State Leaf House, came as near fainting the other night as he ever desires to. He has just moved into a new home and a group of his friends planned a surprise housewarming. The surprise was complete and Dave almost fainted when he opened the front door and was confronted by twenty guests, but he soon rallied and the party was on.

Charles "Norwood" McCormick is expected in San Francisco shortly.

A large shipment of Fighting Bobs is expected from Manila April 4, by H. L. Judell & Co., distributors.

The Cigarmakers' Union of San Francisco has accepted a reduction in its bill of prices, as asked for by Frankel, Gerdts & Co., manufacturers of La Natividad cigars. The company, as a result, has announced new prices on its brands.

## Indiana Items

INDIANAPOLIS, Ind., April 1.—The trade is becoming alarmed over an announcement by State officials to the effect that the last assessment of real and personal property in Indiana was much too low to provide an adequate fax return for carrying on the business of the State It is the general opinion here that instead of reassessing the property, which would entail considerable expense, the State will authorize a straight horizontal increase to make up the difference. Just what the increase will be has not been determined. Business men in Indiana have gone through one of these horizontal increases and are not anxious for more. Two or three years ago the State found itself in the same predicament and ordered a fifty per cent horizontal increase. Those business men who happened to have savings in the bank say of $5,000 suddenly awoke to the fact that instead of having $5,000 they had $7,500, or at least they were so assessed. The same applied to stocks or raw materials and merchandise and ground and buildings, in case the business man in question happened to own the building he occupied.

Papers were recently filed with the Secretary of State at Indianapolis by the Englehardt Cigar Co. of Tennessee, qualifying the company to do business in Indiana. Five thousand dollars of the capital stock of the company is represented in Indiana. The company is capitalized at $50,000.

The Chief of Police of Indianapolis has notified retail cigar stores that dice shaking for merchandise or trade checks are absolutely taboo. It seems, according to the Chief of Police, that during the past few months there has been a tendency to bring out the dice box again as a stimulus toward increased business. He says that all forms of the game must be stopped and has issued the necessary orders to the patrolmen in the various districts.

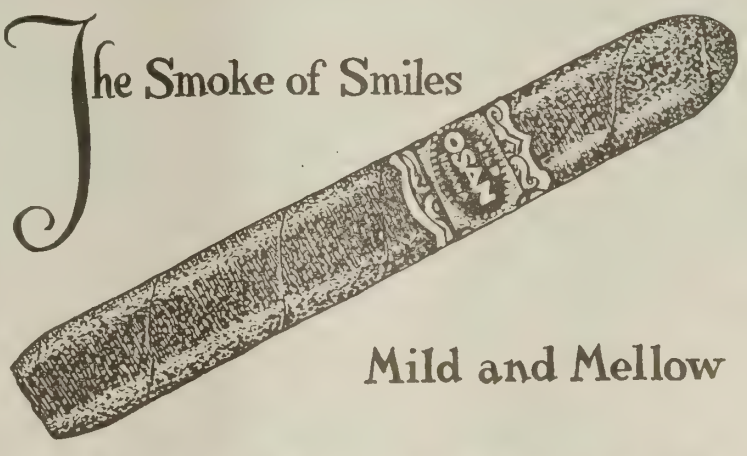
A new cigar store is to be established soon on Washington street, at Frankfort, Ind. J. C. Darling and Levi Cripe will be owners of the new store.

Employees of the Evansville cigar factory, at Vincennes, Ind., recently gave a dance for the benefit of the unemployed of Vincennes. It proved to be a successful affair. Samuel Gelb is manager of the factory.

### In New Offices

G. W. Perkins, International president, announces that the offices of the Cigar Makers' International Union, and the *Cigar Makers' Journal*, are now located in Room 620, at 508 South Dearborn street, Chicago.


The Smoke of Smiles



Mild and Mellow

O'SAN CIGAR

A high grade mild Havana Smoke

MADE IN 12 DIFFERENT SIZES SELLING AT 10¢ UP TO 3 FOR 50¢

P. & A. CIGAR CO. INC.

CIGAR MANUFACTURERS

RED LION, PA.

Lawrence Barrett

Highest Grade Sumatra Wrapped Havana Filled Cigars

SIZES

Perfecto Fino - 10c
(4¾ inch thin Perfecto)

Invencible 2 for 25c
(Full size 5½ inches)

Majestic - 2 for 25c
(5 inch full Perfecto)

DeLuxe - - - 15c
A distinctive size and shape

*Backed by Thirty Years of Honest Cigar Making*

D. Emil Klein Co.

438-440 E. 91st Street

New York

RAMON MORAN & CO.
*Growers, Packers & Exporters*
MANATI, PORTO RICO
*Correspondence invited.*
PORTO RICAN LEAF TOBACCO

HERMANN J. ROSE
Packer of
PORTO RICAN CIGAR LEAF TOBACCO
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
*Quality, Not Price*
Santurce, Porto Rico

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Importer and Exporter
Porto Rico and San Domingo Tobaccos
136 Front St., New York
Packing Plants: Porto Rico
Santo Domingo
Cable Address: Shawleaf, N. Y.

A. M. LEÓN
257 West 116th St. New York
Porto Rican Leaf Tobacco
Representing Salvador Gallart, Cayey, P. R.

Madera, Vigil & Co.
*Importers and Exporters of*
Leaf Tobacco
San Juan, Porto Rico

FRED P. GASKELL CO.
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Lowest Rates and Best Service
Experience, Efficiency, Economy
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W YORK, N. Y., Produce Exchange

# Chicago Hears More About the 'Deadly' Cigarette

## The Windy City Gets Another "Blast" from Miss Lucy Page Gaston, the Perennial Knocker of the Fag—Compares It to Home Brew—One Christian Out, Another In.

CHICAGO, April 1.—Our old friend, Brother Fag, comes in for another lambasting. Miss Lucy Page Gaston, pioneer opponent of the deadly "pill," handed him a neat little wallop this week, when she classed him with another well-known citizen, Home Brew. The statement was one issued by Miss Gaston as national superintendent of the Anti-Cigarette League in preparation of the observance of a national anti-cigarette Sunday and Clean Life Week April 23 to April 30.

### Pleased With El Roi Tan Sales

R. M. C. Glenn, president of the Seidenberg Co., visited their Chicago office. Mr. Glenn is highly pleased over the "El Roi Tan" sales in Chicago. Twelve salesmen now travel out of the Chicago office, who are headed by A. A. Derrig, one of the best cigar salesmen that ever worked here.

The General Cigar Co. is very short of White Owl cigars at present. The sale of White Owl cigars increases each week.

The Miles Cigar Co. in the Windsor-Clifton Hotel now offer Hildana, a high grade Sumatra wrapped cigar in the Corona and Queen shapes, that retail for 15 cents. Hildana is a popular eastern cigar.

At the Shriner's Circus held this week, the José Grande cigar was the featured brand.

The Consolidated Cigar Corporation has placed on the market a very nifty box of the 10-cent special size of Dutch Master cigars containing 10 cigars to retail at $1.

Wm. Best, of the General Cigar Co., New York, arrived for a few days. He left for a visit to the Detroit branch.

John Krisor, of the Northside branch of the General Cigar Co., Inc., has been transferred to Philadelphia. He has already left to assume his new duties for the General in the Quaker City.

The General Cigar Co. has leased the store at the south-east corner of Jackson and Dearborn Sts. This location has been under lease to the Clayton Cigar Co. for several years. It vacates the premises today.

### Bert Christian Resigns

The big surprise of the week was the news that Bert Christian, cigar department manager of Steele-Wedeles Co., had handed in his resignation to take effect May 1. Christian has been manager for Steele-Wedeles Co. for the past eight years. Previous to making this connection he was for several years the loop salesman for the old Best & Russell Co., now the Chicago branch of the General Cigar Co. He has not announced his future plans as yet.

### John Christian Appointed

John Christian, loop salesman for Steele-Wedeles Co., has been appointed manager of this firm's large cigar department succeeding to the position held by Bert Christian. John and Bert while both having the same name are not related to each other. Several years ago John Christian was cigar department manager for Chapin & Gore, formerly a wholesale liquor house here. These changes were foreshadowed two months ago in these columns.

### Featuring Chancellor

The United stores started in this week featuring Chancellor cigars. Neat window signs now appear on all the United windows advising the smoker that they carry this "mild and fragrant" smoke.

Sidney Cohen, now with the American Exchange Cigar Co., is expected to arrive from the East in a few days.

Arthur Simpson of the General Cigar Co., "has got the Spring fever." Arthur has been working over-time placing the new 10-cent size of Van Dyck cigars. He has secured a 100 per cent distribution with his trade and is feeling very happy.

### To Change Name of Firm

Adolph Seckbach, one of the owners of the Kimball Segar Shop, at 27 East Jackson Blvd., and who will take over the General retail store at Wells and Monroe Sts., in a few days as reported in our last news letter, stated to your correspondent that they will in the very near future change the name of their firm. They feature Medalist Cressida, Andres Diaz, D. A. Garcia, Charles the Great, Lozano, Jose Grande and Cyrilla cigars.

Ernest Jacobson keeps up his good work for Perfecto Garcia in the loop. Many new accounts have been opened by E. J. and he has Perfecto Garcia showing in the best windows, even Henry Ackerburg, 187 West Madison St., fell for one, and is giving Joe a fine showing.

### Slaughtered

Tebbetts & Garland's end-of-the-month cigar sale drew in thousands of customers. On sale was 100,000 Muriels which they purchased from an over-stocked jobber and the 5 sizes offered were sold far below the original cost. All imported brands went at prices to the consumer at less than the cost to the dealer from the importers, and such brands as La Corona, Partagas, Hoyo de Monterey, Romeo & Juliet, Eden, Por Laranaga and Alhambra were included, perfecto sizes selling for $5.59.

La Vera, a clear Havana cigar made in Chicago is increasing in sale. Good sizes and quality merchandise is winning popular demand for the La Vera Cigar Co., which manufactures this brand.

Oscar Klein, "now his own boss," at 313 West 55th St., features such well known brands as Lozano, Perfecto Garcia, Charles the Great, Cressida, Francisco G. Bances and Irma, a private label made in Tampa by the Preferred Havana Tobacco Co. Oscar recently purchased the corporation of Keffer & La Due, Inc.

E. Hoffman Co. is all set in its new location at 30 South Wells St. La Palina and Philadelphia Hand Made, the two leading sellers, are showing a big increase in sale.

The new 10 cent Cyrilla clear Havana, Tampa made, of Julius Fernbach & Co., is on sale in a large number of retail stores here.

Chris Bauer, the "war horse" who works the loop for Ruhstrat-Cowley Co., says: "While the orders are small the volume is good," and that Mozart, Charles Denby, and La Fendrich are showing much speed with him.

Mort Hammer, of the Gato sales force, assisted by Gus Jacoby, of Ryan Raphael Cigar Co., continues to hit the loop hard with Gato's Cressida. "If they have over-looked a store then I don't know where that place is."

The Trans-Pacific Trading Co., jobbers, 222 North State St., are now busy placing the Tuval clear Havana cigar with their customers. John Rockpenny, of the firm, is highly pleased over the distribution so far.

### A. M. Seckbach & Co.

A. M. Seckbach and Max Seckbach, who operate the Kimball Segar Shop at 27 E. Jackson St., and who today have taken over the General Cigar Co.'s retail store at Wells and Monroe St., will hereafter operate the business as A. M. Seckbach & Bro.

All the General Cigar Co.'s retail stores show full window displays of Omar cigarettes this week.

Grommes & Elson, wholesale cigar jobbers, now located in the Ohio Building, will move April 30. They have not as yet rented new quarters.

### Setting Swift Pace

Philip Buchstein is making all the west side salesmen work these days. Phil represents Barron Bros., 1911-1913 West Van Buren St., who make the widely known High Sovereign cigar that is selling so big here today. Phil being a regular subscriber reads the news items each week with much interest.

A. L. Johnson, formerly with Philip Morris & Co., was a caller this week. He now sells leaf tobacco for the M. H. Bekkedal Leaf Tobacco Co., of Wisconsin.

The city sales force of Barron Bros. has been increased. The following boys now sell the "High Sovereign" cigar: Barney Barron, B. Webster, S. Barron, C. Lecivies, I. Tessitore and Phil Buchstein.

"Times change. There has arisen a new generation that knows not the cigar store wooden Indian even as a figure of speech."

At the West Town Exposition being held at the 2nd Regiment Armory by the west side merchants, Wengler and Mandell have the exclusive cigar privilege and are showing a big display of their Tom Palmer clear Havanas.

C. E. Taylor, sales manager for Melachrino & Co., has left for a trip to Kansas City and Omaha.

Rameses are back at the pre-war retail selling price. They dropped this week to 20 cents.

### Gato Conference

E. P. Oakes left Wednesday to attend an important conference at the New York offices of the E. H. Gato Cigar Co. Mr. Gato will be in New York, coming from Key West.

Fred Charles, of the Charles Cigar Co., York, Pa., came in this week to show the trade his brands.

### Opens Jobbing House

The Englewood Tobacco Co. has opened a jobbing house at 5105 South Halstead St. The firm is composed of former salesmen of the jobbing house of Charles Barker & Co. They will cover the southern section of Chicago and have closed to distribute the Tampa Sweetheart Mild Havana, made by A. Fuente & Co., of Tampa.

### On Way to Europe

Julius Fernbach, of Cyrilla fame, left last night for New York, from which city he will sail early next week for Europe. Julius is to take a well-earned rest and will tour the principal countries across the pond.

David Lynch, a well known cigar salesman, who quit the cigar business January 1, has re-entered the fold. David has signed up with the J. C. Newman Cigar Co., of Cleveland. He has already placed the firm's La Vona brand with the jobbing house of Nathan Fox Co., and will spend quite some time here introducing La Vona to the trade.

### To Increase Speed

James Sheridan sold his interest this week in the retail cigar firm of Steinkamp & Co., at 624½ Davis St., Evanston, to his partner, Karl Steinkamp. Sheridan will continue to represent the wholesale house of J. & B. Moos and will cover his regular territory with more speed.

The General Cigar Co. will on April 30, discontinue its retail store at the northeast corner of Lake and State Sts.

The United Cigar Stores Co. has rented the store at the northeast corner of Clark and Madison Sts. This store has been occupied as a link in the Clay-

Herminio Madera
ALONSO RIERA & CO.
PACKERS OF
Porto Rico Leaf Tobacco
Importers and Exporters
*The Tobacco Palace*
SAN JUAN, PORTO RICO

ton Cigar Co. chain. It is one of the best retail cigar locations in the downtown section.

### Has Larger Territory

Fred Steenbock, of the Havana-American Co., has been transferred here to take full charge of the sale of Kelly Bouquet, La Preferencia and Chancellor cigars. He hails from St. Louis, which territory he will continue to be in charge of. He will devote his work here, through the jobbing house of J. and B. Moos, who feature these brands.

### To Put in 600 Display Windows

The Havana-American Co. has just closed with the Manufacturers' Window Display Co., 180 N. Wabash Ave., to place 600 Chancellor and La Preferencia cigar displays in the cigar stores throughout the city. This will be the biggest campaign ever waged here by the Havana-American Co. on the Chancellor and La Preferencia brands.

Frank Cohen, the popular Nathan Fox Co., loop salesman, has gone to the hospital to undergo a very serious operation. Frank is one of the best liked cigar salesmen in the city.

There are rumors of the combining of two of our largest and exclusive cigar jobbing firms. The deal is now on the fire and just as soon as we have permission to mention the firm involved, we shall give all details.

J. C. Newman, owner of the J. C. Newman Cigar Co., Cleveland, Ohio, was a caller here this week.—H. L. H.

## Key West Key Notes

### Cigar Output Declines

KEY WEST, Fla., April 1.—I will leave it for those who know more about the matter than I do to say what is the cause of the falling off in the number of cigars sold. The report of the stamp deputy collector of Internal Revenue, J. F. Uhrback shows that the decrease in the number of cigars manufactured during March was less than the number manufactured in February by exactly 165,168. The total number reported for February being 2,911,085 while for March only 2,745,917 were manufactured.

The amount of revenue was necessarily less. The amount of stamps sold during March amounted to $24,786.66 while for February the amount recorded was $25,-796.98. So Uncle Sam lost exactly $1,-010.32 by the decrease.

The classes of cigars all show a decrease excepting class C. This grade shows an increase of 25,607 and continues to reach the million mark. Class A fell off by more than 6,000. The number of this grade made during March was 142,240 against 202,200 in February. Class B fell way below. This grade in February numbered 500,595 while in March only 197,120 were manufactured. Class C numbered 1,864,691 in February while in the month just closed this grade went up to 1,890,298. Class D numbered 323,589 in February while in March only 288,873 were made. Class E fell off about 6,000. During February these cigars numbered 20,600 while the stamp deputy records show 14,026 for March.

### A. Losa Cigar Co.

A new factory operating under the name of the A. Losa Cigar Co., is open for business on Greene street. The president and general manager of this new enterpris is A. Losa. Mr. Losa is well known to the trade, and as he knows the tobacco industry from the ground up it is safe to predict a success for the brands of goods he is offering discriminating buyers. The brands offered at the present time are, Bertha First, Rothschilds, Cuban Club, and Losa Specials.

Mr. and Mrs. A. W. Arnold of this city are the proud grandparents of a little daughter born to Mr. and Mrs. Carl Witzig in Atlanta, Ga. Mrs. Witzig was formerly Miss Marguerite Arnold, daughter of Mr. and Mrs. A. W. Arnold. Mr. Arnold is the manager of the Mi Favorita Cigar Co. in this city.

# IMPORICO

REG IN U.S PAT. OFF.

## (IMPORTED)

**Its Size and Price Make the First Sale— Quality Makes the Others**

And it's the others, the repeat sales, the day after day sales that make your business profitable.

Imporico cigars have the three sales making qualities to a marked degree.

First there is a price for every smoker's pocketbook.

Then there is a size for every man's fancy, and every size has the right price—from 15c straight up.

And lastly that unvarying custom keeping quality is there.

Imporico is a cigar to depend on.

*Jobbers write for territory.*

**Infanzon & Rodriguez**

Factory: Mayaguez, Porto Rico
New York Office: 45 E. 17th St.

Palma Chicos—5½ inches—2 for 25c.

Palma Chicos—5½ inches—2 for 25c.

# STUDY the STAMPS

**when you buy**

# TOBACCO

**from**

# PORTO RICO

**UNDER A LAW RECENTLY PASSED BY THE LEGISLATURE OF PORTO RICO, U. S. IMPORTERS, DEALERS AND CIGAR MANUFACTURERS ARE**

# GUARANTEED

**by that**

# GOVERNMENT

**THAT ALL TOBACCO SHIPPED FROM PORTO RICO COMES UNDER ONE OF THE 3 FOLLOWING CLASSIFICATIONS:**

## CIGARS:—

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd. in P. R. with Tobacco not a product of P. R.*

## TOBACCO:—

*WHITE—Genuine Porto Rican growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries.*
*PINK—Tobacco of Foreign growth.*

## HOW IT BENEFITS YOU

**will be gladly explained by writing or calling on the**

GOVERNMENT OF PORTO RICO

## TOBACCO GUARANTEE AGENCY

*J. F. Vazquez, Agent*

126 Maiden Lane New York City

Telephone—John 1379

Antonio
Roig & Langsdorf
Established 51 years
Philadelphia

## Save Your Back

KEEP at least *one* box of Girards out on top the case and save stooping many times a day.

"Out of sight" isn't *always* "out of mind," but out of reach is out of reason on such a popular brand as Girard.

Keep America's Foremost Cigar to the front.

# GIRARD

*Never gets on your nerves*

## CONSOLIDATED CIGAR CORPORATION

*Head Office.* 81*st Street and East River* *New York*

## Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS

E. M. SCHWARZ & CO'S — MOZART

T. J. DUNN & CO'S — NEW BACHELOR

" CIGAR CO'S — ADLON

" CIGAR CO'S — 44

JOSE LOVERA CO'S — LOVERA

S. I. DAVIS & CO'S — El Sidelo

S. I. DAVIS & CO'S — HARVESTER

LILIES CIGAR CO'S — La Azora


# Philadelphia Experiences a Better Run of Trade

### Improvement Shows Signs of Permanency—More Orders—Larger Volume—Tendency to Better Grades at Lowered Prices—Large Factors Seek to Satisfy All.

PHILADELPHIA, April 4.—The only doubts which enter minds of retailers during the past week were whether the improvement in counter and box trade was a lasting quality, or whether it is merely of a transient character. But there were certain signs which generally were interpreted as evidencing a permanency. The outstanding features were more orders, even though these were but slightly increased in volume, and the tendency towards somewhat better grades now that the price reductions have made these more obtainable.

In this connection, announcement by Otto Eisenlohr & Bros. that they had produced a shape of Henrietta to be sold at 10 cents, and which emphasized the old time ten-cent values, is regarded as of outstanding importance, not so much as it relates to this individual firm, but as evidence of a trade tendency. In these columns, for a matter of months back, there has been expressed the public demand for a return of the old five and ten cent cigars for which Philadelphia was famous. To some extent, this want of a good five-cent cigar has been answered.

Bayuk Bros. have concentrated sales activities on their five cent brand, the Charles Thompson and now that the Eisenlohrs have re-entered the field with a ten cent size, there certainly is evidence of the return to the good old times. It is admitted that production of both the five and ten cent grades of old time standards is a perplexing problem to the manufacturers, because, although there have been some slight recession in wages and some in raw materials, cost of production still is very high, and it has been found almost impossible to produce a good five-cent cigar of the large size demanded, or a cigar of the favored size made up of good materials. Several of the manufacturers believe that they have solved the problem, but the day of the old standards certainly have not yet returned, although there are indications that it will not be long deferred. Among the centrally located retailers, reports are that Mr. Average smoker looks with great favor on a really good ten-cent proposition—that the class of trade to which they cater is not favorably disposed towards a nickel smoke. In the outlying and industrial sections, the market is somewhat different. The demand is for a five cent cigar and this is being provided with great success by those larger manufacturers whose volume purchases and economies of production make a low priced, good smoke possible.

The market for high priced imported cigars is not very active at this time, although the tendency is upwards. There was virtual stagnation during the early days of March, but towards the close, a better feeling manifested itself.

Manufacturers on the whole continue to be well satisfied with present conditions and prospects, and those who have distribution throughout the entire country, steadily are increasing their output.

Discussing the leaf market, Louis Bythinier of Louis Bythinier & Co., 212 N. Second street, says: "There is a big call for Havana Seed Seconds and these are being marketed at 60 cents, marked weight. Connecticut Round Tip wrappers are very scarce, owing to the fact that it is not widely known nor grown. But what there is of it being offered is of good quality, of the right shade and of fine texture. It is splendid for use as a light wrapper and averages from $1 to $2 a pound. Just at the moment, Pennsylvania 1920 broad leaf B's filler at prices ranging from 25 to 32 cents scale weight, is another scarcity and the supply cannot keep up with the demand. It is of excellent quality. In making the round of the factories, I find them generally busy where the production is on the well advertised brand. There has been reported to be a tendency on the part of the buyer towards the higher grade of cigars. In the round, I should say that in the leaf market, there were not many buyers for other grades than for Connecticut shade wrappers which are all cleaned up on top grades."

Good feeling of the trade was reflected during the week at a meeting of the Philadelphia Leaf Tobacco Board of Trade, held in the office of Secretary, John R. Young, 305 N. Third street. The officers were elected: President, Julius Vetterlein; Vive-President, E. A. Calves; Treasurer, A. Adolph Loeb; Secretary, John R. Young; Directors, Samuel Weinburg, C. M. Hupple, Samuel Grabosky, H. Velenchick and Herman Vetterbein. The subject of most general interest discussed was the increase in storage rates at the warehouse of the only concern in this city specializing on that business.

This concern, the Pennsylvania Warehousing and Safe Deposit Co., whose offices are at Third and Chestnut streets, the only bonded warehouse in the city at this time, has increased its rates between 20 and 33 per cent. The Board felt that such an advance was not justified, and a committee was appointed consisting of Calves, Loeb, Young and Curwin, to investigate the possibilities for securing other and more financially attractive facilities.

Visitors to the leaf trade during the week were Mr. Selgas, Jr., of Selgas & Co., New York; R. F. Fels, of the Portocuba Corp., New York; Jerome Kohn, of Sol Kohn & Co.; Ray S. Clark, of Wm. Quanjer, Inc., New York; Joseph Wedles of the Max Wedles Tobacco Co., Quincy, Fla., and Mr. Weil, of the Weil Tobacco Co., Quincy, Florida.

Bayuk Bros. produced a clever piece of advertising in the form of an address to the Mayor of Philadelphia, in which they said: "That your constituents are unified in their demand for lower living costs is too well known to require elaboration here. Therefore, we feel that you will give your earnest support to our campaign to increase the purchasing power of the Peace Nickel. We are demonstrating the new exchange value of five cents in our product, the Bayuk Charles Thomson, the Peace Nickel Cigar. A full size cigar of real Bayuk quality. A revelation of mildness, mellowness, smoothness and aroma. Only a concern with Bayuk Bros. huge purchasing powers, volume production, efficient management and small profit policy, could turn out a cigar of the Charles Thomson quality to retail at five cents."

Almost simultaneously, Eisenlohr & Bros., Inc., came out with a full page advertisement announcing the Henrietta Populares, a new size at 10 cents, containing, however, all the Eisenlohr qualities. In making the announcement, the firm says: "For several years in the cigar market 10 cents has been merely a price and not a standard of quality. We long have believed that Philadelphia smokers were entitled to a 10-cent cigar that was really worth 10 cents. Not until now has it seemed possible to produce such a cigar. At last, however, we are able to announce a new size—Henrietta-Populares. Popular in price, popular in size, popular in quality—it is the utmost in a cigar that can be made to sell for 10 cents. It is produced by the oldest cigar manufacturer in Philadelphia with a reputation for making good cigars for three quarters of a century. Henrietta-Populares is liberal-sized, well


TEL. HARLEM 6913 — *Expert* WINDOW DRESSERS Pictorials, Posters.

★"HITCH YOUR WINDOW TO A STAR"★
STAR DISPLAY ADVERTISING Co
50 EAST 125TH ST. NEW YORK.

*Expert* WINDOW DRESSERS Cut Outs, Set Pieces. — TEL. HARLEM 7850

shaped, smokes well, looks well, and is comfortable in the mouth. We are confident that you will welcome Henrietta-Populares as a real 10-cent cigar for 10 cents.

Leo P. Weiss, of A. Roig & Langsdorf, has returned from a trip through the central west, and Ed. Weil is back from a tour through eastern Pennsylvania. The new ten-cent Blunt, the Girard Founder, is being packed in 1/20 tins with a hinged lid. It is put under the same attractive label as other sizes, and in an artistic box. The tin is an exact duplicate of the former wooden package.

Large sales of the Pennsy, a mild and mellow, five-cent article which sold during the war at 10 cents, is reported by Dusel-Goodloe & Co., 7th and Arch streets, jobbers in the new Perfecto size which retails at five cents. From the recently taken-over Atlantic City branch, at 401 Arctic avenue, in charge of L. C. Albertson, there come reports of very active demand for the Pennsy, the Webster, the Robert Emmet and the Blackstone.

The two-story brick property at 1026-28 Sedgley avenue, has been sold to the Ritter Can & Specialty Co. The lot is 100 feet x 140 feet and the assessed value was $59,500. The new quarters will replace the factory recently destroyed by fire.

A. Gumbert of Gumbert Bros., 227 Church street, has returned from a three weeks' round of the Middle Western States, campaigning for the firm's leader, La Morena. A new packing of the Corona size in cans is being made in addition to the usual box packing.

Wm. G. Kimber, Jr., credit man for Bayuk Bros., Inc., will be one of the speakers at the Pennsylvania-New Jersey credit men's meeting to be held in Johnstown, Pa., April 6.

Charles M. Hipple of Hipple Bros., 151 N. 3rd street, has returned from a visit to his packing houses in Connecticut.

L. M. Kimmig of the Eardenheim Cigar Co., Quakertown, Pa., has just returned from a very successful Southern trip as far South as Florida. Wm. Kimmig is leaving for a trip through the Eastern States in the interests of L. P. Kimmig Co., 153 N. 3d street.

The Philadelphia Chamber of Commerce has compiled a survey of business condition in 71 of the largest cities of the East from New Hampshire down to Georgia and its figures show an optimistic spirit and an increase in employment in more than 50 per cent of them. This report shows decided increase in activity in Philadelphia in the full line of tobacco products.

Sig C. Mayer has left for a Southern trip which will extend as far South as Texas in the interests of the firm's El Wadora and Rey Oma.

The widely known Wm. P. Bushell, who for 20 years has been intimately identified with the cigar business, latterly with the Consolidated Cigar Corp., began service on April 1 with the newly opened Della Casa Cigar Co., 3rd and Cherry streets. He will travel through the Eastern States with the new line which is now being made in eight sizes. Louis N. Cohen will be in charge of the new Della Casa factory. The line retails at 10 cents and up.

Charles S. Krull, jobber, 2nd street above Arch street, has succeeded in securing a widespread distribution among retailers for the New Currency, a five-cent seller and is following it up by a newspaper campaign.

## Baltimore Market

### Sales Again Exceed Receipts

BALTIMORE, Md., March 30.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland: We had another week of only moderate receipts, 126 hogheads, besides 14 reinspections. Sales totaled 176 hogsheads.

All cigarette grades continued in good demand.

Ohio: Nothing doing.

### Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending March 29:

**Receipts**

| | This Week | Previously | Total | Net to Date | Same 1921 |
|---|---|---|---|---|---|
| Maryland .. | 140 | 1,777 | 1,917 | 1,013 | 1,392 |
| Ohio ..... | ... | 82 | 82 | 82 | 138 |
| Total ..... | 140 | 1,859 | 1,999 | 1,095 | 1,530 |

Reinspections this week: Maryland, 14; to date, 904; Maryland, 904.

**Deliveries**

| | Maryland | | | Ohio | Total |
|---|---|---|---|---|---|
| | Coastwise and Domestic | Foreign | Total | | |
| This week... | 177 | 209 | 386 | 3 | 389 |
| Previously .. | 835 | 1,475 | 2,310 | 176 | 2,486 |
| | 1,012 | 1,684 | 2,696 | 179 | 2,875 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1..... | 16,690 | 3,947 | 20,637 |
| Receipts since.... | 1,013 | 82 | 1,095 |
| | 17,703 | 4,029 | 21,732 |
| Delivered since... | 2,696 | 179 | 2,875 |
| Stocks today .... | 15,007 | 3,850 | 18,857 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This Week ..... | 176 | ... | 176 |
| Previously ..... | 2,815 | 365 | 3,180 |
| | 2,991 | 365 | 3,356 |

Groundleaves to date, 657 hogsheads.

## Anti-Female Smoking Bill

WASHINGTON, D. C., April 3.—The recent attempt of New York City authorities to prohibit smoking by women in public has survived interest in a bill pending in the House District committee which would make it unlawful for Washington girls and women to smoke publicly.

Representative Focht, chairman of the District committee, said that he has received considerable mail in the last few days pro and con on the smoking question. He added that should Representative Paul B. Johnson, of Mississippi, who introduced the anti-smoke bill, continue to press for action, it may become necessary to hold another public hearing.

NONE BETTER!

**is what all our customers tell us about our cigar boxes. They more than answer the purpose, they add.**

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

FLOR DE
MANUEL
CIGAR
"THE BLEND THAT MAKES HAVANA MILD"
ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

STICK TO Cinco - IT'S SAFE

2 *for* 15c
everywhere

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

THE TOPIC OF THE DAY

Mild Havana Cigar
Corona size 15c straight
Other sizes
10c straight, 2 for 25c

The ready sales and continuous call for this mild and pleasing smoke proves that it suits the taste of the most particular smoker.

BOBROW BROTHERS, Inc.
*Manufacturers*
Philadelphia Penna.
*Makers of Famous "Bold" Cigar.*

## Progress of the Tri-State Co-operative

HENDERSON, N. C., April 1.—Another step toward the perfection of the co-operative plan of marketing of tobacco in the Tri-State Tobacco Growers' Co-operative Association was taken this week, in the announcement today from Richmond of the appointment of R. R. Patterson as manager of the leaf department of the organization, and of C. B. Cheatham, of this city, as the assistant.

Mr. Patterson has for a long while been in charge of the buying and redrying of all bright tobaccos in Georgia, South Carolina, North Carolina and Virginia for the American Tobacco Co., with headquarters in Richmond. The appointment was made by Oliver J. Sands, of Richmond, who is the general manager of the association. Mr. Cheatham has been the district manager for the Universal Leaf Tobacco Co. Raised on a farm in Granville County, adjoining Vance to the west, and growing tobacco since early boyhood, for years owner of a stemmery and tobacco business at Louisburg in Franklin County, adjoining to the south, Mr. Cheatham later consolidated with the J. P. Taylor Tobacco Co. of Henderson. In 1918 the Universal Leaf Tobacco Co. took over the Taylor interests, and Mr. Cheatham has since been the district manager of that company and in entire charge at Henderson.

The recent announcement of F. G. Williams, leader of the successful, suncured tobacco pool of Virginia growers, as manager of the dark leaf department in the Tobacco Growers' Co-operative Association, assures Manager Patterson of able assistance in the dark as well as in the bright leaf belt covered by the association, which, with the recent renewal of its campaign for signers, is said to have increased its membership to 70,000 tobacco growers in the three States.

According to reports from Raleigh, one of the two points where the association is maintaining headquarters, many of the tobacco warehousemen of the State are not going to deal with the association in the negotiations for the sale or lease of their warehouses for the coming season until they have found out something more definite about the arrangements of the association to finance the lease, rental or purchase of these houses. These men, the majority of whom are represented as being not opposed to the theory of co-operative marketing, and are confident they could and would make as much money under the co-operative plan as they have been making, are said to be afraid of the proposition in its present shape. They are afraid that the failure of the co-operative movement would result in a general bankruptcy of their business and their prospects for business in the future.

This is set forth as one side of what is called "the most revolutionary move ever made in the history of tobacco marketing in this country." The other side, presented by the officials of the co-operative marketing association, is that the plans for the co-operative marketing of the 1922 crop are moving along as well as they could expect. They have called meetings this week in Greensboro and Raleigh to hear propositions from warehousemen for the securing by lease or purchase of their properties in strategic centers where they are required, and have sent circular letters to all of the warehousemen asking them to come prepared to do business. It has been proposed that if an agreement is not reached at the time of meeting, such properties as are regarded as essential shall be let out on arbitration terms.

This plan, however, does not meet the ideas of the tobacco warehousemen on this question, it is said. They are not seeking to sell the association anything, and, therefore, have nothing to arbitrate. They want to see the money in sight before they make any deal at all with the association. It is understood that numbers of the warehousemen have been making an effort to get a line on the situation for the year through conferences with the larger buyers of the weed, but they have been unable to get any definite expression of opinion from the tobacco companies who purchase the biggest part of the tobacco crop produced in the three States. They are said to have been assured, however, that if they run the markets open and on the auction sale plan, as in the past, all of the larger companies will send buyers to these markets in the coming season. They are represented as believing that the companies are ready to buy some tobacco from the association, but they are also confident that they will buy it from the warehouse floors where the auction sales are continued.

The auction sales will be continued, according to announcement of the warehousemen in some of the largest markets in Eastern North Carolina, and the same is true of the Tobacco Board of Trade here in Henderson. And, while the association is claiming a large majority of the growers as enrolled in their organization, it is nevertheless well known that they will not control all of the season's crop, and it is now fairly certain that there will be a considerable portion of the crop sold as heretofore. It is said to be a fact, however, in the light of the present situation, that the majority of the men on the smaller markets are "up in the air" over what to do for the coming season. If they are to run next season, they must make arrangements for their help during the spring or summer months, and they are said to be watching the progress of the co-operative movement not so much because of any fear they have as to its effect upon their business, but because they want all the available information possible so as to be able to meet any situation that may arise.

While eastern markets have announced their intention of holding out and presenting a solid front ready to sell during the coming season in the old auction way, the call to a conference in Raleigh to hear an offer from the co-operative association is reported to have put some of the warehouse owners in some of the cities in the position of being "on the fence." A news story from Kinston says that one warehouseman heretofore listed as "independent" has stated that "if the Tri-State Association wants to buy, I am inclined to sell."

Mr. Cheatham, Henderson man, said today when interviewed as to his opinion, that he believed most of the tobacco manufacturers were inclined to look with more or less favor upon the co-operative plan. He said that he thought only two or three of the leading concerns were definitely opposed to the plan.

Like practically every other man of any influence who has become in any way connected with the proposition, he has mounted the watch tower and is crying to the farmers to grow their own food crops, and not plant wholesale regardless of conditions. He said that there was and will be next fall a good demand for the better grades of tobacco. There is an over-production of the poorer grades, he said, and would be very little demand for this quality of leaf next fall. The good grades will bring good prices, he believes, and he is, therefore, urging the farmers to grow better tobacco on less acreage, and with it all, grow more foodstuffs, so that what money is realized on tobacco won't have to be sent away for foodstuffs, but will be profit.

Mr. Cheatham said that the association was facing a monstrous problem in getting ready for the handling of the crop by the time it is ready for the market, but that an effort was to be made to have everything in fine shape by the time, and that "we will have it ready."

It now appears to be a case of absolute certainty that the tobacco belts of the nation are in for at least one season of co-operative marketing, whether the big companies will or not. It is neither bias nor prejudice when it is said, but a simple, fair statement of facts, that business, at least in this section, seems reconciled to the new plan, and most business men believe that if it is worked right, as they feel that it will be, it will be a distinct benefit and an advantage not only to the farmer but to the manufacturer as well, and, incidentally, for the good of all kinds of business in territory where tobacco is grown and marketed.

Hopkinsville, Ky., U. S. A.

is the largest dark fired tobacco market in the UNITED STATES, handling from

40,000,000 to 50,000,000

pounds annually

The Largest Selling Five-Cent Cigar in the United States is Wrapped with

# Florida—Georgia Tobacco

It is being made at the rate of 600,000 per day and the manufacturers cannot make enough to supply the demand.

The Florida—Georgia Wrapper is the hope of the five-cent cigar manufacturer.

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## "Night Riding" Starts in Virginia

DANVILLE, Va., April 3.—The brewing ill feeling between those who are favorable to the principle of co-operative marketing and those who are opposed to it has come to the surface in Pittsylvania county with an incident which can be characterized only as "night riding" similar to the lawlessness which was recorded years ago in the Kentucky fields.

A few nights ago the tobacco plant bed of Henry Adams, a colored tobacco grower of Bachelor's Hall near here, was visited by unknown men at night and destroyed. The protective cloth covering was torn to shreds, the earth was shoveled away, ruining germination and in the middle was dug a grave. On a tree nearby was posted a placard reading "You won't be allowed to sell your tobacco anywhere in the State of Virginia." The negro was considerably frightened and did not make a report on the affair but it finally leaked out. Magistrate B. W. Dodson of that district said that no complaint was made to him about the occurrence and that he first read of it in the newspapers. He added that little was heard about the occurrence and from the general tone of his remarks it was inferred that nothing would be done to apprehend the culprits.

Adams is among that portion of tobacco raisers who declined to sign the five year pooling agreement drawn up by the Co-operative Association.

Some see in this episode the danger of further violence between the rival forces.

### Decide to Re-open Independent Warehouses

The most interesting development here this week in regard to the situation which is rapidly growing more acute as between the advocates and opponents of the new sales plan was the meeting of directors of the Danville Warehouse Corporation which controls six of the eight local auction houses. They unanimously took the stand that the warehouses will reopen for business next season for auction sales of leaf tobacco no matter what the new organization contemplates. Both the Wilson, N. C., and the Winston-Salem, N. C., warehousemen are adopting the same stand. The warehouse corporation is not openly antagonistic to the farmers' organization. It is ready to meet on friendly terms the emissaries of the Co-operative Association and to discuss the sale or renting of warehouse property. It is made plain at the same time that the offer to buy or rent must come from the officials of the new association. The warehouse people do not relish the idea of attending meetings in other parts of the State relative to the disposition of their property which they feel no pressing need of disposing of.

Local civic organizations which have been asked for some form of endorsement or support to the new association which plans to take the field next season are adroitly evading the issue just now. They feel that they are not sufficiently informed on the proposition to take one side or the other, in fact, the lack of authentic information bearing on the workings of the new sales plan is militating against it. So utterly at variance are the claims made by the advocates of co-operative marketing and those who are arrayed against it that it is hard to find a middle ground. The farmers say that the scheme has been a great success in Kentucky and they are spreading the word through their propaganda. Warehousemen who sense their elimination from the tobacco field with their large investment and life work, claim that it is not a success and it is also claimed that exaggerated statements are being made as to the number of farmers signed. The advocates declare that the bright leaf producers are 75 per cent organized. The warehousemen say they hear that organization is about 40 per cent with constant deflections and efforts made by some farmers to nullify their signatures to the five year plan.

The whole matter is considered by those who have the town's interests at heart, as a serious one and that unless Danville meets the proponents of the co-operative scheme this city will find itself left badly in the lurch if the sales plan succeeds in the bright belt.—TETLEY.

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

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Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.
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## Lynchburg Market Closed

LYNCHBURG, Va., March 31.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Co., Inc., makes the following report of leaf tobacco sold on the Lynchburg market:

| | Pounds |
|---|---|
| Sold this week..... | 29,600 |
| Sold to April 1, 1921.... | 11,602,100 |
| Sold to March 31, 1922.. | 8,420,700 |
| Decrease for 1922..... | 3,181,400 |

The season for selling last year did not end until June and sales amounted to 13,831,400, so the decrease for the season of 1922 amounts to 5,410,700 pounds.

While public sales closed with the sale today, there will be a little more tobacco yet to come, which will be sold privately.

The market closed with all desirable grades of tobacco in strong demand and selling high, bearing this out. Chas. Carter & Howell sold 1,114 pounds today that brought an average of $35 per hundred.

There is a shortage of good Virginia tobacco and, if the planters will make an effort to make good tobacco the assumption is they may count on highly satisfactory prices.

Despite the short crop of tobacco the Lynchburg market sold a goodly part and will be open next fall for the sale of tobacco as usual.

## Two Sales at Richmond

RICHMOND, Va., April 1.—There were only two days' small sales this week, mostly common tobacco; but at one warehouse, where some nice tobacco showed up, the average was over 26 cents on one sale. Total sales for week were 27,990 pounds sold at average of $20.26 per hundred. The season is about over, but the warehouses will continue to sell anything put on the floor, to accommodate belated planters.—R. C. MORTON & Co.

## To Have Quadruple Sales

WINSTON-SALEM, April 1.—Owners of local tobacco warehouses, who announced a few days ago that they would not sell or lease their houses to the co-operative marketing association for the coming year, are planning, by agreement with the association, to conduct quadruple sales during the rush of the next tobacco selling season.

Heretofore only triple sales were conducted. It is contended by well-informed tobacconists that less than 40 per cent of the tobacco growers in the piedmont section have signed the co-operative plan for marketing their weed.

## St. Louis Business Better

ST. LOUIS, Mo., April 3.—The cigar and tobacco business was a little better last week than during the week previous. While the trade was nothing to brag of, it was an increase, and that counted.

The Brinkman, Meisel & Recker Cigar Co. are participating in the "Clean-Up and Paint-Up" campaign and is having the store and offices repainted and re-decorated. Incidentally the concern is having a fine business in the various brands they distribute. This is particularly true in regard to That Paramount and the Don Julian brands. These two brands are having a big run here and are very popular with smokers.

After being laid up for several weeks with the grip, C. E. Terry, of Bayuk Bros., has gone on an extended selling trip through the West and hopes to make up in sales what he missed while indisposed.

Chicago has been added to the territory of Fred J. Steenbeck, of the Havana-American Co., and he is now in that city, where he intends to remain for several weeks.

### Among Those Present

Many visitors have been here recently. Among them may be mentioned Jake Hoffman, of Falk Tobacco Co.; G. E. Lewis, of the American Cigar Co.; I. Rosenthal, of Rosenthal Bros.; Sig Meyer, of F. Lozano Son & Co.; Henry Dalton, of Morgan Cigar Co.; A. I. Ullnick, of M. J. Lopez & Co., and H. M. Vreeland, of Benson & Hedges.

Arthur E. Harms, president of the Peter Hauptmann Tobacco Co., and C. A. Just of the same company are taking things easy down at Hot Springs, Ark. They will be there for a week or two.

Some attractive window displays have been made by the Stickney-Hoelscher Cigar Co., of the El Verso cigar; Dengler & Hatz of Garcia & Vega; Chas. P. Stanley of the Reginella cigar. Vandervoorts of the La Palma and the General Cigar Co., of the Van Dyke.

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WILSON, N. C., U. S. A. The largest bright leaf tobacco market in the world
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Cable "IRVINE," Kinston, N. C.
Leaf, Strips, Scraps and Stems
ORDER OR CONTRACT
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COMPLETE FACILITIES
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Largest Loose Leaf Tobacco Market in the World
W. T. CLARK & COMPANY
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Dealers in All Grades Bright Leaf, Strips, Stems and Scraps
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
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Packing guaranteed. Samples submitted on application.

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Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
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# Louisville Tobacco Market Reports

## Stocks Show Decrease

LOUISVILLE, Ky., April 1.—Stocks of tobacco in Louisville warehouses decreased 566 hogsheads during the month just closed, according to the report issued yesterday by Helen Glover, secretary of the Louisville Tobacco Board of Trade. Total stocks now are 17,321 hogsheads, compared with 16,816, 14,824 and 7,339 at the same date in 1921, 1920 and 1919, respectively.

Unsold stocks consist of 11,322 hogsheads of burley, 42 of Green River and 888 of dark, or a total of 12,252. At the same time last year this total was 11,734 and in 1920 it was 8,526. Receipts last month aggregated 5,072 hogsheads.

The month's sales totaled 7,666 hogsheads, compared with 9,073, 6,122 and 7,021 in the same month of 1921, 1920 and 1919, respectively. Rejections during the month were 25 per cent of auction sales. Sales of new crop weed to date, original inspections have been 11,824 hogsheads, whereas 20,628 has been sold to the same date in 1921 and 21,019 to the same date in 1920.

The week's sales were 1,286 hogsheads, of which 1,044 were old burley, 192 new burley, 36 old dark and 14 new dark. Rejections were 22 per cent of auction sales. Receipts totaled 838 hogsheads.

### Tobacco Sales for the Week and Year to March 31

| Warehouses | Week: Auction Sales | Week: Private Sales | Week: Total for Week | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 101 | 3 | 104 | 2,153 |
| Kentucky | 317 | 17 | 334 | 6,722 |
| Main Street | 116 | ... | 116 | 3,357 |
| Planters-Farmers | 367 | 39 | 406 | 8,421 |
| New Tenth Street | 60 | 8 | 68 | 4,778 |
| Louisville | 250 | 8 | 258 | 5,462 |
| | 1,211 | 75 | 1,286 | 30,893 |
| Year 1921 | | | 2,015 | 28,567 |
| Year 1920 | | | 1,217 | 27,272 |
| Year 1919 | | | 949 | 31,289 |

### Classifications of this Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 1,044 | 192 | 1,236 |
| Dark | 36 | 14 | 50 |
| | 1,080 | 206 | 1,286 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 19,260 | 10,567 | 29,827 |
| Dark | 819 | 247 | 1,066 |
| | 20,079 | 10,814 | 30,893 |

### Classification of Sales to same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 26,939 | 26,375 | 29,048 |
| Dark | 1,628 | 897 | 2,241 |
| | 28,567 | 27,272 | 31,289 |

### Comparisons with Previous Years

| Sales | 1922 | 1921 | 1920 |
|---|---|---|---|
| Total sales of new crop to date | 14,220 | 25,030 | 25,621 |
| Sales of new crop to date. Original inspection | 11,824 | 20,853 | 21,303 |
| Rejections | | | |
| Rejections this week: | | | |
| Burley | 245 | ... | ... |
| Dark | 22 | ... | ... |
| Total | 267 | 330 | 293 |
| Percentage of rejections to auction sales: | | | |
| Burley | 21 | ... | ... |
| Dark | 44 | ... | ... |
| Total | 22 | 18 | 24 |
| Rejections Jan. 1 to date: | | | |
| Burley | 6,576 | ... | ... |
| Dark | 204 | ... | ... |
| Total | 6,780 | 5,503 | 6,808 |
| Receipts | | | |
| Receipts this week | 836 | 1,272 | 665 |
| Receipts Jan. 1 to date | 20,152 | 21,874 | 19,825 |

## Hopkinsville Average, $12.81

HOPKINSVILLE, Ky., March 31.—Total sales for the week, 932,170 pounds; average price per 100 pounds, $12.81. Sold to date of 1921 crop, 16,912,700 pounds; average price per 100 pounds, $15. Sold to same time last year, 14,052,195 pounds; average price per 100 pounds, $10.42.—J. W. HANCOCK, Chairman Sales Committee.

## Monthly Report

*Total Sales for the Month and Year to March 31*

| Warehouses | Week: Auction Sales | Week: Private Sales | Total for Month | Year, Jan. 1 to Date |
|---|---|---|---|---|
| Turner | 467 | 14 | 481 | 2,153 |
| Kentucky | 1,792 | 151 | 1,943 | 6,722 |
| Main Street | 528 | 22 | 550 | 3,357 |
| Planters-Farmers | 1,932 | 190 | 2,122 | 8,421 |
| New Tenth Street | 777 | 188 | 965 | 4,778 |
| Louisville | 1,570 | 35 | 1,605 | 5,462 |
| | 7,066 | 600 | 7,666 | 30,893 |
| Year 1921 | | | 9,073 | 28,191 |
| Year 1920 | | | 6,122 | 26,751 |
| Year 1919 | | | 7,021 | 30,340 |

*Classifications of this Month's Sales*

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 5,587 | 1,611 | 7,198 |
| Dark | 364 | 104 | 468 |
| | 5,951 | 1,715 | 7,666 |

*Classifications of Sales Jan. 1 to Date*

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 19,260 | 10,567 | 29,827 |
| Dark | 819 | 247 | 1,066 |
| | 20,079 | 10,814 | 30,893 |

*Classification of Sales to same Date in*

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 26,606 | 25,885 | 28,195 |
| Dark | 1,585 | 866 | 2,145 |
| | 28,191 | 26,751 | 30,340 |

*Comparisons with Previous Years*

| Sales | 1922 | 1921 | 1920 |
|---|---|---|---|
| Total sales of new crop to date | 14,220 | 24,743 | 25,247 |
| Sales of new crop to date. Original inspection | 11,824 | 20,628 | 21,019 |
| Rejections | | | |
| Rejections this month: | | | |
| Burley | 1,688 | ... | ... |
| Dark | 54 | ... | ... |
| Total | 1,742 | 1,508 | 1,509 |
| Percentage of rejections to auction sales: | | | |
| Burley | 25 | ... | ... |
| Dark | 18 | ... | ... |
| Total | 25 | 17 | 25 |
| Rejections Jan. 1 to date: | | | |
| Burley | 6,576 | ... | ... |
| Dark | 204 | ... | ... |
| Total | 6,780 | 5,461 | 6,653 |
| Receipts | | | |
| Receipts this month | 5,072 | 6,243 | 4,673 |
| Receipts Jan. 1 to date | 20,152 | 21,703 | 19,534 |

### Stock Report

*Receipts, Deliveries and Stocks for the Month and Year to March 31*

| Warehouses | Receipts During Month | Deliveries during Month | Receipts Jan. 1 to Date | Deliveries Jan. 1 to Date | Stocks this Date |
|---|---|---|---|---|---|
| Turner | 325 | 318 | 1,252 | 1,388 | 1,144 |
| Kentucky | 1,227 | 1,768 | 5,006 | 4,036 | 4,128 |
| Main Street | 323 | 593 | 2,291 | 2,956 | 930 |
| Planters-Farmers | 1,379 | 884 | 4,746 | 5,150 | 5,776 |
| New Tenth St. | 838 | 875 | 3,327 | 3,327 | 2,036 |
| Louisville | 980 | 1,200 | 3,530 | 3,480 | 3,307 |
| | 5,072 | 5,638 | 20,152 | 20,116 | 17,321 |
| Year 1921 | 6,243 | 6,462 | 21,703 | 18,836 | 16,816 |
| Year 1920 | 4,673 | 6,410 | 19,534 | 20,455 | 14,824 |
| Year 1919 | 5,706 | 6,558 | 25,555 | 22,513 | 7,339 |

## Free Deliveries at Paducah

PADUCAH, Ky., March 31.—Deliveries of loose tobacco to dealers has continued rather free during the past week, and the greater part of the tobacco contracted for in the country has been delivered.

Offerings on the wagons and loose floors have been about the same as last week, the volume of business being light. Prices for good tobacco continue firm, while prices for the common and low grades have shown more weakness, and rejections have been rather heavy on the low and common grades. Some buying has been done in the country at the barn doors, but transactions are gradually growing less. This is due largely to the fact that the greater part of the crop has been sold and the lower prices prevailing for the low and common grades.

The past week has been favorable for handling loose tobacco as the season has been continuous, and practically all tobacco in the hands of farmers has been gotten ready for the market, and no

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**LEAF TOBACCO DEALERS and EXPORTERS**

Efficient in every respect and well equipped to supply specialties in all grades of fired dark tobacco.
Also especially equipped and efficient in handling export orders whether large or small.

Official Quotations at Louisville, March 31, 1922

| | Burley, Old | | | |
|---|---|---|---|---|
| | Dark Red | Bright Red | Colory | Manufacturing |
| Trash (green or mix.) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Common leaf (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common Leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop | | |
|---|---|---|---|
| | Dark Red | Bright Red | Colory |
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

doubt we will see the market continue until the crop has been disposed of.

A number of our larger buying interests have been out of the market now for the past two weeks, and the lower prices are due to the lack of demand. Should these buyers come back in the market we would see a revival of prices, should they remain out of the market we may see further decline.

### Seedlings Looking Well

Farmers over the country have their plant beds canvassed and plants are up and looking well, and indications are that plants will be plentiful and no doubt a large crop will be planted this year.

We have heard of a few sales of new wrappers, self workers and fillers selling to home manufacturers during the past week, but the volume of hogshead business has been light. There has been no activity in old stock, which is scarce. —W. B. KENNEDY.

## Independent Market Closed at Lexington

LEXINGTON, Ky., April 1.—The Lexington loose leaf tobacco market closed definitely for the season today, the total of sales being 10,563,625 pounds, for which the growers received $2,260,953.13, an average of $21.40 a hundred pounds.

Three so-called "independent" houses were open here, one of which was built by Tom Geary for the express purpose of running an "independent" looseleaf floor. The others were the Jewell warehouse, smallest of the frame plants, and the People's No. 1, which because of a defect in title was refused by the Burley Tobacco Growers' Co-operative Association when it took over the other loose leaf plants of the city, numbering sixteen.

The average of the Lexington market was a little disappointing to those who predicted that the growers who remained independent would get a better price for their product than those who delivered their crops to the association. Judging from reports of sales of the association, it seems likely that its members will realize about 5 cents a pound more for their crops than those who sold over the "independent" floors.

The local floors opened December 15. The Geary house closed February 25, with a total sold of 1,907,515 pounds at an average of $21.34. The People's sold 4,156,595 pounds at an average of $22.07, and the Jewell 4,449,515 pounds at an average of $20.72.

## Owensboro Offerings Light

OWENSBORO, Ky., April 1.—J. S. Phelon, tobacco broker, makes report for the week as follows:

Again I have to report very light offerings for the week, aggregating:

| | Pounds | Average |
|---|---|---|
| Pryor | 205,165 | $10.17 |
| Burley | 15,810 | 11.95 |

The market again seemed sluggish and the general trend was toward lower prices. However, the small amount of Burley was sold at firm prices.

We will have about two weeks' more light sales, after which the market will probably close definitely.

The following quotations fairly outline the week's transactions:

GREEN RIVER

*Leaf.*

| | |
|---|---|
| Good to fine with color | $20 to $25 |
| Good | 15 to 20 |
| Medium | 12 to 15 |
| Common | 6 to 12 |

*Lugs.*

| | |
|---|---|
| Good to fine with color | 15 to 20 |
| Medium to good | 10 to 15 |
| Greenish and dark | 3 to 10 |

*Trashes.*

| | |
|---|---|
| Showy red | 7 to 12 |
| Medium | 3 to 7 |
| Common | 2 to 3 |

Exceptional baskets not quoted.

Sales for Season

| | Pounds | Average |
|---|---|---|
| Green River | 29,348,865 | $15.20 |
| Burleys | 544,480 | 14.32 |

## Henderson Market Closes

HENDERSON, Ky., April 1.—A total of 31,135 pounds of tobacco was sold over the breaks at the close of the tobacco market here Friday. The top price was $30 and the market was stronger than for several days. The season's total sales were 9,637,915 pounds and a total of $1,554,780.63 was paid.

## To Air-Dry Burley

HARRODSBURG, Ky., April 1.—A Harrodsburg firm has contracted with the Burley Co-operative Association to air-dry one and a quarter million pounds of the five grades of green tobacco in a Harrodsburg warehouse. It is thought the air-drying will be completed some time in the month of June and the tobacco ready to be packed

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Read Tobacco and Keep Up to Date

# Cleveland Dealers See Better Prospects Ahead

**Review of Month Tended to Hearten the Trade—Despite Stormy Weather and Price Wars Good Showings Were Made—Smokers Buying Less Conservatively.**

CLEVELAND, Ohio, April 2.—A resume of the past month showed local dealers that they could and should expect some real business for the rest of the year. Between some stormy weather and some equally stormy price wars, most of the local dealers saw their way clear to a very prosperous month. It seems that they're more encouraged now, though buying is being done in conservative manner, still, it is not in that radically conservative manner of some months ago. The lust of the price war has abated somewhat and talk of burying the hatchet is more frequent. At least, the climax has been reached and the ship of ill feeling has been apparently buried in the deep blue sea of common sense. Now, with some real weather on tap and conditions at or nearly at normal, dealers can well be thankful for what they have and what they have to look forward to.

### Sam Rose to Sell Pipes for Baer-Wolf Co.

Sam Rose, well known in local tobacco circles, is to sell the city trade Baer-Wolf Co.'s choice line of pipes. Sam is a real hustler and pushing pipes, as it were, will soon be a part of his personality itself. Good luck, Sam.

### Standard Features Rey Oma

One of the bright results of Warren Searle's visit here last week was shown today by the great number of stores featuring his Rey Oma cigars. The Standard Drug Co., in all its twenty-six stores, included the Rey Oma in its window displays.

### Ben Block at Home

Ben Block, who sells Park & Tilford's atractive line "for a living," got in town the other day. Ben's trip included two cities where Mi Favoritas and Telegrafas are real favorites, namely Canton and Youngstown.

### A Trade Visitor

A. L. Ullrick, with M. J. Lopez & Co., stopped off with us on his way back to the Big City. A. L. reports fine business on all the Lopez brands.

### Wells & Unger Feature Martinez

In the big window of Wells & Unger's Superior store, was seen all week a wonderful display of Martinez cigars. This five cent cigar has sure proven its worth in actual dollars and cents returns.

### Fred Eichler Enters Candy Game

Fred Eichler, who operated the cigar stand in the Trainsman building for such a long time, has gone into the candy business. Good luck, Fred!

### Get New Line

Wallace & Schwarz, local jobbers, have got in their first shipment of the new five cent size William Penn cigars. This brand is sure popular here and already calls have come in for this new size.

### Returns from West

Grover Mendelsohn got in today from a short western trip. Recent sales of Paramounts and Decisions out there have exceeded Mr. Mendelsohn's fondest expectations.

### New Ohio Representative

Gans Bros. have succeeded in landing as their representative here in Ohio, D. C. Schuler, a man well known everywhere as a keen business man and a real cigar man. La Munas will surely be well taken care of with Mr. Schuler at their helm.

### Walter Arnheim Checks In

Walter Arnheim, president of the Reynaldo Cigar Co., got into town yesterday to confer with the Baer-Wolf Co., his local jobbers. The Reynaldo has long since been regarded as one of Cleveland's favorite smokes, the people "sure" seem to want it and want it badly.

### O. R. Thompson Gets In

O. R. Thompson, selling the Juan de Fuca brand for the Morgan Cigar Co. got in from Chicago the other day. Juan de Fuca are clear Havana stock that are sure repeaters and O. R. has his hands full keeping orders down so as not to swamp the factory.

### Don Antonios Selling Big

One of the big features of the week was the reception given to the little cigars by Cleveland smokers. Dealers report business on the little fellows as just great. Don Antonio is one of the leading brands of this kind of smokes and is selling like the proverbial hot cakes.

### Gollmar's Free Offer

Fred Gollmar is offering in his Arcade store this week a package of twenty Melachrinos free with each purchase of 100 of this brand. Fred's stores are all real business centers because he puts forth real quality merchandise at a reasonable price. Courtesy is not a stranger to Fred, either.

### A Hustler Comes to Town

Tommy Branyon, hustler of Corina cigars, got in town the other day. Corinas are seen everywhere in the store, at the club and in the smoker's teeth. Corinas win because they satisfy.

### Admirations Featured

The Admiration cigar is surely being featured over town this week. Windows, show cases and billboards all lay claim to the quality and satisfaction of the Admiration brand. That it pays to advertise will be attested to by the Admiration ringleaders.

### S. A. Sallings Resigns

We learned today that S. A. Sallings has sent in his resignation to the Lorillard Co. The resignation is to take effect April 8.

### Leaves for "Wilds"

Red McDonald, local booster for Detroit Hand Mades and Humos, leaves for the wilds of Berea and Painesville tomorrow. Red and Jack Mendelsohn will hunt up orders together and they'll "sure" get them, too. Detroit Hand Mades, especially, have come into their own as one of the greatest selling cigars in its class in this section.

### In Toledo

George B. Scrambling was down in Toledo the other day looking over his branch interests there. The Scrambling distribution system is a most efficient one with branches in all important distributional centers.

### Around Town

Gus Newall, looking after Wallace & Schwarz's After Dinner cigar, and Billy Simpson, with a full line of Panies and Arango brands, were seen around town this week.—HERB.


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# Tobacco Growers' Co-operative Association

With membership which is now close to 70,000 growers and with leaders of outstanding ability whose records in the tobacco world have been unsurpassed, there need no longer be any doubt as to the success of the Tobacco Growers' Co-operative Association in the minds of tobacco farmers in the Carolinas and Virginia.

Richar R. Patterson, Manager of the Leaf Department of the American Tobacco Co., in charge of buying and redrying all bright tobacco in Georgia, South Carolina, North Carolina and Virginia for that company, has accepted the management of the Leaf Department of the Tobacco Growers' Co-operative Association.

Simultaneously with the acceptance of the managership of the Leaf Department of this Association by Mr. Patterson of the American, C. B. Cheatham, of Henderson, N. C., District Manager of the Universal Leaf Tobacco Co., accepted the position of Assistant Manager and head of the Bright Leaf Department of the Tobacco Growers' Co-operative Association.

The recent announcement of the appointment of F. D. Williams, the skillful leader of the Virginia Sun-Cured Pool, as Manager of the Dark Leaf Department of the Co-operative Association, will assure Manager Patterson able assistance in the Dark as well as the Bright belt covered by the Association.

Oliver J. Sands, of Richmond, Manager of the Association, in commenting on the acceptance by these recognized leaders in the tobacco world of their new posts of command with the organized tobacco growers, said: "The Tobacco Growers' Co-operative Association is an organization composed of men of the greatest experience and high standing in the leaf tobacco business, and the growers will know that they have representing them men who have heretofore held the highest positions with dealers and with manufacturers and with capacity sufficient to bring the greatest efficiency and best results to the growers."

In Virginia and Carolina merchants and bankers were to have their business closed out at auction next Fall, with the buyers placing not only the price but also the grade upon their collateral and merchandise, they could not continue to serve the public long.

Tobacco growers have now decided to cease doing this very thing another year.

No industry can be prosperous when 60 per cent of those engaged in it must carry each year a crop mortgage to produce their crop, as any of the merchants and bankers who carried notes and accounts from 1914 to 1919 for collection will affirm, or as those who are wondering how long their obligations of 1921 will give to be carried before tobacco growers can recuperate sufficiently to pay them up, will certainly agree.

Here, in short, is the cause for and the need of this overwhelming movement for co-operative marketing among tobacco farmers of the Carolinas and Virginia.

There are farmers in many of our Southern counties who would have sent their children off to school, who would have painted their homes, put running water in the house and bought improved machinery if their tobacco had brought the growers what it was forth last year.

But the boys and girls are obliged to stay at home, the houses go unpainted, the growers' wives must trudge back and forth from the well and spring and they must plod along with the same old tools because their tobacco was dumped down at public auction for others to name, not only the price, but even the grade.

Within less than three months of the present writing within 30 miles of Raleigh, tobacco for which 25 cents was offered on one market, sold for 66 cents on another market a few miles distant, and within three days' time. Another lot of 194 pounds, for which 17 cents was offered on one market, sold within three days for 42 cents upon another nearby market, or nearly three times the original price offered. The tobacco grower who sold his product on one market for two and three times the price he could have obtained upon another, is only one among the many thousands who has suffered for many years from the injustice of a system which allows the producer something less than 10 cents of the consumer's dollar.

These figures of the sales made upon markets of the Carolinas are not fanciful. The sales sheets and warehouse tags of local tobacco farmers who, with other witnesses, can vouch for their correctness are simply samples of practices become too common to call for frequent comment.

The question is not, "Where did this thing happen last Fall?" but, "Where did it not happen?" That it shall not happen again is the present determination of 70,000 tobacco farmers and the solid organization extending from Northern Virginia through the Carolinas to the Georgia line.

Within the past twelve months, the farmers of the Carolinas and Virginia have accomplished tasks which they were told would be impossible.

"It is impossible that the farmers will ever stick," was the comment of thousands who misjudged the stern determination of tobacco growers to carry through their plans. With 70,000 tobacco growers pledged by iron-clad contracts to stick for five years, and thousands more eager to sign their five-year enlistment papers in this advance to economic freedom, there is no longer any question as to whether tobacco farmers will stick. The only question is, how small a minority will stay on the outside and get stuck.

Another imaginary barrier of impossible dimensions enlarged upon by cynics and enemies of the plan for co-operative markets was finance. People said, "You can't finance it. Where will you get your money? It will cost millions." Within less than a year, the burley growers of Kentucky have organized, bought warehouses, paid advances to their member growers, paid off all debts to the Kentucky banks, and secured credit with the War Finance Corporation sufficient to enable them to borrow millions for their future needs and growth.

(*Continued on page* 34)

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One attractive feature of the round tins such as this, is their effectiveness from a selling standpoint when placed in the regulation shaped holder for top-of-counter display.

In experimenting with a view to selling banded cigars in upright tins without endangering the wrapper when removing the cigars, Lilly, Dungan & Co. announce that this is easily accomplished by wrapping the central four cigars in tissue paper, —the wrapped cigars are easily and safely removed and the others easily follow.

## Wisconsin Leaf Tobacco News

EDGERTON, Wis., April 2.—It was understood that the Lorillard Co. had secured all the 1921 binders it expected to put up some time ago; but ten days ago the buyers in the southern counties were notified to go out and hunt for some more. Southern Dane county was picked over for about 100 acres in a brief active campaign. The prices swung between 7 and 10 cents. The Fendrich Co. also made a somewhat lively hunt and secured a good lot of leaf for assorting.

The stemmers are not idle. Scotten-Dillon, Bloch Bros., Liggett & Myers, are all still pulling away at both 1920 and 1921, and securing what they want. The storage problem seems to be the only limit that may put a drag on their activities.

While these big fellows are doing their share to clean up the Wisconsin field, there are several men who in a small way are buying leaf on their own account. Those who have some loose cash are watching their chances to pick crops that look good now while the price level is near the bottom, feeling that the time is good for a little dip into the speculative end of the game.

The growers who can get along without selling at present prices are hauling their crops to the co-operative warehouses to be handled. Some turn it over with the understanding that the warehouseman also act as agent in selling; others just for handling the storage.

In the northern sections not yet cleaned up, for example, around Viroqua active riding is going on by the representatives of many firms but here also the farmers are handling considerable leaf in hired warehouses on their own account. Seven to twelve cents rule.

The Wisconsin 1921 remnant still in growers' hands may not exceed 20 per cent of the total. This would represent in round figures about twelve million pounds. A little 1919, quite a chuck of 1920—though this is slipping away pretty fast, and the 1921 remnant at going prices would figure up to not less than one million dollars' worth of goods held by Wisconsin growers. The probability of a clean-up before next Fall is not an impossibility.

The Department of Markers of the state is active in having the growers undertake to pool their next year's crop, and the following four years' under an agreement like the one established among the growers of burley in the south, and now also under way for seed leaf in Connecticut. Two meetings have been held within the last couple of weeks at Madison, where committees were named to solicit membership for the pool. It is the aim to gather 75 per cent of the acreage into the pool in order to make it control the market.

In the sections where the growers have sold for fair prices the sentiment is not yet strong for tying up to such an organization; but great pressure will be brought to bear during this Summer to gather the necessary amount of acreage in under the five year contract. The effort of a year ago failed, but the marketing department is now better organized, it can offer better financial backing to make the pool a success, and we may have the organization ready for business before snow flies next Fall.

The warehousing of 30 to 40 million pounds of leaf is going to be a difficult problem to solve under the new system, unless the privately owned houses are leased by the growers—that is, if they can be leased.

It will also depend upon whether the big fellows again start field buying at attractive prices next summer. Few growers can hold out against a field buying movement with tempting prices. The thing will be watched with a great deal of interest and curiosity.—STOCKMANN.

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PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

# PARK & TILFORD

are the

# LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection

*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

**J. G. Dill Co.**
**Richmond, Va.**



# MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
# TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA



# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA


## Patents Recently Granted
By U. S. Patent Office

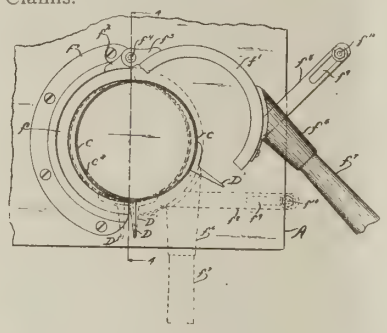
No. 1,409,959. Tobacco Pouch. Robert Lochhead, Andover, Mass., assignor to Tyer Rubber Company, Andover, Mass., a Corporation of Massachusetts. Filed June 23, 1921. Serial No. 479,756. 2 Claims.

1,409,959

The method of forming a tobacco pouch above described, which consists in cutting a section from a tube of soft rubber, shaping one end of the section to a curvilinear form, uniting the curved edges and forming the chamber over a suitable shaping block by twisting and flattening the open end of the tube and setting the open end in position by vulcanizing.

* * *

No. 1,410,109. Cigar-Packinr Device. Israel Magidson, Joseph Arenz, and Otto Pfefferkorn, Milwaukee, Wis. Filed Sept. 12, 1919. Serial No. 323,300. 9 Claims.

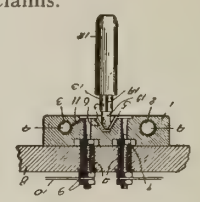


1,410,109

In a cigar packing device, a resilient compressor, means for holding the compressor against expansive movement while being filled with cigars, a squeezing press, means for applying initial pressure to the cigars while the compressor is moved to the press, and means for discharging the cigars as a unit into a container.

* * *

No. 1,410,176 Electric Igniter for Cigars. Manious Garl, Akron, Ohio. Filed Nov. 16, 1920. Serial No. 424,405. 6 Claims.

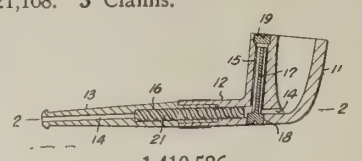


1,410,176

In an electric cigar igniter, the combination of a block of non-conducting material, metal conductors extending through said block, metal contact members with which the conductors contact, an electric circuit in communication with the respective conductors, and a carbon igniting element adapted to close said circuit by its insertion between the aforesaid contact members, thereby causing the carbon to heat, and a suitable holder for said carbon.

* * *

No. 1,410,586. Tobacco Pipe. James W. A. McKillican, Montreal, Quebec, Canada. Filed Sept. 2, 1919. Serial No. 321,168. 3 Claims.

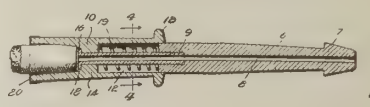


1,410,586

In a tobacco pipe, the combination with a bowl, stem and mouth-piece, of a chamber extending upwardly from the stem bore, and a dam in the stem extending upwardly within said chamber having helically disposed smoke passages on opposite sides thereof, and a communication passage between the helical smoke passages of said dam near the top of the chamber, said passages connecting the bowl with the bore of the stem and mouth-piece.

* * *

No. 1,410,954. Cigar or Cigarette Holder. Samuel W. Pollock, New York, N. Y., assignor to Max Raden, New York, N. Y. Filed Sept. 21, 1920. Serial No. 411,714. 1 Claim.



1,410,954

A holder as characterized, comprising a stem portion formed to provide a mouth-piece at one end, a holder portion formed at one end to provide a socket for telescopically receiving the opposite end of said stem, and a slightly and inwardly tapered socket at its opposite end for the insertion therein of a cigar or cigarette, said holder portion having its cigar or cigarette receiving socket formed to provide a counter-seat at its inner end and an annular shoulder portion adapted to be abutted by the wrapper portion of the inserted cigar or cigarette, an ejector device carried by said stem and extending into the cigar or cigarette receiving socket of said holder portion, a flat head portion formed on the outer end of said ejector device and normally seated within the said counterseat, a spring within said stem receiving socket and acting to spread said holder and stem portion apart, and an annular bead formed on the inner end of said holder portion and acting as a finger grip for facilitating the manipulation of the parts for the actuation of said ejector, the head portion of said ejector being adapted to contact the compressed tobacco center of the cigar or cigarette during the operative movement of said ejector, whereby to effect an inwardly pulling strain on the wrapper portion thereof to free the same from the wall of the socket of said holder portion.

## Trade Marks Filed
In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

* * *

Serial No. 156,501. Reiss-Premier Pipe Co., Chicago, Ill. Filed Dec. 9, 1921.

(*Continued on page* 28)


# PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF
**PORTO RICO and HAVANA TOBACCOS**
DEALERS IN DOMESTIC TOBACCO
**207 Pearl Street, New York**
Warehouses: HAVANA, CUBA UTUADO, P. R.

# Tampa Cigar Industry Shows Much Improvement

## Extraordinary Revival in Nickel Goods and Better Showing for Class B Grades Make March a Marker for the Year—Various Sales Forced Reorganized—More Cheerful News.

TAMPA, Fla., April 1.—Summing up, the month of March shows improvement all along the line. The extraordinary revival in the nickel trade, and indications of improvement in class B make the month a marker for the year. The reorganizing of sales forces and their increased activity shows a stiffening of confidence for the future. All this, together with the harmony existing between the manufacturers and the cigar makers, would indicate a revival of the old-time prosperity for Tampa cigars.

The cigar output for March totaled 28,301,080 for 27 working days, over a million a day. Stamp sales covering same was $191,917.18 and customs receipts, principally for tobacco totaled $137,518.00.

### C. T. Morris Joins Lozano Forces

F. Lozano, Son & Co., have taken on C. T. Morris, formerly with the Y. Pendas & Alvarez Co. Mr. Morris will cover the South, making Tampa his headquarters. He will shortly be in Tampa to go over matters with H. S. Foley, who is attending to these details during the absence of Jose Lozano, who is in New York.

### Making Progress

Fernandez Bros. & Co. have attached Max Valdez as sales manager. Mr. Valdez was formerly of M. Valdez & Co., of Jacksonville, Fla., and before that a resident of Tampa; so his many friends are welcoming him back, and wish him success in his new position. Fernandez Bros. & Co. have recently moved into the factory building, corner of 10th Ave. and 20th Street; more commodious quarters than those formerly occupied. Their business is growing fast and their Tampa Star, a 5-cent Havana filler cigar, wrapped in foil and packed in 10s, is receiving the approval of smokers in the Southern states as well as the Middle West. Their Star of Florida and Minoru, high grade, shade wrapped goods are also going strong. Mr. Valdez leaves in a few days for Miami, where Hill Brothers, wholesalers, are distributors for them. Later Mr. Valdez will make an extended reorganizing trip through the South and middle states.

R. S. Tatum, V. P. and Sales Manager of A. Yanez & Co., who has been touring his district, is now in Jacksonville on account of the illness of a relative. While in Atlanta recently he placed Miss Tampa with J. N. Hirsch, a prominent jobber. Before returning to Atlanta Mr. Tatum will visit Tampa.

### Establishes Chicago Headquarters

Jose Muniz, secretary and manager of the Tampa Cigar Co., has established Chicago wholesale and retail headquarters at 38 South Wabash Ave. Mr. Muniz has been in Chicago for several weeks, and will remain for some months longer, personally in charge. He has been successful in placing many large orders with permanent local connections, and this move will facilitate deliveries. Al Westlake, office manager at the Tampa factory, shows orders coming faster than he can fill them and, what's equally satisfactory, prompt collections. He has a wire order from Galveston for 90,000 and one from Chattanooga for 40,000 this week, to be shipped direct from the factory. This in addition to the daily run of orders.

Salvadore Rico & Co. have attache R. S. Barfield, who will represent them in Mississippi, Louisiana and Texas, and B. M. & E. Feiberman, jobbers of Meridian, Miss., have the distribution of their line through this section. Salvadore Rico & Co. are putting out the Admiral, a 10-cent cigar, and it already shows signs of being a winner.

C. A. Stroud reports that Berriman Bros. are riding on the crest of the wave of progress. The past two weeks show an enormous increase in business.

Antonio del Rio, of the Cuban Special Cigar Co., at 1803 6th Ave., states that he is having a run on his Cuban Special. These go to the trade at $45 and up, in twelve sizes. S. Benamor, a jobber of Boston, is eastern distributor.

### Everlastingly At It

Leo Gottsegen, president of Gradiaz-Annis & Co., is increasingly busy. Don Julian and Standard Fives are going fine. The date of his anticipated vacation is being pushed so far ahead as to be nearly out of sight.

R. M. Cabarruoy, of Villazon & Co., is setting tight while A. E. Deutch, sales manager, is shooting his orders in from the Middle West.

Joe Perez of Marcelino Perez & Co. is back in Tampa. He is finding plenty to do, and glad to do it after his trip west and north—the New York end of which was more work than play. G W. Stocking is doing his part in keeping Joe busy.

E. S. Sutton, formerly the affable office manager at Sanchez & Haya, is now to be found with the Hava-Tampa Cigar Co. They are to be congratulated in having annexed him.

O. M. Knight of the Hava-Tampa Cigar Co. spent several days in Tampa, returning to the Windy City on the 22nd. He reported improved conditions throughout the Middle West.

Harry B. Roberts, Tampa cigar manufacturer, and Dr. W. P. Crigler left Thursday for Havana, where they will spend some time on a combined business and pleasure visit.

### Schedules in Bankruptcy

Jacob Zinman, jobber of tobacco, at 193 Avenue C, filed schedules in bankruptcy yesterday, listing liabilities of $42,283 and assets of unknown value.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

Miss Tampa Cigars
"Deliciously Irresistible"
From 10c. up
Manufactured by
A. YANEZ y CA., Tampa, Fla.

PERFECTO GARCIA
& BROS.
Manufacturers of
World's Finest Havana Cigars
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

**THE JOBBER AND THE RETAILER**
can obtain this
**BIG 5c.**
straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.

**ILANG-ILANG**
is packed in 100s
*Exclusive territory for*
**JOBBERS**
Dont Delay—Get this brand for your territory.
**Henry Ottenberg**
146 Front Street New York

**OLD PORT**
10 for 30c
**CUBAN AMBASSADOR**
10 for 35c
These Little Cigars Offer a Large Profit to Dealers
**H. WEISS, Mfr.**
746 Third Ave., New York City

**LA DALINA**
MILD HAVANA
**CIGAR**
Made in All Sizes by K & C Cigar Co.
**KRAPKO & COHEN**
Proprietors
1455 Nostrand Ave., B'klyn, N.Y.
Also Makers of the Marusalo Cigar

TURKISH and GREEK
**TOBACCO**
*Imported direct from Producers*
**American Commercial Co.**
109 Broad St., N. Y. City
Cable Address "Ocirema" Phone Broad 4620

Telephone Canal 1198 Cable Adverb New York
**Yale Brevda & Son**
LEAF TOBACCO DEALERS
We handle Turkish, Greek, Russian, Chinese, Virginia, Ohio and Burley Tobacco.
*IMPORT AND EXPORT*
135 Grand St., New York

## Trade Marks

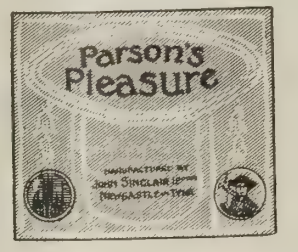
(*Continued from page 26*)

**PRINCE OF WALES**
156,501

*The particular description of goods.*—Smoking Pipes and Cases for Pipes. *Claims use* since May, 1921.

* * *

Serial No. 134,607. John Sinclair, Ltd., Newcastle-on-Tyne, England. Filed July 6, 1920.




134,607

No claim is made to the words "Manufactured by John Sinclair, Limited, New Castle on Tyne" apart from the mark as shown on the drawing. The lining of the mark is shading only.

*The particular description of goods.*—Smoking Tobacco, Chewing Tobacco, Cigars, and Cigarettes. *Claims use* since Nov. 3, 1919.

* * *

Serial No. 144,024. The John C. Guy Company, Incorporated, Lexington, Ky. Filed Feb. 25, 1921.

**AURORA**
144,024

*The particular description of goods.*—Cigars. *Claims use* since about Jan. 1, 1910.

* * *

Serial No. 147,508. Gallaher Ltd., Belfast, Ireland. Filed May 10, 1921.

**OLD CHATEAU**
147,508

*The particular description of goods.*—Smoking Tobacco, Cigarettes, Cigars, and Snuff. *Claims use* since Aug. 15, 1895.

* * *

Serial No. 147,509. Gallaher Ltd., Belfast, Ireland. Filed May 10, 1921.

**LANDSCAPE**
147,509

*The particular description of goods.*—Smoking Tobacco, Cigarettes, Cigars, and Snuff. *Claims use* since Mar. 29, 1897.

* * *

Serial No. 147,510. Gallaher Ltd., Belfast, Ireland. Filed May 10, 1921.

**FREE & EASY**
147,510

*The particular description of goods.*—Smoking Tobacco, Cigarettes, Cigars, and Snuff. *Claims use* since Feb. 23, 1899.

* * *

Serial No. 147,511. Gallaher Ltd., Belfast, Ireland. Filed May 10, 1921.

**THREE CROWNS**
147,511

*The particular description of goods.*—Smoking and Chewing Tobacco, Cigarettes, Cigars, and Snuff. *Claims use* since Oct. 8, 1879.

* * *

Serial No. 154,385. Not including Tobacco products. S'Nuff Smoke Sales Co., New York, N. Y. Filed Oct. 20, 1921.

**S'NUFF V SMOKE**
154,385

*The particular description of goods.*—Cigarette Snuffers, Ash Trays, Match Stands, Humidors, and Cigarette and Cigar Cases. *Claims use* since Sept. 17, 1921.

* * *

Serial No. 156,965. The General Tobacco Company, Louisville, Ky. Filed Dec. 20, 1921.

**CHURCHILL DOWNS**
156,965

*The particular description of goods.*—Cigarettes. *Claims use* since Sept 15, 1921.

* * *

Serial No. 157,249. British-American Tobacco Company, Limited, New York, N. Y. Filed Dec. 29, 1921.

157,249

*The particular description of goods.*—Smoking Tobacco and Cigarettes. *Claims use* since 1899.

* * *

Serial No. 124,709. The American Tobacco Company, New York, N. Y. Filed Nov. 10, 1919.

**SILKO**
124,709

*The particular description of goods.*—Smoking and Chewing Tobacco and Cigarettes. *Claims use* since about Apr. 17, 1899.

* * *

Serial No. 141,427. B. Muranti Sons and Company Limited, Manchester, England. Filed Dec. 22, 1920. Under ten-year proviso.

**MURATTI**
141,427

*The particular description of goods.*—Cigarettes. *Claims use* since Jan. 1, 1850.

* * *

Serial No. 157,841. (Class 17. Tobacco Products.) Moss & Lowenhaupt Cigar Co., St. Louis, Mo. Filed Jan. 12, 1922.

**EMANELO**
157,841

*The particular description of goods.*—Cigars, Cheroots, Cigarettes, Smoking and Chewing Tobacco. *Claims use* since on or about Jan. 1, 1904.

* * *

Serial No. 156,806. Reiss-Premier Pipe Company, Chicago, Ill. Filed Dec. 16, 1921.

**PRINCE**
156,806

*The particular description of goods.*—Smoking Pipes and Cases for Pipes. *Claims use* since about January, 1910.

* * *

Serial No. 158,239. Thomas H. McClure, New York, N. Y. Filed Jan. 21, 1922.

**Pickwick**
158,239

*The particular description of goods.*—Cigar and Cigarette Holders. *Claims use* since Sept. 17, 1921.

* * *

Serial No. 152,504. Falk Tobacco Company, Incorporated, New York, N. Y. Filed Sept. 2, 1921.

CIGAR LABELS

CIGAR BANDS

**HIGHEST QUALITY SPECIAL PROCESS**
**CIGAR BANDS and LABELS**
**WM. STEINER SONS & CO.**
257 West 17th Street New York

## HERBERT TAREYTON

152,504

*The particular description of goods.*—Cigars, Cigarettes, Smoking and Chewing Tobacco. *Claims use* since Dec., 1913.

* * *

Serial No. 158,890. George Pappanicolaou, Washington, D. C., and New York, N. Y. Filed Feb. 4, 1922.

## REO

158,890

*The particular description of goods.*—Cigarettes. *Claims use* since November, 1921.

* * *

Serial No. 157,689. Peoples Drug Stores, Inc., Washington, D. C. Filed Jan. 9, 1922.

157,689

*The particular description of goods.*—Cigars. *Claims* use since Sept. 30, 1916.

* * *

Serial No. 158,958. V. Vivaudou, Inc., New York, N. Y. Filed Feb. 6, 1922.

## MAVIS

158,958

*The particular description of goods.*—Smoking Tobacco, Chewing Tobacco, Cigars, Cigarettes, and Stogies. *Claims use* since Jan. 20, 1922.

* * *

Serial No. 155,300. John Bachmann, Chicago, Ill. Filed Nov. 12, 1921.

155,300

Applicant disclaims the word "Patented" apart from the said mark.

*The particular description of goods.*—Pipes and Cigar Holders. *Claims use* since Nov. 1, 1921.

* * *

Serial No. 141,393. Maurice Rosenthal, San Francisco, Cal. Filed Dec. 21, 1920.

141,393

The words "Stands for Merit" do not form a part of registration sought apart from the mark shown in the drawing.

*The particular description of goods.*—Cigars. *Claims use* since Nov. 15, 1920.

* * *

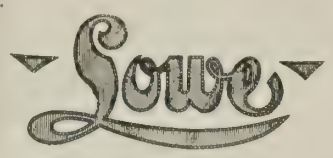
Serial No. 155,959. Goldsmith, Stern and Co., New York, N. Y. Filed Nov. 26, 1921.

## Kut Rite

155,959

*The particular description of goods.*—Cigar Cutters. *Claims use* since Nov. 10, 1921.

Serial No. 156,162. Henry Lowe Cigar Co., Fort Worth, Tex. Filed Dec. 1, 1921.




156,162

Consists of the word "Lowe" shown in red with a triangular shaped design in the front and at the end of the name which is also in red.

*The particular description of goods.*—Cigars. *Claims use* since Jan. 1, 1921.

* * *

Serial No. 152,872. Trahern Tobacco Co., Inc., Clarksville, Tenn. Filed Sept. 12, 1921.

152,872

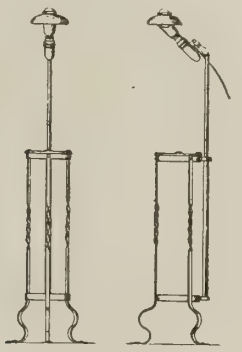
No claim being made to the words "Nordhausen Spezial, Tobacco Extract, Manufactured by Tobacco Co., Inc., Clarksville, Tenn., U. S. A." apart from the mark shown.

*The particular description of goods.*—Tobacco Extract Used for Saucing or Flavoring Tobacco. *Claims use* since July 29, 1921.

### Designs Recently Granted

By the U. S. Patent Office

No. 60,715. SMOKER'S STAND. David Worobow, Chicago, Ill. Filed June 9, 1921. Serial No. 476,353. Term of patent 3½ years.



60,715

The ornamental design for a smoker's stand, as shown.

### To Open New Store

MORRISTOWN, N. J., April 1.—The opening of a new store, at No. 7 South street, on April 15, by Nolte & Luckey, Inc., cigar and stationery dealers of Morristown, has been announced.

George D. Luckey, Jr., will manage the South street branch, while William J. Nolte will continue to operate the Speedwell store, assisted by Russell C. Brown, who has just recently become associated in the business.

### Buys Cigar Store

KENDALLVILLE, Ind., April 1.—A business transaction has been consummated whereby Carl Miller becomes the owner of the Hub Cigar store, corner Mitchell and Main streets, having purchased the interest of Ralph Raber, who has owned and operated the cigar store and pool room for some time. Mr. Miller is well known here and made his home in this city for years.

**SELLS FOR 75c. EACH**

2 Dozen Package With Handsome Counter Display Stand

*Write for Samples*

**KAUFMANN BROS. & BONDY**

*Manufacturers*

33 EAST 17th STREET NEW YORK CITY

**GARCIA GRANDE**

**Mild Havana Cigar**

**STANDARD MAINTAINED ALWAYS**

**Jobbers feature the**

***GARCIA GRANDE***

**for**

***Reason No. 1.*** **They can always rely upon its uniform quality.**

***Reason No. 2.*** **The smoker, the final judge, always comes back for more.**

**J. KLORFEIN, Manufacturer**

**141-147 Fifth Ave. NEW YORK 62 Wooster St.**

**Don Julian**

*Distinctive Havana Cigars*

**Manufactured By**

**GRADIAZ ANNIS & CO.**

**75th Street and East River, New York**

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY & STEANE
Growers of Shadegrown
and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES
125 Maiden Lane
WAREHOUSE
12-24 Mechanic St.
PLANTATIONS
West Suffield
Poquonock
South Windsor
E. Windsor Hill

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7585

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

L. B. HAAS & CO., Inc.
Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

I. GARDNER, President S. SPITZ, Vice-President JOS. WEDELES, Sec.-Treas.
MAX WEDELES TOBACCO COMPANY
DEALERS IN
FINE FLORIDA AND GEORGIA SHADE TOBACCO
QUINCY, FLA.

EMBRY TOBACCO COMPANY, Inc.
Growers and Packers Fancy Combination
IRRIGATED FLORIDA TOBACCO
QUINCY, FLORIDA

# Connecticut Tobacco Fields Covered With Snow

## Not Much Activity Shown by Buyers or Growers—Most Interesting Event Was Mass Meeting to Learn About Co-operative Marketing—Organization Committee Appointed.

HARTFORD, April 1.—Today the tobacco fields throughout the Connecticut Valley are covered with snow, and the general outlook is more like the middle of winter than spring. The season is late, although the frost is practically all out of the ground. A few days ago the days were warm and growers were thinking that it was about time to get busy getting their seed beds ready, and making general preparations for the 1922 crop. But very little fertilizer thus far has been hauled as the highways have been almost impassable, and well-nigh impossible to get into the buildings off the state highways. Fertilizer houses say orders are slow and not much has been shipped, indicating that either the acreage of tobacco is going to be cut down very much, or else it will mean a busy time for the next few weeks. A year ago at this date sterilization outfits were working night and day sterilizing seed beds and many seed beds were already made up ready to sow, but today the ground is covered with several inches of snow, and prospects for more to follow as the whole valley has now taken on a wintry aspect.

### Buying Slows Down

The buying movement has slowed down during the week and very little effort has been made on the part of the buyers, and many of them have stopped buying entirely, and some of the warehouses have closed down for the season.

During the early part of the week, the weather was warm and in some instances tobacco began to heat up, growers got nervous and began to think that they would have to start packing their crops; many of them had to break up their piles and stand the bales on end.

### Nearly Sold Out

The tobacco in the Glastonbury district has been pretty well bought up, but in the north part of East Hartford and South Windsor, no general buying has been done, although quite a number of the lots have been bought in this section.

Some of the growers are still holding their crops in the bundle, and some have a small portion hanging, and have been watching for a damp to clean it up.

There is still some looking about for cased 1920, and C. Birdsell of East Hartford is traveling around picking up "brokes and fillers."

### Buys 40 Acre Tract

The American Sumatra Tobacco Co. has bought forty acres of land adjoining its property in South Longyard, Mass., and will grow tobacco on it this coming season.

Several farms will see new men on them this year, and they will try to grow another crop and will "either make or go broke."

### May Have Bonded Warehouse

The Ellington Tobacco Growers' Association has opened a warehouse and is now employing quite a force handling growers' crops. The association is seriously considering a United States bonded warehouse, so as to help the growers to raise some money to help them finance themselves.

Shade grown still seems to be popular and it is expected that there will be an increased acreage this season.

I. H. Filkins and M. J. Casey, who have been running a plantation at Haydens Station, in Windsor, have dissolved partnership; Casey has bought out Filkins' interest and will run the plantation and grow shade the coming year.

B. W. and A. A. Clark will increase their acreage of shade, having leased an adjoining farm.

Olds & Whipple, of Hartford, will operate F. M. Lanphear's plantation in Windsor the coming year.

### Looking to Co-operative Marketing

For some weeks there has been meetings held in different sections of the tobacco belt with the view of organizing the growers into a general pooling of their crops of tobacco, and recently a canvass was made of the growers in various tobacco growing towns with a view to learning their attitude toward pooling the 1922 crops. This movement has been engineered by the Hartford County Farm Bureau through a committee appointed last December at the annual meeting. The committee has been active and was instrumental in bringing about the matter of having all tobacco on hand in warehouses reported to the State Board of Agriculture and the prices that the dealers received, but as yet these reports have not been received, as dealers objected to giving a part of the information asked for.

The committee also formed a pool for the purchasing of fertilizers and Olds & Whipple were the successful bidders, and have already received a large number of signed orders.

This committee investigated the mass meeting held here last Wednesday, which was for the purpose of hearing something about co-operative marketing. Nearly 2,000 assembled to hear Aaron Sapiro, the leading exponent of co-operative marketing in California and Kentucky.

Mr. Sapiro talked at a rapid fire rate for two hours, and said that "the day of the speculator is gone and that it was the growers' day now. He told of the many failures that the California fruit growers had met with prior to 1910, but since then the Californians have had wonderful success with co-operative marketing, and had found ways to make profits for themselves without the dealers.

He said the plan was successful and that the movement has already swept through the Southern states and was meeting with success. He told of the difficulties of the present plans for selling tobacco and the fact was that each grower "dumped" his tobacco on the market which worked against the other grower and broke the price among themselves and aided the dealer in getting rich.

The co-operative aim is to stop "dumping" products and to let the crops move into the markets of the world in regular order, that every bit will be sold and distributed evenly through established channels.

He suggested that the growers incorporate under the name of the Connecticut Valley Tobacco Growers' Association, and without capital stock. He urged that every grower in the association sign a five-year contract to deliver his crop each year to the Warehouse of the association and there be handled and sold by the association.

### Committee Appointed

A committee was appointed on organization and those named were Hugh M. Alcorn, of Suffield; Joseph W. Alsop,

(*Continued on page* 34)

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Orizaba* — *March* 28

| | Cases |
|---|---|
| Park & Tilford | 35 |
| R. J. Seidenberg Co | 1 |
| G. W. Faber, Inc | 23 |
| United Cigar Stores Co | 12 |
| M. J. Dalton | 8 |
| Reymer & Bros. | 6 |
| Acker, Merrall & Condit Co | 17 |
| B. Wasserman Co | 10 |
| D. A. Schulte, Inc | 6 |
| J. B. Moore Co | 5 |
| Eastbrook & Eaton | 3 |
| Benson & Hedges | 9 |
| American Metal Co. | 1 |
| G. Nicholas & Co | 13 |
| Calixto Lopez & Co | 6 |
| G. S. Nicholas & Son | 12 |
| W. Goldstein & Co | 2 |
| B. E. Richardson | 1 |
| W. J. Clubb, Ltd | 1 |
| A. J. Billin | 3 |
| British American Tobacco Co | 7 |
| Stearn Co. | 7 |
| Lillenfield Bros. & Co | 2 |
| Chatham & Phenix National Bank | 1 |
| I. Kaffenburgh & Sons | 2 |
| S. S. Pierce Co | 5 |
| C. B. Perkins Co | 5 |
| G. L. Blake | 3 |
| National Club | 1 |
| N. H. Davis | 1 |

*S. S. Ulua* — *April* 3

| | Cases |
|---|---|
| F. B. Vandergrift & Co | 1 |
| J. A. Whitcomb | 1 |

*S. S. Siboney* — *—April* 4

| | Cases |
|---|---|
| G. S. Nicholas & Son, Ltd. | 9 |
| United Cigar Stores Co | 10 |
| British American Tob. Co. | 3 |
| B. Wasserman & Co. | 6 |
| Duncan & Moorhead | 4 |
| G. W. Sheldon & Co. | 1 |
| Charles & Co. | 1 |
| G. W. Faber, Inc. | 29 |
| Acker, Merrall & Condit Co. | 25 |
| Stearn Co. | 13 |
| Park & Tilford | 27 |
| T. D. Downing & Co. (Phila.) | 4 |
| Robert E. Lane | 10 |
| Grosvenor Nicholas & Co. | 5 |
| N. Y. & Cuba Mail S. S. Co. | 129 |

### Tobacco from Cuba

*S. S. Pastores* — *March* 27

| | Bales |
|---|---|
| I. Keffenberg & Sons | 10 |
| Order | 213 |

| | Barrels |
|---|---|
| S. L. Goldberg's Son | 30 |
| Leopold Powell & Co | 11 |
| Milton Greenhall | 25 |

| | Packs |
|---|---|
| Milton Greenhall | 5 |
| J. H. Nevins & Son | 10 |
| Webster Cigar Co | 32 |

*S. S. Orizaba* — *March* 28

| | Bales |
|---|---|
| E. Rosenwald & Bro | 10 |
| Seidenberg & Co | 150 |
| Wedeles Bros. | 25 |
| B. Castellano | 20 |
| Stern-Mendelsohn Co., Inc | 49 |
| S. Rossin & Sons | 1 |
| Ernest Ellinger & Co | 17 |
| Lewis Cantor | 100 |
| S. Ruppin, Inc | 10 |

| | Barrels |
|---|---|
| S. Ruppin, Inc | 93 |
| F. La Rosa & Co | 20 |
| American Cigar Co | 50 |
| E. Teijeiro | 10 |
| E. A. Kaiser | 10 |
| Max Schwarz | 52 |
| H. Duys & Co., Inc | 39 |
| Selgas & Co | 42 |
| B. Castellano & Co | 25 |
| Cruz Bros | 9 |
| T. F. Healy | 10 |
| Lichtenstein Bros. | 55 |
| Stern-Mendelsohn Co., Inc | 37 |
| E. Rosenwald & Bro | 25 |
| S. Rossin & Sons | 105 |
| Hinsdale, Smith & Co | 181 |
| E. Spingarn & Co | 22 |
| N. Y.-Tampa Cigar Co | 17 |
| Ernest Ellinger & Co | 53 |

| | Packs |
|---|---|
| A. Alvarez | 15 |
| J. Bernheim & Son | 540 |
| Wedeles Bros. | 15 |
| Bayuk Bros. | 56 |
| Max Schwarz | 3 |
| Congress Cigar Co | 106 |
| Cruz Bros | 8 |
| T. F. Healy | 6 |
| Consolidated Cigar Corp | 25 |
| G. M. Beyea | 25 |
| Waitt & Bond | 137 |

*S. S. Siboney* — *—April* 4

| | Bales |
|---|---|
| American Foreign Exchange | 102 |
| S. Ruppin, Inc. | 28 |
| Havana American Co. | 77 |
| American Cigar Co. | 255 |
| F. Eckerson & Co. (Philadelphia) | 187 |
| Fred D. Grave & Son (New Haven, Conn.) | 80 |
| E. Rosenwald & Bro. | 35 |
| Stern-Mendelsohn Co., Inc. | 115 |
| Newman & Gach (Chicago) | 35 |
| Wedeles Bros. (Chicago) | 30 |
| S. Rossin & Son | 2 |
| J. Bernheim & Co. | 100 |
| H. Duys & Co., Inc. | 50 |
| N. Y. & Cuba Mail S. S. Co. | 814 |

| | Barrels |
|---|---|
| A. Hussey Leaf Tob. Co. (Chicago) | 20 |
| Barron Bros. (Chicago) | 10 |
| H. Duys & Co., Inc. | 55 |
| Max Schwarz | 49 |
| P. Lorillard Co. | 7 |
| American Cigar Co. | 49 |
| S. Rossin & Sons | 97 |
| Ernest Ellinger & Co. | 18 |
| Jacob Sutter & Co. (Chicago) | 53 |
| Hinsdale Smith & Co. | 100 |
| S. Ruppin, Inc. | 147 |
| Friend & Co. | 7 |

| | Packs |
|---|---|
| J. Bernheim & Co. | 260 |
| Jacob Sutter & Co. (Chicago) | 5 |
| Kraus Cigar Co. | 20 |
| Yocum Bros. | 17 |
| N. Y. & Cuba Mail S. S. Co. | 222 |
| Geo. M. Beyea | 25 |
| Penna. Warehouse & Safe Deposit Co. (Phila.) | 79 |
| P. Lorillard Co. | 1 |
| Max Schwarz | 6 |

| | Cases |
|---|---|
| N. Y. & Cuba Mail S. S. Co. | 30 |
| N. Y. & Cuba Mail S. S. Co. | 1 crate |

### Cigars from Porto Rico

*S. S. Ponce* — *—March* 27

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 216 |
| United Cigar Stores Co. | 78 |
| E. A. Jacobs | 1 |

*S. S. Zulia* — *March* 27

Infanzon & Rodriguez — 12 cases

*S. S. Porto Rico* — *—April* 3

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 22 |
| United Cigar Stores Co | 29 |
| Infanzon & Rodriguez | 6 |
| W. O. Smith | 6 |
| G W. Sheldon & Co. | 3 |
| Jose Pastrana & Co. | 6 |
| E. A. Jacobs | 1 |

*S. S. Caracas* — *April* 3

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 170 |
| United Cigar Stores Co | 68 |

### Cigarettes from Porto Rico

*S. S. Caracas* — *April* 3

Porto Rican American Tob. Co. — 1 case

### Tobacco from Porto Rico

*S. S. Cayo Mambi* — *March* 26

| | Bales |
|---|---|
| William Schall & Co | 12 |
| Porto Rican Express Co | 19 |

| | Barrels |
|---|---|
| Rosenstadt & Waller | 100 |
| J. Cohn & Co | 11 |
| William Schall & Co | 38 |
| A. M. Leon | 20 |
| E. A. Jacobs | 34 |
| Bosch Bros. | 23 |

*S. S. Caracas* — *April* 3

| | Bales |
|---|---|
| P. Lorillard Co. | 1,000 |
| Julius Marqusee & Son | 527 |

(*Continued on page* 33)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*Correspondence Solicited*

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# Pennsylvania Tobacco Buying Slows Down Again

## Lancaster County's 1921 Seed Leaf Showed Big Slump Last Week—"Settling" Day Forced Some to Sell at Reasonable Prices—Cigar Factories Working With Slack Forces.

LANCASTER, Pa., April 1.—Buying of the 1921 crop of Lancaster County seed leaf took a big slump this week. There were very few buyers out and not many crops were sold. The farmers who have good crops are too stiff in their prices and packers cannot see where they can make a dollar if they pay the high prices demanded by some owners.

First of April is "settling" day in this county and those growers who were compelled to meet their obligations today sold at reasonable prices this week. Those, however, who are on "easy street" as far as finances are concerned, seem to hold out for the "high dollar" and refuse to sell unless they get the prices asked by them.

Most of the farmers are deluding themselves with the idea that tobacco will advance in price after April 1. However, the contrary is the case, as a big percentage of the good crops have been absorbed by the packing interests and what is left will have to be sold cheaper than early in the buying season and if the raisers don't accept the offered price they will have their crops on their hands.

There isn't a question of a doubt that what is left in growers' hand will be sold for 8 to 10c for the best of it and nondescript crops will be bought for less.

York County raises about 6,000 acres of tobacco and not over 500 acres has been sold. The reason for this is that the Meads Tobacco Co., of Red Lion, which buys, packs and ships almost the entire crop to Europe is out of the market this season. They have no orders to buy the tobacco on account of the European money conditions with the consequence that most of the tobacco is still in farmers' hands and will be bought very cheap within the next month or 6 weeks.

The only ones who can utilize this tobacco are makers of very cheap cigars, and naturally must buy the tobacco very low in order to make a profit on their cigars.

Those manufacturers in York County who make a high grade cigar come over here to buy their tobacco, as Lancaster County is "the" tobacco raising center of Pennsylvania.

One big sale of 1920 tobacco took place this week. Geo. Whallon, local representative and buyer for C. H. Spitzner & Son of New York City, bought the packing of J. F. Stoner at Lititz, this county, last Wednesday.

The packing consisted of about 250 cases and was sold at a reported price of 23c scales running sizes with the 16 in. goods thrown out.

Gordon Fisher, of Fisher Bros., Hanover, Pa., is driving the county buying 1921 crop. Mr. Fisher informed the writer he expects to pack about 500 cases at his warehouse in New Holland.

Chas. Hipple, of Hipple Bros., 151 No. 3rd St., Philadelphia, is here looking over his purchases of 1921 tobacco, and at same time buying crops that appeal to him. Mr. Hipple expects to pack about 1,000 cases of the present crop and he informed the writer he has a hard time to find crops that appeal to him in quality and burns.

A. Horowitz, of Horowitz Bros., Pittsburgh, and with a packing house on West Grand St., this city, is driving the county looking for "toppy" crops to supply his stogie trade at home.

Abe reports he has bought very little as most tobacco he examined in the sections he visited was too heavy and "gummy" for his purpose.

Paul Hirschorn of Weil & Sons, 170 Water St., New York, was here this week and informed the writer he is about through buying, and that he had all the tobacco bought he can conveniently handle in his large and spacious warehouse at East Petersburg.

E. S. Bull, of W. S. Bull & Son, 173 Water St., New York, is with us again this week, and is driving the county to secure tobacco to fill the complement of cases they expect to pack.

Louis Kramer, of Bayuk Bros., Philadelphia, was here early in the week and in an interview with the writer he stated he has packed only 1,600 cases of the 1921 crops. Mr. Kramer also stated they have over 17,000 cases of the 1920 crop on hand which will be sufficient to tide them over until the 1922 crop is raised and ready for the market.

Harry McGuigan, cigar manufacturer and leaf dealer of Red Lion, Pa., was here this week and bought about 10 car-loads of 1921 fillers in the bundle; also a lot of 1922 wrapper grade tobacco.

The Mount Joy Farmers' Products Co., sold this week 80 cases bulk-sweated fillers, 1920 crop to Ben Roseman, of Red Lion, Pa.; this concern also sold another lot of 1920 bulk-sweated fillers to Jacob Streanig, of Red Lion, Pa.

Jacob Streanig also bought several car-loads of 1921 fillers from local and out-of-town packers.

The 1920 crop is about cleaned up and no packing of any consequence is left unsold.

Morris Rosenthal, of M. Rosenthal & Co., packers of this city, is putting up a packing of about 1,000 cases of the finest and "toppiest" tobacco raised in the county. Morris prides himself that there isn't a crop of tobacco in his warehouse that doesn't burn and burn perfect, and that he bought the very finest crops that the county produced in 1921. The writer was shown through his warehouse and must confess, and candidly at that, that he never saw any brighter or better burning tobacco raised in this State. Mr. Rosenthal was in the field early and bought only the choicest crops to be had and while he paid top prices for the goods he has tobacco that will suit the most fastidious buyer.

It is highly advisable that every tobacco grower should raise his own plants this season, instead of purchasing them from persons who make a specialty of growing tobacco plants for sale. This practice has resulted in scattering serious diseases all over certain tobacco producing counties.

It is also necessary for tobacco growers to use good, carefully selected seed from vigorous strains, as it has been brought out at the tobacco experiment stations in Pennsylvania that there may be a difference of as high as 500 pounds per acre in strains of the same type. The seed should also be subjected to the cleaning process advocated by the experiment stations, by which all light and immature seeds are removed. These seeds produce weak, spindly plants which are an easy prey to the various diseases affecting tobacco, and greatly reduce the yield.

In some parts of Pennsylvania it is the custom to "sprout" or induce partial or complete germination before seeding by immersing the seeds in water or various moist receptacles. This practice is not to be recommended, because the sprouting is usually done before a warm stove and when seeded the tender rootlets are liable to be injured by the frequent handling, or by the sudden change of temperature by putting the plants in the cold soil. It is, therefore, safer to sow the seed without any previous sprouting, though it may take a few days longer for the seeds to germinate. A southern exposure is preferable for the seed beds, also a position sheltered from the cold north winds.

A convenient water supply should be at hand, and the beds should be as near the fields to be planted as possible. Such beds in Pennsylvania are usually located in the gardens and are used for the growing of vegetables after the tobacco plants are set out. The seeds are sown in cold frames, usually six feet wide and any convenient length, made from twelve inch boards fastened to stakes,

(*Continued on page* 34)

## Imports

(*Continued from page* 31)

Porto Rican American Tob. Co... 25
Ferdinand Alvarez ..... 118

Barrels
Julius Marqusee & Son..... 527
Rosenstadt & Waller..... 129

*S. S. Ponce* —*March* 27

Bales
Porto Rican American Tob. Co..... 125
Julius Marqusee & Son ..... 474
S. Rossin & Sons ..... 5
Stern, Mendelsohn Co., Inc..... 229
Hamburger Bros. & Co..... 10
E. A. Jacobs ..... 28

Barrels
J. B. Lichtenstein & Co..... 56
American Sumatra Tobacco Co..... 400
Portocuba Corp..... 54
Rosenstadt & Waller ..... 204
Pedro Costa ..... 7
Julius Marqusee & Son ..... 150
E. A. Jacobs ..... 6
S. Rossin & Sons ..... 7
Stern-Mendelsohn & Co. ..... 33
Isidoro Cohen ..... 5
Max Gans & Sons ..... 24
Hamburger Bros & Co..... 150

*S. S. Sagua* *April* 3

Bales
Universal Leaf Tobacco Co..... 30
William Schall & Co..... 15
A. M. Leon ..... 7

Barrels
Leo Hirsch ..... 70
Nitrate Agencies Co..... 40
William Schall & Co..... 47
A. M. Leon ..... 27
Selgas & Co. ..... 41
Universal Leaf Tobacco Co..... 55

*S. S. Porto Rico* —*April* 3

Bales
P. Lorillard Co. ..... 200
J. B. Lichtenstein & Co..... 76
Joseph Holzman ..... 30
Durlach Bros., Inc. ..... 32
Portocuba Corp. ..... 69
E. A. Jacobs ..... 29
Robert Gans ..... 20

Barrels
Hamburger Bros. & Co. ..... 130
Max Gans & Sons ..... 50
E. A. Jacobs ..... 17
Pedro Costa ..... 7
Stern Mendelsohn Co., Inc. ..... 85
Portocuba Corp. ..... 206
American Sumatra Tob. Co. ..... 704

### Cigars from Manila

*S. S. Tsuyama Maru* *March* 30
J. Freeman & Sons.....17 cases

### Tobacco from Antwerp

*S. S. Kroonland* *March* 26
Bernard Van Leer.....1 case

*S. S. Lapland* *April* 2
Compagnie Splorg (In transit) .373 bales

### Tobacco from Rotterdam

*S. S. Noordam* *March* 26

Bales
Manus Muller & Co., Inc..... 39
Cullman Bros., Inc..... 22
H. Duys & Co. (In Bond to Canada) ..... 10
H. Duys & Co. (Philadelphia, Pa. In Bond) ..... 44
Universal Leaf Tobacco Co..... 79
Patterson Bros. Tob. Co.....66 cases

*S. S. Rotterdam* *April* 1

Bales
A. Bornholdt ..... 11
Cullman Bros..... 11
H. Duys & Co., Inc..... 184
Universal Leaf Tobacco Co....30 casks
Caribbean S. S. Co. (In transit for Kingston) .....1 case

### Tobacco from Hamburg

*S. S. Bradford City* *March* 29
Atlantic Forwarding Co.....2,922 bales

### Tobacco from Trieste

*S. S. Emilia* *March* 29
American Tobacco Co.....907 bales

### Cigars from Kingston

*S. S. Metapan* *March* 24
British American Tobacco Co...7 cases

### Cigarettes from Liverpool

*S. S. Celtic* *March* 26
Quebec S. S. Co. (In transit to Bermuda) .....1 case

### Licorice Root from Tientsin

*S. S. Moorish Prince* *March* 31
MacAndrews, Forbes & Co....1,017 bales

### Licorice Root from Seville

*S. S. Cabo Ortegal* *March* 31
MacAndrews, Forbes & Co....566 bales
MacAndrews, Forbes & Co.....2 bags

### Cigar Bands from Cuba

*S. S. Siboney* —*April* 4
N. Y. & Cuba Mail S. S. Co. (Philadelphia) ..... 2 cases

### Tobacco Crushing Machine from Cuba

*S. S. Siboney* —*April* 4
N. Y. & Cuba Mail S. S. Co. (Newark) .....1 case

### Parts and Accessories Tobacco Machine

N. Y. & Cuba Mail S. S. Co. (Newark) ..... 6 cases

### Wood Cigarette Cases from Bremen

*S. S. Hudson* *March* 26
Everett Bros., Inc.....1 case

### Cigar Bands from Bremen

*S. S. Hudson* *March* 26
Davis & Gilchrist.....1 case

### Smoking Articles from Rotterdam

*S. S. Noordam* *March* 26
A. B. Newman & Co.....6 cases

### Printed Labels from Cuba

*S. S. Orizaba* *March* 28

Cases
Max Schwarz ..... 1
Congress Cigar Co..... 1

### Cigarette Stoppers from Rotterdam

*S. S. Rotterdam* *April* 1
A. B. Newman .....2 cases

### Smoker's Goods from London

*S. S. Mesaba* *March* 22
Globe Shipping Co.....1 case

### Cigarette Paper from Bordeaux

Cases
R. J. Reynolds..... 1,719
American Tobacco Co.....14,510

*S. S. Eastern Crag* —*March* 26

Cases
American Tobacco Co ..... 700
R. J. Reynolds Tobacco Co..... 890

### Cigarette Paper from Havre

*S. S. La Lorraine* *March* 27
American Tobacco Co.....158 cases

*S. S. Zarembo* *April* 1

Cases
American Tobacco Co..... 139
Rose & Frank Co..... 110

### Cigarette Paper from Liverpool

*S. S. Celtic* *March* 26
British American Tobacco Co..18 cases

*S. S. Cameronia* *April* 3
British American Tobacco Co...30 cases

### Cigarette Paper Received During Week Ending March 25

Consignee—R. J. Reynolds Tob. Co., steamer *East Side,* from Bordeaux, 1,710 cases.
Consignee—American Tobacco Co., steamer *East Side,* from Bordeaux, 1,470 cases.
Consignee—P. J. Schweitzer, steamer *Blankdale,* from Marseilles, 50 cases.
Consignee—P. J. Schweitzer, steamer *Syria,* from Marseilles, 50 cases.

### Cigarette Paper Received Week Ending April 1

| Consignee | Steamer | Cases From |
|---|---|---|
| Amer. Tob. Co..... | *Zaremleo* | Havre 130 |
| Rose & Frank..... | *Zaremleo* | Havre 140 |
| Brit.-Am. Tob. Co..... | *Celtic* | Liv'pl 18 |
| R. J. Reynolds Tob. Co. | *E. Crag* | Bord'x 870 |
| American Tob. Co..... | *E. Crag* | Bord'x 700 |
| The Surbrug Co..... | *La Lorraine* | Havre 22 |

### Buys Fixtures

DAVENPORT, Ia., March 31.—James F. Mann has purchased the furniture, fixtures and equipment of the National Cigar Store at 302 West Third street of the National Wholesale Cigar Co., and Maurice Tucker, according to a bill of sale filed with the county recorder. The consideration was not made public.

### United to Occupy Hotel Store

READING, Pa., April 1.—Extensive alterations are being made at the northwest corner, formerly occupied by the Hotel Allen. The entire lower floor is being changed into two small stores. The corner store will be occupied by one of the United Cigar stores.


5th INTERNATIONAL TOBACCO TRADE
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To be held in
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## Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Connecticut

(*Continued from page* 30)

of Avon; Edward E. King, of East Hartford, Conn., and Glen W. Sevey, editor of the *New England Homestead,* of Springfield, Mass.

Mr. Alcorn is State's attorney of Hartford County, and has been of great assistance to the local tobacco growers' associations and is the growers' friend and an able lawyer. Mr. Alsop is a tobacco grower of wide experience, has been president of the New England Tobacco Growers' Association, has figured in tariff controversies, and is a member of the Public Utilities Commission of the State of Connecticut. Edward E. King is president of the East Hartford Trust and Banking Co., and has had much experience in warehouse work, having been local representative for P. Dennerlien Sons for many years, and also a grower of tobacco.

Glen W. Sevey is editor of the *New England Homestead* and is well qualified to be on the committee.

It is now expected that the work of organization will go on rapidly and that the movement will get under way soon.

Growers seem to be ready to go ahead with the plan as they feel that they have been at the mercy of the speculator long enough, and they say that prices that they receive have not been fair in comparison to the prices which the speculator gets for his goods when the sale is made to the manufacturer.

The committee of the Farm Bureau who arranged for the above meeting were Levi P. M. Hickey of East Hartford, S. F. Brown of Windsor, L. L. Grant of Buckland, A. E. Bidwell of Glastonbury, and A. D. Ellsworth of Broad Brook. Returns from the preliminary canvass of the Connecticut Valley indicate that from 80 to 90 per cent of the growers are ready to go into a co-operative association, most of the canvassing thus far has been done in the Broadleaf sections, and but little in Havana sections. A. D. Ellsworth, one of the directors, recently installed a radiophone at his home in East Windsor Hill, and after the mass meeting of the growers held in this city, heard a message from Pittsburgh, Pa., to a town in Wisconsin in which was told of the mass meeting of tobacco men here, and from the response the message was received in Wisconsin with considerable of interest, as that is a very large tobacco section.

## What Care Up-State Jobbers

(*Continued from page* 4)

ersville are wise owls, y' unnerstan," approved Sam Ash, selling a customer a carton o'Camels for $1.29, and getting the money, too. "Only last week they should git it together, unnerstan me, for a talk on price cuttin'.

"After the customary deliberations, unnerstan, most all the big retailers reached an agreement to maintain popular cigarets at 18 cents, two for thirty-five. No cigar cuts a-tall, y' unnerstan, an' the trade is makin' it some cash money on what business they do!"

**Tomorrow Comes McBurney, Then!**

"But I understand trade is rotten dull in Gloversville, anyway," mentioned Jim Stubb, telling the Committee on Further Revisions to await the morrow. "Tomorrow, though, we'll hear all about conditions from Bill McBurney.

"For here's a card from Syracuse saying Bill will tread upon us with his Aleceda Cigar Factory samples sometime tomorrow. And Bill always has the up-and-down on business, you bet you. His experiences on the road, since Japan was opened to trade and commerce by Commodore Perry, guarantee that!"

**What News From Quebec?**

"Road experience nowadays is rather variable," explained Brother Quebec, he of D. G. Quebec & Co., Rutland, Vermont, jobbers, as he elbowed into the mob around the San Felice and El Verso cigar case space. "Just returned from a run thru Berkshire County, Massachusetts.

"Over there, business isn't so bad. Here and there it's really rather good. And I encountered some peculiar ideas on how to conduct a jobbing business, over east. One distributor there has the theory and the practice of selling just so much stock on a net profit basis, which will cover his overhead for the entire year.

"When this little matter is decided, and the merchandise sold, this jobber then proceeds to cut prices all to pieces to get volume, and whatever profit he can on a 2% or rebate basis. How well he has accomplished this may be seen in his finely appointed wholesale warerooms, with his big bank balances to draw upon in a purchasing opportunity."

**Some Poor, Some Rich—Where?**

"Mebbe he should have it the dope—how should I know?" doubted Sam Ash, making a final effort to sell two cans o' Tuxedo tobacco for twenty-nine cents to a hesitant shopper. "This here trade makes some rich, some poor.

"But many the feller I should know it who used to own not even a door to slam who now has it his Rolling-Rye boat, y' unnerstan, an' has made it in good hard cash money right outa this bum business! Then, on the other hand, unnerstan me, they is lots an' lots o' birds which never feathered their nests simply on account of that there frozen credit situation!"—THE SMOKER.

## Pennsylvania

(*Continued from page* 32)

which are driven into the ground. After the seed is sown muslin or cheesecloth is stretched over the upper edge and tacked fast. Glass covered beds cause the plants to grow more rapidly, but the high cost prevents a more general use.

A heavy application of stable manure is dug in when the beds are prepared and in some localities chicken or hog manure is used.

In the absence of manure commercial fertilizers can safely be used, and the following formula is recommended: 1,600 lbs. cotton-seed meal, 400 lbs. acid phosphate and 200 lbs. sulphate of potash per acre, or for a seed bed 6 feet by 60 feet, 12 lbs. cottonseed meal, 3 lbs. acid phosphate and 2 lbs. sulphate of potash. This fertilizer should be broadcasted over the bed after it is dug up and raked and should be carefully mixed with the soil by repeated rakings.

**Cigar Manufacturers Doing Some Business**

Manufacturers of cigars are doing some business but it is not near normal, and we look for a big improvement ere long; orders are too small to keep the factories going full handed; however, conservative merchants consulted by the writer predict a resumption of business in the very near future.

We have reached the bottom in business depression, and while we are not looking for big things, business will gradually get better from now on.—DICKIE.

## Tobacco Growers' Co-operative Association

(*Continued from page* 24)

Directors of the Tobacco Growers' Co-operative Association from North Carolina and Virginia who recently visited Kentucky report that many members of the Burley Tobacco Growers Marketing Association received more for their first advances on this year's crop than they received from their entire crop last year.

So successfully have the Burley Tobacco Growers of Kentucky carried out their plans, that 85 per cent of them are now members in the Association which has brought them substantial profits in place of their heavy losses of last year.

Another feature of the success of the organized Kentucky growers has been their ability to establish satisfactory grades by means of their Association. Under the direction of President James C. Stone, expert graders and buyers have handled the tobacco of members, not only to the entire satisfaction of the growers, but in such a manner that 60,000,000 out of 85,000,000 pounds of tobacco received between January 26 and early March had been sold at prices that were three times the amount paid as advances to the growers on delivery of their product.

Although wider territory, larger membership and greater volume of tobacco in the Association of Carolina and Virginia growers have required more time for organization, the success of this Association now seems assured.

The Directors of the Tobacco Growers' Co-operative Association who met in Raleigh recently are determined to give all tobacco growers in the Carolinas and Virginia a chance to sign the marketing contract in the campaign to enlarge the present majority membership in 96 counties of three states, according to M. O. Wilson, Secretary for the Association and Director of Field Service, who says:

"Increased membership means increased power and profits for our Association, as proven by the success of Kentucky burley growers in marketing their crop for largely increased profits after attaining a great majority sign-up.

"The success of tobacco growers in this movement means prosperity for all. A flourishing tobacco belt will bring us better homes, better schools, better standards of living and a civilization here in our Southland worthy of the great traditions of our past."

Americans in other farming sections and industries have won prosperity through co-operative marketing. If tobacco growers of our section will continue to sign the contract by the thousands in the new campaign now started, and will determine to abolish the one-crop system together with the speculative markets, we need have no fear for the future of the homes in our tobacco belt.

The Tobacco Growers' Co-operative Association now covers 96 counties in the Carolinas and Virginia, has 70,000 members and will this year do a business of upwards of $75,000,000. Its operations will directly affect the lives of 325,000 persons living on tobacco farms, and its successful growth will benefit rural banking, mercantile and professional interests in an area greater than the whole State of Virginia,—SYDNEY D. FRISSELL.

## Association of Growers

The Tobacco Growers' Co-operative Association, which is establishing headquarters in Richmond, represents approximately four-fifths of the tobacco planters of Virginia and the Carolinas. This means that the signing-up campaign has been a sweeping success, that the co-operative venture in selling will be launched under the most favorable conditions. Similar undertakings have been started in less friendly atmosphere, but have won their way by demonstrations of practical advantage. It is a tribute to the open-mindedness and progressiveness of the tobacco growers, as well as an additional guarantee of success in the enterprise, that participation in this instance has been pledged so readily by an overwhelming majority of eligible growers.

This is not in the usual sense an experiment. Producers of other crops in other sections and tobacco growers of Kentucky have conclusively demonstrated the practicability and profit of co-operative marketing. The plan will not fail here if it is given the thorough, enthusiastic trial that is evidently promised for it. And its effective working out will bring an exceedingly rich return to the tobacco growers and to agricultural interests generally of the three States participating in the enterprise.—*Richmond Times-Dispatch.*

## New Trade Mark Appears

Triangular slogan of Pinney & Co. unique and full of meaning. It is seldom that a trade slogan contains as many ideas and features as that just adopted by W. S. Pinney & Co., Inc., a large Connecticut leaf tobacco house specializing in shade-grown, with headquarters at Suffield. The trade mark is a triangle, which, because of its shape, in the first place, serves to attract attention.

The line of the triangle reading up carries the suggestion of elevation in the quality: "Up to a standard." The descending side suggests the fallacy of lowering the standard to meet the prices: "Not down to a price." "Quality to burn" on the bottom line has the double meaning, which is suggested and serves to emphasize one of the distinctive features of Pinney's tobacco, the *burn.*

In the center is the wording "Pinney's Connecticut Shade."

The adoption of this slogan is not an evidence of any change in their methods of doing business, because they have always featured the quality and burn of their tobacco, and the high standard of their grading; but is only an advertising movement in line with the progressive methods of the house.

While they are continually increasing their acreage the demand for the product is also increasing, which in itself is a justification of the principle of high standard embodied in their trade mark.


## CLASSIFIED ADVERTISEMENTS

**Learn to say "COMBATE" (Combat)**
The COMBATE TOBACCO CORPORATION was incorporated in Porto Rico on December 28, 1921, and is taking charge of the greater part of the leaf and manufactured tobacco business of its President, Mr. Javier Alonso Riera. Although its name is new its personnel averages over 30 years' experience in the tobacco business.
Before doing any business in tobacco either in Porto Rico or in Santo Domingo ask for the references of the Directors of "COMBATE" and write to the main office at 14 Tetuan St., San Juan, Porto Rico; or see Mr. J. A. Riera at the Hotel McAlpin sometime this month.

TOBACCO RIGHT. PRICE RIGHT.
CONNECTICUT SHADE. POUND OR BALE.
LIGHT BROWN. MEDIUM TO DARK.
No. 1, 17 in. V., $1.15; No. 2, 17 in. V., 90c.; No. 3, 16 in. M. L., 90c. per lb.
No. 4, 15 in. V., 80c.; No. 5, 14 in. V., 75c.; No. 6, 12 in. M. L., 60c. per lb.
CONNECTICUT PRIME WRAPPERS. EQUALS IMPORTED JAVA.
No. 7, 20 in. L., $1.25; No. 8, 17 in. L., $1.00; No. 9, 15 in. L., 75c. per lb.
No. 10, 12 in. M., 90c.; No. 11, 18 in. M., 50c.
SPOT CASH DELIVERED. MONEY BACK IF NOT SATISFACTORY.
P. J. SULLIVAN, 161 Pierrepont Street, Brooklyn, N. Y.

**SPECIAL 3 FOR 10c CIGAR or stogie size manufactured by us. Excellent proposition for wholesale cigar jobbers only. Address "Special," care Tobacco.**

**CIGAR MANUFACTURERS take notice. I carry in stock regularly an elegant line of stock cigar bands. Write for samples. Prices low. Address "Elegant," care Tobacco.**

**SIFTINGS**—In small or large quantity. Make offer f. o. b. factories, New Jersey and Pennsylvania. Siftings, Box A, care Tobacco.

**FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.**

**AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.**

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# TOBACCO

## A WEEKLY TRADE REVIEW

Entered as Second-Class Matter May 17, 1886, at the New York Post Office, Under Act of Congress, March 3, 1879.

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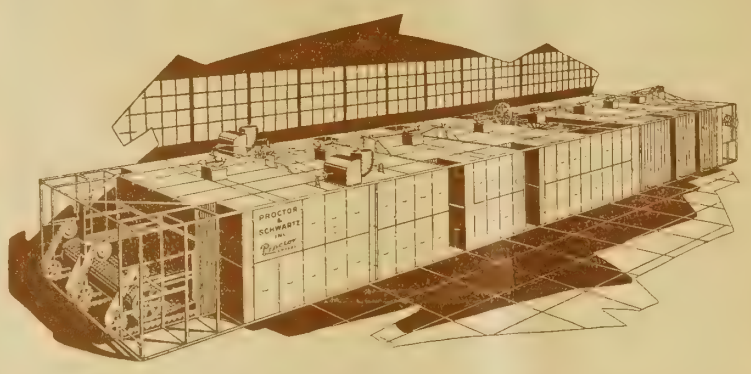
Vol. LXXIII. No. 24 NEW YORK, APRIL 13, 1922

Per Annum, $3.00
Per Copy, 10 Cents

*Photo by courtesy of Rudolph, Hach & Co.*

**A perfect type of "Clarksville wrapper," grown at Clarksville, Tenn.**

# "PROCTOR"



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## ONE STANDARD OF QUALITY—

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| Bouquet | 10c straight | Blunt | 15c straight |
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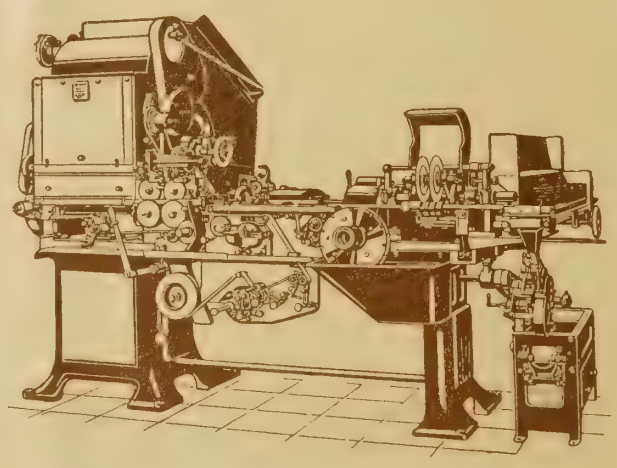

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# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 24 NEW YORK, APRIL 13, 1922 Per Annum $3.00 Per Copy 10c.


## Price-Cutting Situation to Federal Trade Board

**Trade Accepts With Open Arms T. M. A. Plan to Submit to Commission—Conference of Jobbers Representing Every Section of Country to Be Held April 25, at New Willard Hotel, Washington, D. C.—Indications Are Wholesale Grocers and Wholesale Druggists Will Follow T. M. A. Lead.**

The T. M. A. has conducted many special activities in the past, but none of them ever met with such spontaneous enthusiasm as the plan announced last week to submit the price-cutting situation in the jobbing trade to the Federal Trade Commission for remedy.

The plan had hardly been announced before the T. M. A. was literally flooded with communications from jobbers in every section of the country heartily commending Mr. Dushkind on his plan, and offering 100 per cent. co-operation. The sentiment of the trade can easily be gathered from the following quotations culled at random from the host of responses received:

"We are pleased with the effort you have made in endeavoring to correct a great evil, and are heartily in accord with your views."

"Your circular of the 8th should be interesting to most all jobbers and is quite timely."

"We cannot commend too highly the action you are taking to rectify the ruinous price-cutting among the jobbing and retail tobacco trade."

"Our firm will be glad to co-operate with the association in every way to eliminate this unfair competition, and also to support your proposed action."

"I highly recommend your suggestion of calling a conference of representative jobbers and wish to assure you that I will do everything in my power to bring about the desired results."

"The subscriber hereby tenders his services to you whenever the hearing can be arranged before the Federal Trade Commission."

Another very pleasant aspect of the situation is the interest being taken in the campaign by the wholesale druggists and wholesale grocers. The National Wholesale Druggists' Association, for instance, has had its attention called to the T. M. A. circular of April 8 regarding the situation in the jobbing trade, and has requested additional copies of the same for distribution.

Similarly, the following quotation from the Pennsylvania, New Jersey and Delaware Wholesale Grocers' Association indicates that co-operation may be expected from this source:

"We write to ask you if we can, as an association or as individuals, co-operate with you in any way along this line, and if so, if you will please advise us how we may be of service."

After the matter had been considered from every angle it was deemed imperative that a conference of jobbers as outlined in the original announcement prepared by Mr. Dushkind should be held at the earliest possible moment to consider and act upon the proposed plan. Accordingly, a decision was reached to hold such a conference on April 25, at the New Willard Hotel, Washington, D. C.

To insure equal representation so far as practicable to the trade in all sections of the land, Mr. Dushkind adopted the plan of dividing the country into nine zones. Each of these zones will be entitled to a fixed representation at the conference based upon its population. Thus, for example, Zone No. 1, the Middle Atlantic Division, includes the States of New York, New Jersey, and Pennsylvania, with a total population of 22,525,427, and will have nine representatives at the conference. Zone No. 2, the New England Division, embraces the States of Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut, with a total population of 7,351,208, and will be entitled to three representatives, etc.

Representatives of each of the zones were promptly notified of their appointment, and requested to wire their acceptance.

In all, the conference will be made up of 43 representative jobbers, and, thus far, but three of the 43 have notified Mr. Dushkind that it will be impossible for them to attend, the while assuring him of their whole-hearted endorsement of the plan.

### Mr. Dushkind's Letter

Counselor and Managing Director Charles Dushkind addressed the following letter, under date of April 6, to the jobbing trade:

"The enclosed printed statement speaks for itself. Being a tobacco jobber you will readily realize the vital importance of the movement therein outlined as regards your own business, as well as the tobacco business throughout the country. I know you will read it, examine it, and peruse it carefully, each and every line of it.

"In pursuance of the plan therein referred to, you and forty (40) other representative jobbers from all parts of the country have been selected to meet in a conference, which is to be held at the New Willard Hotel, Washington, D. C., on April 25, for the purpose of taking the necessary steps to present the jobbing problem to the Federal Trade Commission, with a view to securing an adequate and permanent legal remedy for conditions such as now exist in the tobacco jobbing trade.

"I fully realize what it may mean to you to leave your business and spend the time necessary to attend this conference, but this is serious business. The entire jobbing trade is facing ruin and disaster. The emergency is great and it urgently calls for sacrifice and service—and I may call it a public service—on the part of those selected for that purpose.

"You and the forty other jobbers named in the list herein enclosed have been drafted to make that sacrifice and render that service, for which the entire industry will owe a debt of everlasting gratitude, and I am more than confident that you will cheerfully respond to the call.

"Time is most precious in this emergency, for every day means added depression to the business and increased losses. May I not, therefore, ask you to kindly reply by wire?"

The following is a list of wholesalers who have been invited to attend the conference as the representatives of their particular zones:

(1) MIDDLE ATLANTIC DIVISION

STATES—New York, New Jersey, Pennsylvania; total population, 22,525,427; number of representatives, 9.

**Names of Representatives**

E. C. Dearstyne, of Dearstyne Bros. Tobacco Co., Albany, N. Y.

Thos. J. Link, of Link & Company, Buffalo, N. Y.

(*Continued on Page* 4)

## Henry Hotaling Dead

ALBANY, N. Y., April 11.—Friday, at his home, 191 Patridge street, this city, Henry R. Hotaling passed away. For many years Mr. Hotaling had been associated with Myron J. Canaday, at the Hotel Ten Eyck cigar stands, and previously at the Hotel Kenmore in Albany.

Funeral services were held at the home, Monday afternoon, with the Masters Lodge No. 5, F. and A. M., in attendance.—THE SMOKER.

## Eugene Stoltz

Sidney Goldberg president of Simon Batt & Co., Knickerbocker Building, New York, has received a telegram announcing the demise of Eugene Stoltz in San Francisco last Saturday. Mr. Stoltz was the Pacific Coast representative of the Batt Cigar factories, making a specialty of the Palo brand.

## Tariff Bill Introduced With Tobacco Schedule

**Duty Fixed on Foreign Valuations—Rate on Unstemmed Wrapper, $3 per Pound—Unstemmed Filler, 35c., and Stemmed Filler, 50c.—T. M. A. Issues Bulletin.**

WASHINGTON, D. C., April 11.—The tariff bill has at last been introduced in the Senate by the Finance Committee. A number of changes in rates were made by the committee, all of which have already been reported in TOBACCO. The new tobacco schedule, all of which is based on foreign valuation, is as follows:

"Par. 601. Wrapper tobacco and filler tobacco when mixed or packed with more than 35 per centum of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies when mixed or packed together, if unstemmed, $2.35 per pound; if stemmed, $3.00 per pound; filler tobacco not specially provided for, if unstemmed, 35 cents per pound; if stemmed, 50 cents per pound.

"Par. 602. The term 'wrapper tobacco' as used in this title means that quality of leaf tobacco which has the requisite color, texture, and burn, and is of sufficient size for cigar wrappers, and the term 'filler tobacco' means all other leaf tobacco. Collectors of customs shall permit entries to be made under rules and regulations to be prescribed by the Secretary of the Treasury, of any leaf tobacco when the invoices of the same shall specify in detail the character of such tobacco, whether wrapper or filler, its origin and quality. In the examination for classification of any imported leaf tobacco, at least one bale, box or package in every ten, and at least one in every invoice, shall be examined by the appraiser or person authorized by law to make such examination, and at least ten hands shall be examined in each examined bale, box, or package.

"Par. 603. All other tobacco, manufactured or unmanufactured, not specially provided for, 55 cents per pound; scrap tobacco, 35 cents per pound.

"Par. 604. Snuff and snuff flour, manufactured of tobacco, ground dry, or damp, and pickled, scented, or otherwise, of all descriptions, and tobacco stems, cut, ground, or pulverized, 55 cents per pound.

"Par. 605. Cigars, cigarettes, cheroots of all kinds, $4.50 per pound and 25 per centum *ad valorem* and paper cigars and cigarettes, including wrappers, shall be subject to the same duties as are herein imposed upon cigars."

The Senate Finance Committee in making its report to the Senate today had the following to say regarding the tobacco schedule:

"Your committee recommend that the rates of duty upon tobacco imposed by the tariff act of 1913, as amended by the emergency tariff act, be retained. The principal changes recommended in the tobacco schedule of the House bill are the increase of the rate of duty on unstemmed wrapper tobacco from $2.10 to $2.35 per pound and on stemmed wrapper tobacco from $2.75 to $3 per pound. A reduction in the duty from 45 cents to 35 cents per pound in the case of unstemmed filler tobacco and from 60 to 50 cents per pound in the case of stemmed tobacco is also recommended. It is suggested that the rate of 55 cents per pound imposed upon scrap tobacco be reduced to 35 cents per pound. It is believed that the increase in the rates upon wrapper tobacco is necessary to protect the growers of wrapper tobacco, particularly the producers of Sumatra wrapper tobacco in the United States, and that the proposed rates of duty upon filler and scrap tobacco are placed at the maximum revenue producing point. There is no direct tariff problem in cigar-filler tobacco; in fact, the Cuban filler is extensively used for blending with domestic leaf and induces a wider and larger demand for the latter. Scrap tobacco, moreover, sells for less than unstemmed filler and should not bear a higher rate than such filler. Your committee recommends that the provision im-

posing $1 per pound upon filler tobacco of the kind known as Turkish be eliminated. The evidence submitted does not satisfy the committee that a sufficient quantity of this Turkish tobacco of the quality required for blending purposes can be produced in this country to justify the imposition of the high rate proposed by the House. In the absence of this provision, Turkish tobacco will still carry the filler rate of 35 cents per pound. Furthermore, as in the case of Cuban filler, the blending of Turkish with domestic leaf creates a greater market for the latter. The Turkish blends have been in considerable degree responsible for the great increase in the consumption of cigarettes."

* * *

## T. M. A. Bulletin re Tariff

Under Tuesday's date the T. M. A. issued the following Bulletin:

"The Tariff Bill has been passed by the Senate Finance Committee and is scheduled to be reported to the Senate today.

"As thus passed by the Committee, the bill provides for the following rates on tobacco products. For convenient reference, the old rates as well as the rates provided by the bill as it passed the House are set opposite the rates proposed by the Senate Finance Committee:

| | Duties Proposed by Senate Finance Committee, Per Lb. | Rates of Duties Passed by the House, Per Lb. | Old Duties, Per Lb. |
|---|---|---|---|
| (a) and (b) wrappers: | | | |
| Unstemmed | $2.35 | $2.10 | $1.85 |
| Stemmed | 3.00 | 2.75 | 2.50 |
| Fillers: | | | |
| Unstemmed | .35 | .45 | .35 |
| Stemmed | .50 | .60 | .50 |
| All other tobacco, mfgd. or unmfgd. not specially provided for | .55 | .55 | .55 |
| Scrap tobacco | .35 | .55 | .35 |
| (c) Snuff and snuff flour and tobacco stems | .55 | .55 | .55 |
| Cigars and Cigarettes | 4.50 and 25% ad valorem | 4.50 and 25% ad valorem | 4.50 and 25% ad valorem |

(a) The present rate on wrappers as provided by the Emergency Tariff Act is $2.35 per lb. unstemmed and $3 per lb. stemmed.

(b) The law as it now stands applies to "wrapper tobacco and filler tobacco when mixed or packed with more than 15 per cent of wrapper tobacco." The percentage of wrapper was increased to 50 per cent in the House bill, while the bill as reported by the Senate Finance Committee provides for 30 per cent.

(c) The existing tariff law does not specifically provide for any duty on "tobacco stems, cut, ground or pulverized."

"Attention is also called to the fact that the American Valuation Plan passed by the House has been replaced by the Senate Finance Committee with a foreign valuation plan.

"It will noted that with the exception of the duty on imported wrappers, the Senate Finance Committee has restored all the duties to the old basis.

"It is unfortunate indeed that the Committee has seen fit to recommend an increase of 50 cents a pound on wrappers over the old rate in effect prior to the enactment of the Emergency Tariff Act.

"There is a great deal of uncertainty as to how long the Senate will deliberate over the bill. Subsequent to its passage by that body the bill necessarily will have to go to conference, and we will then inaugurate a new campaign in an endeavor to secure a reduction in the duty on wrappers by the conference, and there is every reason to hope for success in that regard."

## Optimism at Tifton

TIFTON, Ga., April 8.—The tobacco farmers of South Georgia are well advanced in transplanting their 1922 crop, and the conditions have been ideal for such work so far.

There will be an increase in the acreage of Tift, Berrien, Cook Lowndes and Pierce counties.

The farmers have gone at their work this year with an energy not heretofore found and are feeling optimistic over the prospects of a better grade than in years past.

Ground has been broken for the big tobacco warehouse in this city, which will be 100 x 300 feet in size and modern in every respect. It is confidently believed the Tifton market will sell over two million pounds this season.—W. E. ALGEE, Secretary, Tifton Board of Trade.

## Price-Cutting Situation to Federal Trade Board

(*Continued from page 3*)

Arthur M. Eisig, president of Metropolitan Tobacco Co., New York, N. Y.

Robert R. Davis, of W. A. Davis, Syracuse, N. Y.

Max Jacobowitz, of Hudson County Tobacco Co., Jersey City, N. J.

Wm. W. Blake, president of William W. Blake Co., Altoona, Pa.

George Frings, president of Frings Bros. Co., Philadelphia, Pa.

A. Goldbloom, of Federal Tobacco Co., Pittsburgh, Pa.

J. Vipond, Jr., of Scranton Tobacco Co., Scranton, Pa.

(2) NEW ENGLAND DIVISION

STATES—Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut; total population, 7,351,208; number of representatives, 3.

**Names of Representatives**

Charles Cook, of Cook, Everett & Pennell, Portland, Me.

Joseph P. Manning, of J. P. Manning Co., Boston, Mass.

B. Costello, Costello Bros., Pawtucket, R. I.

(3) EAST NORTH CENTRAL DIVISION

STATES—Ohio, Indiana, Illinois, Michigan, Wisconsin; total population, 20,133,376; number of representatives, 8.

**Names of Representatives**

David Straus, of Henry Straus, Cincinnati, Ohio.

George W. Barnes, secretary of The Weideman Company, Cleveland, Ohio.

E. W. Harris, of Hamilton, Harris & Co., Indianapolis, Ind.

W. R. Sprague, of Sprague, Warner & Co., Chicago, Ill.

S. N. Grossman, president of Chicago Tobacco Company, Chicago, Ill.

G. C. Bretscher, president of Illinois Tobacco Co., Springfield, Ill.

John T. Woodhouse, of John T. Woodhouse & Co., Detroit, Mich.

C. B. Leidersdorf, of Lewis-Leidersdorf Company, Milwaukee, Wis.

(4) SOUTH ATLANTIC DIVISION

STATES—Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida; total population, 13,650,712; number of representatives, 6.

**Names of Representatives**

R. E. L. Hall, president of Capital Cigar & Tobacco Co., Washington, D. C.

J. N. Hirsch, of J. N. Hirsch, Atlanta, Ga.

E. Asbury Davis, of F. A. Davis & Sons, Baltimore, Md.

W. J. Carter, of Carter Colton Cigar Co., Charlotte, N. C.

J. S. Pinkussohn, president of J. S. Pinkussohn Cigar Co., Charleston, S. C.

Cliff Weil, of Cliff Weil Cigar Co., Inc., Richmond, Va.

(5) EAST SOUTH CENTRAL DIVISION

STATES—Kentucky, Tennessee, Alabama, Mississippi; total population, 9,126,536; number of representatives, 4.

**Names of Representatives**

R. D. Burnett, of R. D. Burnett Cigar Co., Birmingham, Ala.

J. Coleman, of C. C. Bickel Co., Louisville, Ky.

Walter Gibson, of Corr-Williams Tobacco Co., Jackson, Miss.

R. L. Jordan, president of Central Cigar & Tobacco Co., Memphis, Tenn.

(6) WEST NORTH CENTRAL DIVISION

STATES—Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas; total population, 12,716,499; number of representatives, 5.

**Names of Representatives**

O. J. Moore, of O. J. Moore Grocer Co., Sioux City, Ia.

Phil. A. Bocco, president of E. B. Crabtree Company, Minneapolis, Minn.

Arthur E. Harms, of Peter Hauptmann Tobacco Co., St. Louis, Mo.

David Chalmers, president of David Chalmers Tobacco Co., Kansas City, Mo.

Roy L. Beselin, manager of H. Beselin & Son, Omaha, Neb.

(7) MOUNTAIN DIVISION

STATES—Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada; total population, 3,430,542; number of representatives, 2.

**Names of Representatives**

J. G. Duncan, of The Morey Mercantile Co., Denver, Colo.

Lee Marx, of Louis S. Cohn Co., Butte, Mont.

(8) WEST SOUTH CENTRAL DIVISION

STATES—Arkansas, Louisiana, Oklahoma, Texas; total population, 10,656,651; number of representatives, 4.

**Names of Representatives**

W. Plunkett, of Plunkett-Jarrell Grocer Co., Little Rock, Ark.

J. S. Dehen, vice-president of Crescent Cigar & Tobacco Co., New Orleans, La.

O. Halsell, of Williamson-Halsell-Franzier Co., Oklahoma City, Okla.

Fox Platter, of The Waples-Platter Grocery Co., Fort Worth, Texas.

(9) PACIFIC DIVISION

STATES—Washington, Oregan, California; total population, 5,668,233; number of representatives, 2.

**Names of Representatives**

Harry A. Beck, of Geo. W. Walker Cigar Co., Los Angeles, Cal.

Louis Lang, of Lang & Co., Portland, Ore.

## Key West Key Notes

KEY WEST, Fla., April 8.—The tobacco importations from Cuba during March exceeded those of February by 54 bales. The report of the United States Customs Service shows that during the month of February there were 245 bales of tobacco brought into this port, while the importations for March show 299 bales. The importations for February valued at $21,842, while the March report shows that the 299 bales for that month carried a value of $27,195. About $5,353 more of tobacco brought in, which is somewhat encouraging.

At the Thompson & Co.'s factory it was learned that the company is now working with three-fourths of its maximum production force, and the past week additional workers to the number of 40 were seated.

The E. H. Gato Cigar Co. will reopen Monday with the regular force that was employed at the time the factory closed about two weeks ago.

At the Mi Favorita Cigar factory it was learned that this company is working steadily. This was also the case at the Cortez Cigar Co.

The S. & F. Fleitas is also working a steady force. The R. Lopez Trujillo Co. continues to receive sufficient orders to warrant steady employment to a number of workers.

# Annual Meeting Leaf Tobacco Board of Trade

### New York City Men Listen to Reading of President's Interesting Address—Treasurer's Report Makes Good Showing—Select Trustees Who Re-Elect Officers.

The annual meeting of the New York Leaf Tobacco Board of Trade was held on Tuesday afternoon, April 11, in the offices of Stern-Mendelsohn Co., Inc., 165 Front street. The meeting was well attended and transacted considerable important business. The reports of the various officers and committees showed that the Board has been active during the year and constantly working for the best interests of the industry.

Announcement was made that the annual convention of the National Cigar Leaf Tobacco Association will open in Atlantic City on Monday, June 5. Details as to arrangements will be reported later, but members may be assured that all who attend the convention will be well cared for. The personnel of the entertainment committee, which consists of Percival R. Lowe, chairman, Charles Meissner and Frederick Block, assures the comfort of the New York delegation.

An important decision made at the meeting was the approval of the suggestion that cigar manufacturers be admitted to the Board as associate members. The report of the committee recommending this step was heartily approved and the members of the New York Leaf Tobacco Board of Trade are urged to obtain as many associate members as possible. The closer contact thus secured between leaf merchants and manufacturers will doubtless be of considerable advantage to the trade in general and to the members in particular.

**Officers Elected**

The men who will guide the affairs of the New York Leaf Tobacco Board of Trade during the ensuing year are the same as in 1921, all the officers having been re-elected.

They are: Joseph Mendelsohn, president; Jerome Waller, vice-president; Charles Fox, secretary, and Chas. R. Goldsmith, treasurer; all re-elected unanimously.

The trustees were chosen as follows: Jos. F. Cullman, Sr., John H. Duys, Howard Friend, Chas. Fox, Chas. R. Goldsmith, Frederic Lederer, Percival R. Lowe, Jos. Mendelsohn, Benno Rosenwald, Sig Schlnechterer, G. W. Spitzner, Jerome Waller, Carl Wobbe, H. Oppenheimer, and Frank Bach.

**A Vote of Thanks**

A vote of thanks was unanimously given to the Stern-Mendelsohn Co. for accommodating the association with a room in which to hold the meetings.

## N. E. Growers Seek Sapiro in Co-operative Move

HARTFORD, Conn., April 10.—Aaron Sapiro will be sought at once in an effort to have him contract to organize the tobacco growers as a going proposition. This was the result of a well-attended initial meeting of the committee of 25 on organization at the public utilities room at the state capitol here today. The committee voted unanimously that Judge L. P. M. Hickey, who was chosen chairman of the organizing committee, be empowered to appoint a special committee of five, including himself, as ex-officio, to conduct negotiations with Sapiro and to report to the organizing committee at a future meeting. By unanimous vote also this special committee was added to the organizing committee.

Judge Hickey announced before the vote that the personnel he would select would be the committee which had appointed the organizing committee and upon being given authority, named promptly Glenn C. Sevey of Russell, Mass., editor of the *New England Homestead;* Hugh M. Alcorn, state attorney for Hartford County; Joseph W. Alsop, state public utilities commissioner, and Senator Edward E. King, president of the East Hartford Trust Co., as men in whom the growers had the utmost confidence.

The members felt generally that matters of incorporation and the legal aspects of the co-operative organization might most feasibly be handled by Connecticut lawyers familiar with local and Massachusetts laws, and the contracts and purely tobacco end worked out by Sapiro and his trained staff, the two agencies working in co-operation. This was only a suggestion, however. It is decided the special committee appointed should be authorized to negotiate first with Sapiro

with full powers subject to later approval by the organizing committee.

### Series of Meetings Planned

Other developments of importance included decision to hold a series of meetings throughout the tobacco belt. These will probably include Bay State as well as Connecticut towns. Springfield, Westfield and Northampton were suggested among other places. It was voted that Judge Hickey, with C. H. Granger of Feeding Hills, Mass., and C. D. Cannon of Windsor Locks be appointed a subcommittee to fill a few vacancies on the organizing committee. As soon as the decision with regard to Sapiro was made, Mr. Alsop put in a telephone call for his New York office; word came back, however, that he was in Texas and would return to New York the 27th. The special committee will get into communication with him in a week, if possible.

It was reported that all the towns on the east side of the Connecticut river are fully ripe for organization. Efforts will now be concentrated on the west-side places. It was voted to have the farm bureau continue its canvass of towns. On motion of Walter Skinner, South Windsor's allotment of delegates was increased to three.

Fred Pellissier of Hadley, Mass., advocated a meeting at Northampton for further stimulation of Massachusets growers' interest. Mr. Granger suggested Westfield as well, and Andrew Steele of Windsor Locks, a mass-meeting at Springfield Auditorium, with possibilities of having Sapiro address it.

Working against time and speedy organization were essential necessities at this time, it was generally agreed. It was reported bidders were out after Havana seed tobacco yesterday, offering a 25-cent price.

## Wisconsin Tobacco Pool

MADISON, Wis., April 8.—The Northern Wisconsin Co-Operative Tobacco pool, organized by growers and business men of the tobacco section of the State has been incorporated.

This pool, which intends to handle the marketing of 60,000,000 pounds of tobacco produced annually in Wisconsin has Jens Davidson, Westby, for president; C. O. Berg, Stoughton, vice-president; Charles N. Pulley, Madison, secretary, and Gunder Felland, Madison, treasurer.

### Sixteen Directors Named

Sixteen directors are named from four districts, comprising the growers of the tobacco counties.

Directors of the first district of the association, composed of Dane, Rock, Green, Jefferson and Columbia counties, are Charles Schumacker, Janesville; C. O. Berg, Stoughton; Lewis Hanson, Madison; Gunder Felland, Madison; Herman Shontz, Cottage Grove; Otto Smithback, Cambridge, and John Mossell, Edgerton.

Directors of the second district, composed of Vernon, La Crosse, Monroe, Richland, Crawford and Grant counties are Albert Egenes, Viroqua; E. J. Jennings, Viroqua; Jens Davidson, Westby; Clarence P. Brown, La Farge, and O. G. Lewis, De Soto.

Directors of the third district, composed of Buffalo, Trempealeau and Jackson counties, are Carl Sakrison, Elava, and Carl Tempter, Pigeon Falls. The director for the fourth district, composed of Barron, Dunn, Chippewa and Eau Claire counties, is George T. Verland, Colfax.

### District Chairmen

District chairmen for the organization are H. C. Hemmingway, Janesville; Selmer Neprud, Viroqua; Carl Sakrison, Eleva, and S. S. Sivertson, Colfax.

On the finance committee are H. J. Wheeler, Columbus; Herman Leftgerdon, Madison; Gunder Felland, Madison, and J. C. Hanson, Cambridge.

The publicity committee has H. H. Bliss, Janesville, chairman, and E. R. McIntyre, Madison, and G. L. Kirkpatrick, Independence. E. J. Jennings, Viroqua, is named chairman of the warehousing committee with John A. Markham, Independence; Charles Wright, Janesville, and Andrew Larson, Sun Prairie, other members.

## Burley Association News

LEXINGTON, Ky., April 12.—Tobacco belonging to the members of the Burley Tobacco Growers' Co-operative Association will be delivered to the warehouses by April 14, Director of Warehouses Ralph M. Barker said today. The local warehouse manager, Robert E. Beatty, announces that the Fayett No. 1 warehouse will be open next Thursday and Friday for the delivery of tobacco which growers may desire to bring to Lexington, and the officials of the association hope that every member grower will have delivered his crop by next Friday, April 14.

Secretary H. L. Earley and his office staff are at work on the second distribution of funds to the growers, but because of the volume of bookkeeping involved in the distribution, Secretary Earley said he could not definitely fix the time of the distribution. He said growers could depend on it that the second distribution would be made at the earliest possible moment.

Virgil Chapman, assistant general counsel of the Burley Association, spoke before the Agricultural Society of the College of Agriculture at the University of Kentucky Monday night on the provisions of the Bingham co-operative marketing act and its relation to other lines of agriculture than tobacco. He also explained something of the marketing system and of the workings of the Burley Association in handling the tobacco of its members.

Director of Warehouses Ralph M. Barker spoke at Carrollton Saturday afternoon to the annual meeting of the Carroll County Farm Bureau. Other speakers were Dr. S. H. Halley, manager of storage; William C. McDowell, manager of redryers; John L. Buckley, assistant director of warehouses, and Robert E. Beatty, warehouse manager for Lexington.

The executive committee of the association was in session at the general offices, 620 South Broadway, Thursday, but President Stone said that nothing of general interest was done by that body. The members were all present except Judge Robert W. Bingham, who was not able to attend. Besides President Stone those in attendance were Hon. James N. Kehoe, of Maysville; Bush W. Allin, of Harrodsburg, and John B. Winn, of Versailles.

## Putting Out Wellington in Pocket Tins

The Christian Peper Tobacco Co., of St. Louis, is putting out Wellington tobacco in 15c pocket tins, which indicates that, despite the fact that nothing really worth while comes without hard and difficult work, the Peper Co. does not shirk when it comes to rendering a real service to the many friends of Wellington tobacco. This is not only indicated but proven, inasmuch as the new Wellington, which everybody says is the handsomest package of tobacco on the market, developed into a perfect nightmare to the firm who made the boxes.

In order to get the correct colors, trial after trial was made. Success only came after the can lithographers learned to do something they had never done before. The result, however, is admitted to be well worth the work and expense, in spite of the fact that thousands of cans were thrown away as imperfect.

## Making Good

Jos. Wedeles, secretary and treasurer of Max Wedeles Tobacco Co., of Quincy, Fla., is in New York, calling on the trade with a fine line of Florida and Georgia Shade Grown wrappers. Mr. Wedeles is the only son of the late founder of the company, and although the junior member of the corporation, besides being the secretary and treasurer, he occupies the important post of chief sales manager, and is also demonstrating his ability as a first class salesman of shade grown wroppers, thus proving that he is a strong pillar in the Wedeles organization.

While in New York Mr. Wedeles is stopping at the Hotel Astor.

# Chicago Gets Line on Thawing Frozen Creditors

### Thawing Out of Slow Customers Presents Important Problems —Delicate Operations Required—Breezy News Notes from the Busy Shores of Lake Michigan

CHICAGO, April 8.—The frozen debtor, the retail merchant, who is suffering from present conditions, can be thawed out and normal conditions restored if sales managers and credit managers work together on the problem. This is the belief expressed by secretary J. H. Trego, of the National Association of Credit-Men, to the thirty-odd thousand financial executives who form the association "To get sales fluid and to accelerate business it is necessary to thaw out frozen debtors. What process can be used?

Is it a delicate operation? Emphatically yes. The credit manager should not be content to have possible buyers in a frozen condition if there is an opportunity in the world to liquefy them. He should be constantly devising plans whereby the thawing-out process can be applied. In some instances the process might involve some method whereby the merchant can obtain settlement in full, or in part from his debtors. It may include some plan whereby the merchant can increase his sales to cash buyers by the adoption of some up-to-date and well-thought-out campaign. The credit managers should not rest satisfied with an account which continues on his ledger from month to month, running a long period past due. Such an account is not profitable. No general rule can be applied. Each case must stand on its own bottom, but each case is deserving of special study, and there isn't a bigger project in American commerce to-day than the thawing out of the frozen debtor and getting him into a condition where he can do business. In no recent period has this particular problem been so prominent as in the past twelve months. It is a problem affecting the sales department as well as the credit department. The two should work hand in hand for its solution. The reaction of one upon the other in the treatment of the frozen debtor must be recognized by each. It is a situation which ought to draw them together into closer bonds. In my opinion saving old and desirable customers is even more important for business than the getting of new ones. Moreover, it is a greater moral obligation. Let us get at the task with all our heart and soul. It is one worthy of the best skill. We will all rejoice when the thawing process sets in and we have released our debtors from their frozen bonds."

### In Good Hands

William Tobias of the Preferred Havana Tobacco Co., was up to Milwaukee last week. On his return he came in to tell me he had placed Henry the Fourth cigar with the Yahr-Lange Drug Co., and that the opening shipment was for several sizes.

### Opened "With a Bang"

"With a Bang" Louis Neumann Cigar Co., 180 West Madison St., opened their retail and wholesale business a few days ago. On the opening day the store was packed and Louis Neumann and Jos. Mautner received the congratulations of the trade.

Friedman Bros. have rented for a term of years the northeast corner of Clark and Harrison streets, at a term rental of $20,000 which they will occupy as a retail cigar store. A new 10-story building is being erected at this corner.

Large Robert Emmett cigar ads appear in the Chicago newspapers. Robert Emmetts are packed only in air-tight tins and retail at 10 cents. They are distributed here by Kalis-Samuels, Inc., 3111

(*Continued on page* 11)

**Modern and well equipped**

# Tobacco Manufacturing Plant For Sale

**In Full Operation, in Settlement of an Estate**

Output consists of about 700,000 pounds annually.

The above property consists of:—

One six-story and basement mill constructed building, and one five-story and basement storage building adjoining, both equipped with Grinnell Sprinkler System.

Complete power plant consisting of two boilers and one direct connected engine and generator.

The sale will also include all trade marks, brands, good will, etc., as well as approximately one million pounds of leaf suitable for the production of the brands being manufactured.

**The sale will take place on Wednesday, May 3rd, at 10 A. M., 1922, and positively sold to the highest bidder**

***For further particulars address the***

**LOVELL-BUFFINGTON TOBACCO CO.**
**COVINGTON, KY.**

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, APRIL 13, 1922.

## STANDARD PRICES ARE A MATTER OF HONEST TRADING

Price-cutters in the tobacco business, who are not totally blind to all legitimate business ethics, may learn something that will give them a more correct perspective of better trade practices by a study of the letter just sent by Charles E. Butler to the Editor of *Printers' Ink*, as follows:

"Answering your editorial of March 9, 1922, —'No Time to Talk Price Maintenance'—I am constrained to ask 'Why not?' setting aside, of course, the present legislative conditions. This is a big economic question and has much to do with the prosperity of the people of the United States. It cannot be called a problem. The whole matter is exceedingly simple and easily understood. The case may be stated as 'Standardization of Price' vs. 'The Fixed Price.'

"The aim and purpose of the 'Standardization of Price' is the same price for the same article to all the public. 'The Fixed Price' is an arbitrary cut price for a given article, sold only to a few of the public who buy of that particular price cutter. The former is known as 'Fair Trading for Buyer and Seller,' the latter as 'Predatory Price Cutting,' an injury to the producer and ultimate wrong to the buyer.

"The advocates of 'The Standardization of Price' are the many thousands of producers who by their inventive genius, hard work, years of toil and anxiety, great risk of money, have offered to the people of the whole country an article at a fair and reasonable price that the public may care for—but do not have to buy.

"The advocates of 'The Fixed Price,' more popularly known as 'Price Cutters,' take no risk whatever as producers, but for well-known reasons they lay in wait for the successful producer. They cut the producer's price for one of their own making, for the benefit of a few of the public who trade with them, to the incalculable harm to the producer. They defy anyone to sell at their price or below, with threat of a price war to restrain them.

"In short, the disastrous economic results of this predatory price cutting of the standardized price the country over is so great that it can be only hinted at here. Any of your intelligent class of readers can follow the logical conclusions judging by facts. Every class of trade is imperiled.

"Now consider that every producing interest of the country, and every selling merchant of the country, and their millions of employees and their families are dependent on the successful issue of their enterprises—which of the two, 'The Producer' or 'The Price Cutter,' is the more vital to the economic interests of the people of the United States?

"The correcting of an evil, of a wrong, of the depredation of the weak by the strong, of piracy, of false pretenses, of dishonest trading by producer or price cutter, that is harmful to the great masses of our people, is a question of the day, of the hour, not one of opportunity or expediency. It is not a question of 'High Price,' but of 'Honest Trading.' Prices will take care of themselves."

## DRYING TOBACCO

It has taken some time for those who are interested in the tobacco markets of various Virginia and Carolina cities to figure out just what will be the result of the organization and effective functioning of the co-operative marketing association. The proposed change threatened to work so radically that it was impossible for anybody to forecast with accuracy how far-reaching would be the results.

We do not know that any very great progress has been made in this direction, but one or two things have become apparent as a result of recent developments. The announcement made by the management of the tri-State association that efforts would be made to purchase or lease warehouses which have been operated by their owners, was one of these developments. It was important as indicating a desire on the part of the association to reach an amicable understanding with the warehousemen and effect as little change in present conditions as possible.

A further development appears to be that those cities which now have tobacco markets must expect to lose considerable trade unless they can offer facilities for conditioning tobacco so that it may be stored for a considerable period.

It is true, we believe, that most of the tobacco now offered on the Petersburg market, for instance, is not in condition to be kept for any considerable time. It must be sold and put in order quickly, otherwise the owner would have a lot of spoiled tobacco on his hands. A result of this is that when the average farmer brings his tobacco to market he is forced to sell at once, no matter what be the state of the market. He cannot hold it for better prices. The first thing the buyer has to do is to put the tobacco in a condition to be stored.

The co-operative association plans to dry the tobacco which it holds and thus be able to market it when prices seem to justify selling. We have no information as to the arrangements which the association has made or plans to make to have the tobacco of members put in condition for storing. It is fair to assume, however, that the association will take the same attitude towards owners of drying plants that it has taken toward owners of warehouses. If the association has not already done so, it is probable that it will open negotiations with the owners of drying plants looking to arrangements whereby tobacco grown by members may be dried and stored.

In Petersburg, there are facilities for drying tobacco which, if obtained by the association, should enable it to sell a great deal more tobacco than is being sold at present. It is evident that towns in which there are no facilities for drying cannot expect to be tobacco markets of importance under the co-operative system. The British-American Tobacco Company here has a very extensive drying plant, and it is possible that the association may arrange to obtain the use of these, as well as other facilities of this kind. We know nothing concerning the possible attitude of the company toward such a proposition. But we regard it as being of the utmost importance to the future of Petersburg as a tobacco market that this city be in a position to supply all the facilities for drying. Otherwise, tobacco which would be sold in Petersburg will be sold in those cities where such facilities are available.—*Petersburg (Va.) Appeal.*

## OUR MORAL REIGN OF TERROR

No one will take very seriously the writer of a newspaper letter who declaims against tobacco, and finds smoking by either men or women objectionable. No doubt he honestly believes that "the mental and moral fibre of a large proportion of the population" is suffering in consequence. But there is food for reflection in his further statement that "the abolishment of the tobacco habit is an inevitable step in the line of progress." This is no merely individual opinion. It is the actual working program of a very large number of would-be reformers.

It is superfluous to argue here the pros and cons of the question. Tobacco may be a baleful drug or it may share with sleep the distinction of being "tired nature's sweet restorer." The real point is that thousands agree with this writer both in his premise and in his conclusion. They would put tobacco under a legal ban just as they have put alcoholic drinks under a legal ban. And there are thousands of others who are calling upon the law to regulate woman's dress, art and literature, bobbed hair—anything and everything from the most trivial to the most important. Increase of appetite grows by what it feeds on. After each success in imposing their views by force, eager Uplifters press on to new conquests.

The humorous aspect of all this is obvious enough. The prohibitionists complain bitterly because people make fun of them. They would suppress every jest on the sacred subject if they could. But they are no monopolists of the spirit of intolerance. That spirit is becoming as formidable as the genie released from the apparently harmless bottle. It is everywhere, appealing, bewailing, condemning. We are experiencing a kind of moral reign of terror under which no liberty of action or opinion is safe.—*Philadelphia Inquirer.*

## A REAL PHILANTHROPIST

Thousands who did not know and probably never heard of John E. Hughes of Danville learned through a news dispatch in Sunday's paper what sort of a man he was at heart. They read that he, leaving an estate worth around $3,000,000, had willed the bulk of it for the purpose of founding an orphanage near Danville, and that he gave $250,000 to the Danville hospital, two objects than which there are no worthier for the consideration of a rich man when he approaches the day he must lay down his earthly possessions and depart, even as he came, empty handed of material possessions. The more than $2,000,000 which apparently the new orphanage will receive, is a munificent sum for such an institution, and will create a home of refuge for children that will rank with the largest and best in the country. It will keep alive the name, Hughes, as hardly anything else would have kept it alive, and its influence for good will become immeasurable. Mr. Hughes, indeed, proved himself a friend of man and his action is a high spot in human conduct that will uplift the hearts and minds of countless people.—*Greensboro (N. C.) News.*

## MAY REJOICE

Smokers will rejoice if the new movement to organize the Connecticut Valley tobacco growers with the idea of improving their product goes through. Conecticut tobacco properly grown and cured makes as good cigar wrappers as any tobacco in the world, but of late it has received a black eye from the villainous stuff produced by some growers and marketed as Connecticut broadleaf. If the new association can standardize the grades of Connecticut tobacco so that the cigar manufacturer may be able to maintain the standard of his brands and will then, by advertising, make known the merits of Connecticut wrapped cigars, we will not only get better domestic cigars, but the market for them will also be greatly widened—*Manchester (Conn.) Herald.*

# A Picturesque Review of Tobacco Marketing Methods in Kentucky

**Visitor Witnesses, for First Time, a Practical Demonstration of the Auction System Which Has Been in Vogue for Many Long Years—Gets Line on Tobacco Phraseology—Growers Greatly Encouraged by Introduction of New Selling Plan.**

By ISABELLE DARNELL

ON a warm day in early January during the flourishing tobacco season of 1920, Thomson, a friend from the East, went with me to visit the Loose Leaf Market. The sky was overcast with solid gray clouds, foreboding gray clouds that gave promise of exuding additional moisture upon the already rain soaked little Kentucky town. It was, in short, as your immortal Yankee poet has described, "a leaden sky" and a leaden day. Yet it was an ideal day to see the Kentucky tobacco markets at their best. The air was damp and muggy. A thin fog from the Ohio shrouded the valley in gray and extended partly up the hillsides back of town. Permeating all was the pungent odor of cured tobacco in the leaf. If an inhabitant of this river town should open his window on such a morning his nostrils would be assailed with the predominant aroma of Kentucky's own joy-weed. It clings to his clothing, penetrates his pores, envelopes his whole being. In fact, Lady Nicotine holds full sway over man and municipality during the tobacco season.

My companion and I were bound toward the East End where all the loose-leaf warehouses were located. We passed over The Bridge and after having walked several blocks turned into a side street. There we were confronted by a large building bearing in prominent letters the name of our "house." Picking our way through mud and motor cars, trucks and loaded wagons, the latter waiting their turn to be unloaded, we reached the entrance of the building.

### "Fine Day" Versus "Nasty Day"

"Nasty day," observed Thomson with some warmth as he endeavored to dislodge a bit of mud from the heel of his shoe.

"*Fine* day!" I contradicted with equal warmth, "that is, if you have a crop on the floor today for sale."

I will say, by way of explanation, that my friend was about to witness for the first time a tobacco sale and so was not familiar with all the conditions favorable to the sale of the weed. Therefore I hastened to explain that a damp day with "leaden sky" was advantageous to the appearance of the tobacco and kept the leaf "in case."

"In case?" exclaimed the novice. "What 'kinda' legal term are you trying to spring on me now?"

### Explaining the Unexplainable

Then I launched forth into an explanation of the unexplainable. I told him that the expression referred to a certain condition of the leaf effected by a damp atmosphere. Such condition is instinctively known to the natural-born tobacconist. From the small boy who has frequented the stripping house on his father's farm down to the wizened grandfather of the tenant, "in case" is a household term. When tobacco is "in case" it is moist, limp, and easily handled—in contradistinction to "out of case" when the leaf is dry, brittle, and breakable to touch. Thus the weather affects the condition of the cut and cured plant as well as the appearance. Therefore it is necessary to whitewash the warehouse skylights on a bright sunshiny day, as I later explained to my friend.

It was now past nine o'clock as we entered the building. My friend thought it was a little late as he observed a square card opposite the entrance:

SALE TODAY

8 A. M.

TO

5 P. M.

Inside the door we halted and surveyed the scene before us. Spread out before the eye was a sea of brown heaps resembling hay shocks. These brown heaps were piles of tobacco in tray-like baskets. Groups of men dotted the floor. These were the buyers and planters.

We stood within an immense low barn-like structure rather dimly lighted above by numerous small skylights. Running full length of both sides of the warehouse and through the center were floored driveways which were filled to their capacity with covered wagons waiting to be unloaded. Scattered over the floor were weighing booths. The warehouse was equipped with a bank-like office, waiting room and lunch room. A rear entrance disclosed a switch where tobacco was being loaded on flat cars.

"A sea of brown heaps resembling hay shocks."

### Learning Warehouse Lore

Although having been informed by telepone that my tobacco would be sold about ten thirty, I was soon aware that it would be nearer noon when it would finally go over the brakes. My companion grasped this interval of waiting as an opportunity to absorb more warehouse lore and followed up his quest for learning with innumerable questions. Beginning at the root of the matter, he first wished to know the method of delivering and handling the tobacco when marketed. To this I replied: "This phase of marketing is equally as interesting and picturesque as when the crop is 'on the floor' at the mercy of the tobacco buyers."

### Keep Eye On Market

"A tobacco raiser," I continued, "whether he be owner or tenant, reads the local market reports with the practiced eye of your Wall Street broker. When he has a load or more stripped according to the size of his crop and when the market report signals, 'fair weather,' our farmer notifies his household of his intentions of taking his 'tobacco to town'." I gaily chanted in the words of that old Virginia melody:

"I'se gwine down to town,
"I'se gwine down to town,
"I'se gwine down to Richmond town—
"To take my 'backer down dar!"

### "It Sure Is Some Day!"

"It must be a great day on the farm when the tobacco goes down to town," laughed Thomson.

"It 'sure' is some day," I replied. Then I proceeded forth with an account of the farmer starting from home in the early hours of morning. How in the chilly gray dawn of winter, with lantern swinging from coupling pole of the tarpaulin-covered wagon, the precious crop begins the last phase of its journey to the long-desired goal of the planter. Then on every turnpike leading into the county-seat may be seen a stream of tobacco wagons. They fill the streets of the town. They congest the immediate vicinity of the warehouses. Queer spectacles some of them present, and pitiful. Here you see a wagon drawn by an ill-matched mule and horse. The precious crop—probably a very inferior crop—the result of many months of labor, is protected only by a thin and insufficient bed-quilt. There you will see another load, protected only by pieces of carpet, equally inferior in quality, but in this marvelous season of 1919-20 will realize its owner a fabulous price.

### High Tide of Prosperity

"You're living in prosperous times down here," Thomson observed. "But how do you account for these high prices?" he added. "It is a long story," I replied, as I led the way to a group of farmers. Their conversation as usual in these wonderous days dwelt upon the prevailing high prices. A few far-sighted planters

feared to see a fatal slump before many years.

"In the first place," I began in reply to Thomson's question, "the manufacturer's stock has declined to the amount of many million pounds due to the increased consumption of tobacco during the World War. Furthermore the curtailment of the supply of Turkish tobaccos, also effected by the war, had caused a shortage of supply. Consequently, our White Burley is being substituted in smoking tobacco and cigarettes. Then, too, the close of the European war has opened means of trade with foreign countries heretofore unknown to the United States commercially."

"Do you look for a radical change in prices soon?" asked Thomson.

### Change Not Expected

"No," I replied, with the optimistic assurance of 1919, "prices for several years should range from twenty to forty cents a pound.. So, old top," I continued, genially, "the next time you fill your old briar pipe with fine cut, you draw some of that mild smoke from Kentucky's own fertile fields."

### All Sorts and Conditions

We leaned in silence for a while against a heaped-up basket, watching the crowd before us as it shuffled up one aisle and down another. A heterogeneous crowd it was—"niggers" and whites, farmers and fanciers, ladies and onlookers, and the inevitable "pinhookers." White and black mingle together in the crowd, for now a large percentage of Kentucky tobacco tenantry is composed of negroes. There stood a humble, patient-faced and hopeful darkey who awaited the outcome of the day's sale with fear and trembling. Here another dark-skinned planter evinced his delight over the high average of his few baskets with a hilarious whoop of joy. They add life to the crowd with their optimistic and natural fun-provoking remarks. A burst of uproarious laughing drew all eyes in the direction of its source. A grizzled old fellow was gesticulating and talking to whomsoever would listen.

"Old man Lewis is feeling his toddy, I reckon," remarked a bystander.

### Where Hope Springs Eternal

"Don't fool with the 'pinhooker,' boys," he advised. "Give your tobacco a chance at these here warehouses. They were built for us poah whites and niggers!" This last was greeted with laughter but there was a note of pathetic credulity in the old man's voice.

### Marching Up the Aisle Together

We now turned our attention to the words of the auctioneer as he and the buyers advanced up the aisle in which my own tobacco was displayed.

"Gimme sixty-four—sixty-five—*six*-ty-eight *and* a mucho-blige!" he sang, punctuating each aditional bid with a clap of the hands.

The procession had reached my baskets by this time. First came the booster, boosting for all he was worth—separating and holding up the tobacco for inspection. He was followed by the auctioneer whose fog-horn voice rose and fell in the burden of his chant. On the heels of the booster came the buyers, bidding rapidly, one eye on the tobacco, the other on the auctioneer. After them in irregular order followed the tag-pullers and tag-writers, following close in the wake of these were the farmers, including Thomson and me. The bidding went forward with a zest. The auctioneer adjusted his hat to the other ear.

"Seventy-four!" one buyer sang aloud.

"Seventy-six!" his voice was echoed.

### A Lively Scene

This was a cue for all to lay aside signals for a time. The lusty little auctioneer heaved his shoulders, wiggled his arms and clapped his hands together with a resounding smack as though he had taken a new lease on life. Bidding was spirited and took on new vigor with each soaring price. In another moment the sale was over. The crowd dispersed and I found I had topped the market for the day.

"That was great," congratulated Thomson, "and did you get the price you asked for?"

"Asked!" I exclaimed in surprise, "we don't ask a price. We just take what the buyers give us. The buyers are directed by their respective companies not to exceed a certain price."

Thomson made no comment on my explanation of this system of marketing, yet there was something skeptical in his expression.

"How many sales a week does a house have?" he inquired.

"Every day," I replied. "Thousands and thousands of pounds of tobacco are sold in this town each day and during the rush season the sales reach nearly a million pounds daily."

"A great business you have here," observed Thomson. "And you Kentuckians have *some* marketing system," he laughed.

### Meaning of "Tags"

"Why these tags?" asked Thomson as he picked from the top of my basket a blue tag bearing the letters "L. & M."

"This tag," I explained, "shows that the Liggett & Myers Co. purchased my basket of tobacco. You will also notice the name of owner, the number of pounds in the basket and the price paid."

"Come on, Thomson," I said. "It is time for lunch. But wait until I stop at the office for my check." I found my crop had averaged fifty-six cents per pound.

* * *

### The Unexpected Happens

A year later I stood in the same warehouse. My crop of similar quality as of the previous year had just gone over the brakes. I held in my hand receipts of the sale. They showed an average of eight cents. I needed the money and could not have afforded to carry my tobacco home. The situation was mystifying. All reports indicated an increased consumption of Burley tobacco. Slowly Thomson's skeptical questions of the year before came to my mind. Slowly the stupidity of the whole system dawned upon me. Here I saw my year's labor dumped on the floor to be sold in the slip-shod methods of a rummage sale. I left the warehouse in disgust. But with the resolution that this was the last time I should stand by and see my tobacco taken away from me at the other fellow's price.

* * *

### Sees Brighter Prospects

Another year has come and gone. Again Kentucky is in the midst of the marketing season. But the Kentucky planter faces a brighter outlook. Due to the united effort of more than seventy-five per cent of the tobacco growers of the state, the Burley Tobacco Growers' Cooperative Marketing Association has been formed. During the present session of the legislature the association has been legalized.

I wish that Thomson were here that I might explain with enthusiasm our new marketing system. I know he would appreciate Kentucky's more business-like methods of marketing our weed, the wealth and pride of our state.

## Natural Wealth of the South

The South has the largest sulphur deposits known in the world and produces about three-quarters of the world's supply. It has the greatest gas fields known in the world. The South has over half of the oil reserves of the country and is producing 57 per cent of the country's petroleum. Since 1910 the number of petroleum and natural gas wells in the South increased by 195 per cent, while the increase in the rest of the country was but 24 per cent. The South has over a third of the coal area and three-fourths of the coking coal of the country. In 1920 the South produced about 26 per cent of the country's coal which was 98,000,000 tons more than the output of the whole country in 1880. The South's iron resources are in keeping with its coal reserves.

## Lumber in the South

The South is producing about 50 per cent of the country's lumber and has about 40 per cent of the forest area and about a quarter of the standing saw timber of the United States.

## Monopoly Attacked

In the French Chamber of Deputies the management of the Tobacco Monopoly was vehemently assailed recently. Deputy Louis Deschamps charged the management with waste, stupidity and backwardness. The expenses of the monopoly had increased 250,000,000 francs, Deschamps said, while the annual profit to the state was only 800,000 francs, Great Britain, having no monopoly, had derived from tobacco taxes and duties 1,400,000,000 francs, the speaker pointed out.

The Minister of Finance defended the Monopoly, saying it would yield 1,091,000,000 francs in the current fiscal year, compared with 436,000,000 francs in 1913. A comparison with England, the Minister claimed, was unfair, since England was deriving the major part of her tobacco income from duties levied upon imported tobacco, while France was producing her own raw tobacco, mostly, either in France proper or in Algiers.

Opposition to the Monopoly, however, seems to be growing in France, generally speaking. If political parties were not afraid of the votes of a vast army of officeholders engaged in the sale of tobacco products, the question of abolishing the Monopoly would soon appear in the foreground. Frenchmen as well as foreigners seem to be of one mind as to the low quality of goods produced under the bureaucratic management of the industry.

## To Proclaim the Merits

To show, more convincingly, the beauty, the utility, the desirability of Florida-Georgia shade grown wrappers, to prove to cigar manufacturers everywhere the superior advantages of this choice tobacco, is one purpose of the Florida-Georgia Tobacco Growers' Association.

To date, the merit of Florida-Georgia tobacco has not been fully recognized. Why? Because of trade practices. The custom was, for a jobber, when he obtained fine Florida tobacco, to sell it, not for exactly what it was, but as something else, as a variety of tobacco that would command a higher price. In times past, according to the texture, color and trade demand, good Florida leaf has been sold as Havana, Connecticut, Sumatra and Java. Often, that such impositions might be more successfully repeated, cigar manufacturers were persuaded that no tobacco of really fine quality could come from Florida or Georgia. Such misrepresentation served to deprive Florida-Georgia leaf of a deservedly good reputation.

The Association proposes to prevent such trickery. Its intention is "to tell the world" what Florida-Georgia tobacco is and how profitably it may be used by cigar manufacturers.

## No Grounds for Fear

"Did you ask the doctor if smoking was hurting you?" "No." "Why didn't you?" "I was afraid he'd tell me it was."—*Boston Transcript.*

## Commercial Fertilizers

The South in 1920 spent $224,180,000 on commercial fertilizers, or nearly twice as much as the whole country spent in 1910.

# San Francisco Dealers Cheerful Over Business

## Outlook Bright and Going Trade Most Satisfactory—First of Month Proved to Be Turning Point in Trend of Trading—All Signs Point to Excellent Season.

SAN FRANCISCO, April 4.—Members of the trade in San Francisco, and in fact in the entire central part of California, are very cheery at the present time, the outlook being bright and the going business being most satisfactory. Last Saturday, April 1, was the turning point in the trend of trading, retailers in all lines feeling the effects of the arrival of spring and the outpouring of the public following a long siege of bad weather and the flu. Unless all signs change the trade is in for an excellent season from now on. The baseball season opened today and the San Francisco ball park was the mecca for thousands of fans, the cigar and tobacco industry being well represented in the throng. Retailers also noticed a picking up of trade as the result of the starting of the ball schedule, baseball and cigars, cigarettes and tobacco running hand in hand.

### Porto Rico-American Line

The Porto Rico-American line has been placed with Tillman and Bendel, one of the largest distributors in San Francisco, by Sam Caro, Pacific Coast representative. This announcement caused a deal of interest throughout the trade. The line includes the Pancho Arango, clear Havana; El Toro, Rey del Rey and Portina. George Solberg has resigned his position with the Testa Cigar Co. and is now associated with Mr. Caro in advancing the interests of the Porto Rico-American line. Mr. Solberg has a large following in the trade, having been associated with the business in various capacities over a period of years.

Jack Hoffman, representative of the Falk Tobacco Co., is visiting the trade in San Francisco.

### Philip Morris and English Ovals

Alexander Herbert, of Philip Morris & Co., is now circulating among the trade in the city, advancing the interests of Philip Morris and English Oval cigarettes. Mr. Herbert is arranging for extensive displays and publicity for English Ovals.

Louis Marks, traveling representative of the Joseph Rinaldo Cigar Co., is now covering the northwest territory. His firm was well represented at the opening game of the ball season today, having the usual big Palo sign on the field in a conspicuous place.

### Having Great Success

R. M. C. Glenn, of Seidenberg & Co., Roi-Tan cigars, will be in San Francisco soon. His brother, John W. Glenn, Pacific Coast representative of the company, will go to Los Angeles the latter part of this week to meet him and return to San Francisco with him. J. W. Glenn reports that the new standard size of Roi-Tan, a ten-center, is meeting with great success.

The Testa Cigar Co. is carrying on a newspaper publicity campaign in the interest of the El Palencia cigar.

W. I. Pixley, well known in the cigar and tobacco trade, is now associated with M. Blaskower & Co.

### Heavy Placements

Heavy placements of the Harvester cigar of the Consolidated Cigar Co. are reported by M. Blaskower & Co. The concern is expecting early shipments of Henry George cigars, a Sumatra wrapped Londres cigar that will retail at five cents.

Glaser Bros. are receiving express shipments of El Sidelos, the account which they recently took over. The firm reports demand as excellent.

H. Bercovich Cigar Co. is arranging a number of handsome window and store displays which will be placed during Shriners' week in San Francisco in June.

### Boosting Round Tip Tobacco

The first shipment of Connecticut round tip tobacco ever received in San Francisco has arrived at the warehouse of the Golden Gate Leaf House. Dave Horn pronounces the tobacco the finest he has ever seen and predicts a great popularity for it on this coast. He declares that it will return more cigars per pound than any other wrapper tobacco.

Stanley Ziegler has opened a new cigar factory on Fourteenth St., San Francisco.

George Gibbs, representing the Melachrino cigarette, is in San Francisco doing some specialty work.

### Meeting Extensive Favor

S. Bachman & Co. announce that the new Rothschild size of Gatos is meeting with extensive favor with the trade. This is a ten-cent seller. The company has also received large shipments of Gatos in light colors. The first shipments of La Palina, which the company is to distribute, have been received in San Francisco, but deliveries will not be made until May 1.

H. H. Manley has been visiting in San Francisco, but this week is touring the valley district.

### Feel Quite Chipper, Thank You!

With daily newspaper advertisements on four brands and with their entire line in order, S. Bachman & Co. are sitting pretty, according to W. E. Peters, salesmanager. Mr. Peters declares that with the extensive publicity on their various brands, together with one hundred per cent. co-operation from the factories in producing meritorious goods, that the continuing success of their brands is assured. Present business indicates that the firm is in for a large trade.

# Bulk of John E. Hughes Estate to Good of Humanity

## Tobacco Money to the Amount of $2,500,000 to Save Orphans, and Fit Them for Useful Citizenship—Virginia and North Carolina to Benefit by Orphanage.

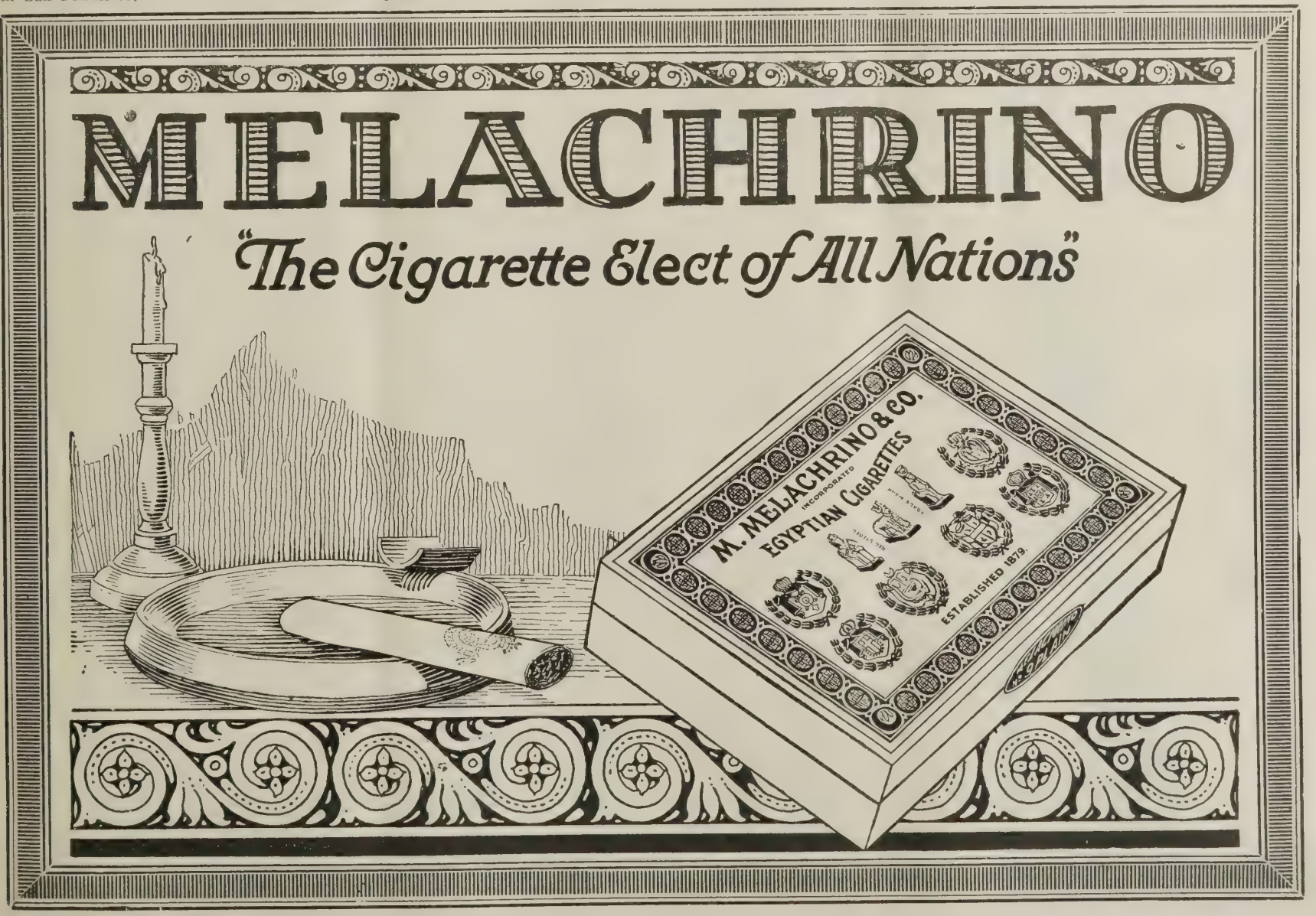
DANVILLE, Va., April 10.—The will of John E. Hughes, local leaf dealer and founder of the house of John E. Hughes & Co., Inc., who died from paralysis here recently, has been admitted to probate in the local court.

It is by far the most liberal will handed down by any Danville man of recent years, his estate valued at about three million dollars being left chiefly to charity. Mr. Hughes left $2 500,000 for the establishment of an orphanage for the white children of Virginia and North Carolina to be conducted under local auspices. He left $250 000 outright to the hospital where he lay a patient so long and he made numerous minor bequests to his two brothers and sister; also to several nieces and nephews. He remembered his personal servitors also.

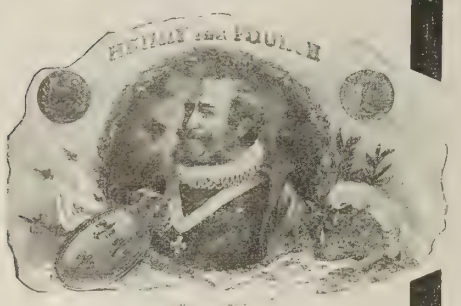
It is difficult to say just what the estate is worth. When it was made in August, 1920, Mr. Hughes was without doubt worth three million dollars. Whether or not there has been any shrinkage in the value of this estate since that time remains to be discovered by the appraisers appointed by the court who will be required to determine the valuation of his property here and in several cities of North Carolina and South Carolina.

When the will was presented to the court by his attorney a "rough estimate"

(*Continued on page* 17)



HENRY THE FOURTH



A Duplicating Value

*Filled with Havana*

*Wrapped with Conn. Shadegrown*

*Made in Tampa*

*In Numerous Blunt and Shaped Sizes Retailing at 10c to 20c*

Alvarez, Mendez & Co.

Makers

Preferred Havana Tobacco Co.

Owners

Tampa, Fla.

New York Offices
257 4th Avenue

New BANKERS 2 for 25c

## Tobacco Securities

By Marketwise

TUESDAY MORNING, April 11.—Trading in listed stocks continues in volume; the substantial gains recorded the week before were for the most part maintained. Figures reached and net changes are as follows:

| | | |
|---|---|---|
| American Sumatra | 33 | — ⅛ |
| American Tobacco | 138⅝ | — ⅞ |
| American Tobacco "B" | 136⅛ | — ⅛ |
| Consolidated Cigar | 28 | ... |
| General Cigar | 72¼ | +1¾ |
| P. Lorillard | 150¼ | +1¼ |
| R. J. Reynolds "B" | 45⅞ | +1⅞ |
| Tobacco Products | 63⅛ | + ⅛ |
| United Retail Stores | 48 | +2¼ |

The action of the American Cigar Co. in cutting the quarterly dividend from 2% to 1½% was rather unexpected at this time. The stock had been selling out of line for an 8% stock and as a result the news did not have much of an unsettling effect on prices. It has been pointed out that if the company had reduced the dividend about a year ago at the time of the 50% stock dividend, stockholders would have received 9% as compared with 8% on the old stock and the company could have added to surplus.

The very cheap MacAndrews & Forbes common once more seems to have been cleaned up and unless the present move is a false one the stock will sell higher in the near future.

There has been a close market for U. S. Tobacco common and preferred for the past few weeks on the Exchange but no actual trading has been carried on. Unless some activity starts there in the near future these issues may find their real market over the counter, like Weyman-Bruton in the past.

Mengel common continues strong and the buying is of the best character. The $5,000,000 bond issue last week was readily taken and the announcement of the issue had put a temporary halting effect in the rise of the stock.

## Traders' Tobacco Co., Inc.

PITTSTON, Pa., April 8.—Pittston has a new corporation known as the Traders' Tobacco Co., Inc., for which a charter has been granted by the State authorities in Harrisburg. The company will manufacture, buy, sell and deal in tobacco, and has a capital of $75,000. The incorporators are Henry B. Twining, Blanche K. Twining and Walter W. Harris, all of Scranton.

## American Cigar Earns $8.01

The American Cigar Company reported net earnings for 1921, after charges and Federal taxes, of $1,802,393, equivalent, after preferred dividends, to $8.01 a share earned on the $15,000,000 common stock. Directors of the company were re-elected at the annual meeting of stockholders.

## Saunders & Co.

Saunders & Co., the new leaf tobacco firm at 11 Burling Slip, New York, are getting into full swing, handling Havana and Porto Rican tobaccos.

Quality and service is the slogan of this new leaf house, and cigar manufacturers are assured of prompt deliveries from ample stocks of the best selections, and at live and let live prices.

Charles Saunders, the executive head of this promising new leaf house, has had many years of experience in the leaf tobacco business. For some time past he was senior member of the firm of Saunders & Karsch, recently dissolved. Previous to this latter connection, he was with the firm of Louis Martinez.

Associated with Mr. Saunders in his present firm is J. M. Mayorga, who is well known in the tobacco trade, having been in the business for over 50 years and still going strong.

Saunders & Co. are sure to give a good account of themselves.

## Max Gans & Sons, Inc.

A recent incorporation worthy of more than passing notice is that of Max Gans & Sons, 197 Water street, New York, whose house has been conspicuously associated with the Porto Rican leaf tobacco trade since 1902. Announcement was made in the columns of TOBACCO in December, to the effect that the firm "will begin the new year by making some changes, but the rearrangement of interests will not cause the firm to be less prominent in the tobacco business in Porto Rico." This was indeed a true prophecy. Important changes have taken place; the firm has been incorporated with a capital stock of $200,000 and has business alliances which mean much for the future of the new corporation, which is in a position to conduct an even greater volume of Porto Rican tobacco business than ever before.

The two prominent members of the new corporation, Robert Gans and Charles Gans, surviving members of the old firm of Max Gans & Son, are thoroughly experienced, and understand the Porto Rican tobacco business from the seed to smoker. They have affiliated with them in the new corporation other gentlemen who are equally conversant with the tobacco business; hence, vast expansion may be expected.

Charles Gans sailed a few days ago to look after the corporation's large tobacco interests in Porto Rico.

## American Tobacco Co.'s Annual Election

Directors elected at the annual meeting of the stockholders of the American Tobacco Co. for the ensuing year are:

Frederic M. da Costa, Percival S. Hill, George W. Hill, Thomas W. Harris, Tullis T. Harkrader, Charles S. Keene, A. L. Sylvester, James E. Lipscomb, Julius H. Mahler, Arthur C. Mower, Charles F. Neiley, Paul A. Noell and Charles A. Penn.

Officers of the American Tobacco Co. elected by the Board of Directors:

Percival S. Hill, president; George W. Hill, vice-president; Charles S. Keene, vice-president; Julius H. Mahler, vice-president; Charles A. Penn, vice-president; A. L. Sylvester, vice-president; Charles F. Neiley, secretary; Richard J. Boylan, assistant secretary; John M. W. Hicks, treasurer; James B. Harvie, assistant treasurer; Frederic M. da Costa, auditor; Henry P. Cunningham, assistant auditor, and Allan P. Turner, assistant auditor.

### J. H. McPike & Co., Inc.

J. H. McPike & Co., New York, have been incorporated, to deal in tobacco, with a capital stock of $15,000. Incorporators: C. H. Gompert, E. H. Vreeland and J. L. Walton. Attorneys, Hastings & Gleason, 258 Broadway.

### Schweders Smoke Shop, Inc.

CHICAGO, April 8.—Schweders Smoke Shop, 79 W. Monroe street, has been incorporated, to deal in cigars, tobacco, confectionery, etc. Capital stock, $5,000. Incorporators, L. P. Gervitz, Wm. Jaffe and Chas. F. Schwartz.

### Dinty Moore Cigar Co., Inc.

LEXINGTON, Ky.—Dinty Moore Cigar Co. has been incorporated. Capital stock $2,000. Incorporators, Will Kelly, L. T. Marshall and Hogan Yancey.

## To Take Over Father's Business

ALTOONA, Pa., April 8.—Fred R. Stier, son of Jacob S. Stier, the well known wholesale tobacco dealer, has returned to this city from Harrisburg, where he has been employed by the Pennsylvania Railroad Company on special work, to take charge of his father's wholesale cigar business, having resigned his position with the company. The young man held the title of chairman of the Eastern Pennsylvania Region Athletic committee. He has been in the employ of the Pennsy for the past thirteen years.


**Tobacco Stocks**

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

**We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.**

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*
**52 William Street, N. Y.**
Tel. Hanover 7728-37


## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 129½ | 134 |
| American Snuff pfd. | 94 | 100 |
| American Sumatra | 32½ | 32¾ |
| American Sumatra pfd. | 60 | 65 |
| American Tobacco | 139¼ | 139⅞ |
| American Tobacco "B" | 136 | 136½ |
| American Tobacco pfd. | 100 | 100½ |
| Consolidated Cigar | 29⅛ | 30 |
| Consolidated Cigar pfd. | 56 | 59½ |
| General Cigar | 73 | 74 |
| General Cigar Deb. pfd. | 99 | 100 |
| General Cigar pfd. | 101 | 102¼ |
| Liggett & Myers | 165½ | 169½ |
| Liggett & Myers "B" | 165 | 170 |
| Liggett & Myers pfd. | 110 | 113 |
| Lorillard, P. | 149¾ | 151 |
| Lorillard, P. pfd. | 106 | 113 |
| Tobacco Products | 63½ | 64 |
| Tobacco Products pfd. | 89½ | 91 |
| United Cigar pfd. | 105 | 110 |
| United Retail Stores | 48¼ | 48½ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 68 | 74 |
| American Cigar Pfd | 84 | 89 |
| American Mach. & Fdy. | 220 | 250 |
| American Tobacco Scrip. | 127 | 129 |
| Bayuk Bros. Com. | 32 | 36 |
| Bayuk Bros. Pfd. | 92 | 98 |
| British-Amer. Tob. Co. | 16½ | 17½ |
| Conley Foil | 11 | 13 |
| Eisenlohr & Bros. Com. | 60 | 67 |
| Eisenlohr & Bros. Pfd. | 89 | 93 |
| Geo. W. Helme Com. | 145 | 152 |
| Geo. W. Helme Pfd. | 108 | 111 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¼ | 1 |
| Imperial Tobacco Co. | 12¼ | 13¼ |
| International Cigar Mach. | 24 | 29 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 99 | 103 |
| McAndrews & Forbes Pfd. | 94 | 98 |
| Mengel Co. Com. | 37 | 40 |
| Metropolitan Tobacco | 95 | 125 |
| Philip Morris | 9 | 11 |
| Porto Rican A. T. Co. | 54 | 60 |
| Porto Rican A. T. Scrip. | 60 | 80 |
| R. J. Reynolds "A" | 70 | 80 |
| Schulte Retail Stores | 30 | 34 |
| Tobacco Prod. Export. | 4½ | 6 |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 105 | 130 |
| Universal Leaf Com. | 125 | 131 |
| Universal Leaf Pfd | 101 | 104 |
| United Profit-Sharing | 1¼ | 1 |
| Weyman-Bruton Com. | 180 | 187 |
| Weyman-Bruton Pfd. | 107 | 110 |

# Internal Revenue Collections for February

WASHINGTON, D. C., April 10.—There was a decrease of more than $3,000,000 in the collection of internal revenue taxes in February of this year as compared with the same month of last year, according to figures just available at the Treasury Department. These figures show that in February of this year the taxes collected on tobacco totaled $18,334,322.06 as against $21,378,823.73 for the same month of last year. This is a decrease of $3,044,501.67 in the collections for February of this year.

Taxes collected in February this year on small cigarettes amounted to $9,377,492.20 as compared with $12,358,801.15 for February of last year. The tax collected on chewing and smoking tobacco in February of this year amounted to $5,258,842.85 as against $4,880,964.99 for February of last year. The tax collection for large cigars for February of this year amounted to $2,974,542.25 as compared with $3,399,907.26 for the same month of last year.

The taxes collected on small cigars in February this year amounted to $69,646.20 as against $96,692.60 for the same month of last year, while the taxes collected in large cigarettes in February this year amounted to only $4,732.85 as against $27,265.24 for February of last year. The taxes collected on snuff of all descriptions in February this year totaled $583,221.01 as compared with $520,237.11 in February of last year.

### Comparative Data

The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of February, 1922. (Figures for February, 1922, are subject to revision until published in the annual report).

**Tabulations Showing the Quantity of Tax-Paid Products Withdrawn for Consumption During the Month of February, 1922, as Compared with February, 1921**

| Products | Withdrawals Feb., 1921 | Withdrawals Feb., 1922 | *Increase –Decrease Quantity | *Increase –Decrease Per Cent |
|---|---|---|---|---|
| Cigars, Large, Class A (No.) | 130,855,758 | 156,126,428 | *25,270,670 | *19.31% |
| Cigars, Large, Class B (No.) | 162,516,762 | 112,481,275 | –50,035,487 | –30.78% |
| Cigars, Large, Class C (No.) | 187,282,281 | 169,143,260 | –18,139,021 | –9.68% |
| Cigars, Large, Class D (No.) | 13,097,216 | 7,343,622 | –5,753,594 | –43.92% |
| Cigars, Large, Class E (No.) | 2,972,465 | 2,131,401 | –841,064 | –28.29% |
| Total | 496,724,482 | 447,225,986 | –49,498,496 | –9.96% |
| Cigars, Small (No.) | 64,461,733 | 46,430,800 | –18,030,933 | –27.97% |
| Cigarettes, Large (No.) | 3,876,839 | 656,340 | –3,130,499 | –82.66% |
| Cigarettes, Small (No.) | 4,119,376,533 | 3,125,819,197 | –993,557,336 | –24.11% |
| Snuff, M'f'd. (Lbs.) | 2,890,206 | 3,240,117 | *349,911 | *12.10% |
| Tobacco, Mfd. (Lbs. | 27,116,329 | 29,215,614 | *2,099,285 | *7.74% |

NOTE—The above statement does not include tax-paid products from Porto Rico and the Philippine Islands, which are shown below:

**Tax-Paid Products from Porto Rico for the Month of February**

| Products | Withdrawals Feb., 1921 | Withdrawals Feb., 1922 | *Increase –Decrease Quantity | *Increase –Decrease Per Cent |
|---|---|---|---|---|
| Cigars, Large, Class A (No.) | 697,200 | 1,521,225 | *824,025 | *118.19% |
| Cigars, Large, Class B (No.) | 376,100 | 77,975 | –298,125 | –79.26% |
| Cigars, Large, Class C (No.) | 4,337,000 | 1,222,400 | –3,114,600 | –71.81% |
| Cigars, Large, Class D (No.) | 201,900 | 76,500 | –125,400 | –62.10% |
| Cigars, Large, Class E (No.) | 7,500 | 500 | –7,000 | –93.33% |
| Total | 5,619,700 | 2,898,600 | –2,721,100 | –48.42% |
| Cigars, Small (No.) | .... | 500,000 | *500,000 | .... |
| Cigarettes, Large (No.) | 20,000 | 20,000 | ..... | .... |
| Cigarettes, Small (No.) | 45,000 | ..... | –45,000 | –100.00% |

**Tax-Paid Products from the Philippine Islands for the Month of February**

| Products | Withdrawals Feb., 1921 | Withdrawals Feb., 1922 | *Increase –Decrease Quantity | *Increase –Decrease Per Cent |
|---|---|---|---|---|
| Cigars, Large, Class A (No.) | 2,478,720 | 7,408,960 | *4,930,240 | *198.90% |
| Cigars, Large, Class B (No.) | 568,065 | 370,125 | –197,940 | –34.84% |
| Cigars, Large, Class C (No.) | 84,306 | 100,801 | *16,495 | *19.56% |
| Cigars, Large, Class D (No.) | 335 | 75 | –260 | –77.61% |
| Cigars, Large, Class E (No.) | 235 | 25 | –210 | –89.36% |
| Total | 3,131,661 | 7,879,986 | *4,748,325 | *151.62% |
| Cigars, Small (No.) | ..... | ..... | ..... | .... |
| Cigarettes, Large, (No.) | ..... | ..... | ..... | .... |
| Cgiarettes, Small, (No.) | 223,850 | 11,537 | –212,313 | –94.84% |
| Tobacco, M'f'd. (Lbs.) | 143 | 180 | 37 | *25.87% |


ENGLISH OVALS
CIGARETTES
*Blended in the Good Old English Way*

Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

*Made by the makers of*

Philip Morris

BOND STREET CIGARETTES

In the Little Brown Box

*"The Ultimate in Cigarette Luxury"*

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York


# CHICAGO

(*Continued from page* 5)

North Halstead street and P. J. Rubey Co., 9023-25 Baltimore avenue.

Patrick Cassiday has closed with the Monarch Cigar Co. of Tampa, to represent them in the southern section of the city. They make a line of Union label Tampa cigars and Pat is going to place them with his trade.

The Clayton Cigar Co. will vacate their retail cigar store at the south-west corner of Van Buren and State streets. This location has been leased by Childs Restaurant which will remodel the building and occupy the lower floor as a popular cafe.

### Seen in the Newspapers

In the newspapers now appear large ads of La Palina, Dutch Master, Robert Emmett, Van Dyck, Girard, Mi Lola, Robert Burns, Cinco and Poppers Eight Center. As many as 5 ads appear in one issue now.

### Strolling at Good Pace

B. M. Torrence, sales manager, of the Stroller cigarette campaign, arrived from a road tour. He has appointed W. J. Keegan, formerly a field manager for American Tobacco Co., as his division manager in the north-west with headquarters in Minneapolis. Frank Jones as division manager for St. Louis and Kansas City, with headquarters in St. Louis. J. E. Keeter, formerly with P. Lorillard Co. in Indiana with headquarters in Indianapolis, where a big campaign will be waged on Strollers. Harry Botske is in charge of Milwaukee, while Harry Horwitz is working the state of Wisconsin with a large crew of missionary men. Strollers are hitting at top speed in Chicago and wherever they are placed in the middle-west they are duplicating fast.

### Joins the Progressive Throngs

Herbert V. Mesick came in to tell us of the big months he has had this year for Cuesta, Rey & Co. Herb being a regular fellow handed in his $3 for a year's subscription to TOBACCO.

That popular fellow Jacob Rosenberg of Eduardo Gonzales & Co., Tampa, planted his line with Sol M. Bernstein & Co. this week.

Sigmund Rosenthal, head of the H. M. Schermerhorn, Inc., chain of retail stores is getting ready for a European trip.

Harry Young of the San Telmo Cigar Co., who has been working the southern states arrived here this week.

### Back in the Game

Ed. Wendlant, formerly a partner in the jobbing firm of Thorwart & Roehling who retired from business a few months ago, has re-entered the game. Ed. is now connected with Carlson Bros., the north-west side wholesalers and besides having inside duties he finds time to book orders from his old friends in the loop.

### In a Canter

The Pony 5 cent cigar is going along nicely with Grommes & Elson who distribute it in this market.

### Henry George Back Again

Henry George cigar which has been off the local market for several years is coming back again. One of our local jobbers will distribute Henry George which will retail at 5 cents.

A large billboard campaign on the Joan of Arc cigar will be started in the north-west shortly by the San Telmo Cigar Co. of Detroit. 200 of these billboards will be placed in St. Paul and Minneapolis. Joan of Arc retails at 3 for 25 cents.

### Settled in New Home

E. Hoffman Co. are now all set in their new home at 30 South Wells street, where they will be pleased to see their friends. The Hoffman Co. act as sole distributors of the La Palina which they carry in 19 sizes, Cyro in 7 sizes, Philadelphia Hand Made, Havana Ribbon, Charles Thomson, and other brands.

Clarke Cutler of the Nathan Elson Co. covered Milwaukee this week with Ben Bey and Iliad cigars.

At the Owl Drug Co. store, Quincy and State streets, Miss Smith has charge of the cigar department. Miss Smith is highlly educated in the retail business and has a large following.

### New Distributing Depot

The General Cigar Co., Inc., has opened a distributing depot at Milwaukee. The Lewis-Leidersdorf Co. for quite some time past have been the distributers for the General in the Milwaukee territory. The Lewis-Leidersdorf Co., one of the oldest jobbing houses in the Cream City, will now feature the brands of the Consolidated Cigar Corp.

Bob Ellis on his visit here placed the R. G. Dun cigar with the jobbing house of Many-Blanc Co. R. G. Dun is made in Detroit by the Bernard Schwarz Cigar Co.

Frank Oppenheimer of the Oppenheimer Cigar Co., Saginaw, Mich., large cigar jobbers and operators of a number of retail stores in Ohio, Indiana and Michigan, was a visitor.

### Buys Retail Stand

M. B. Seigel who operates a chain of retail stores here has just purchased the retail cigar stand in the Western Union Building at 111 West Jackson Boulevard. This stand was operated for the past few months by Edward Finder. The rumor that Seigel had rented the United store in the Western Union Building, as was published in a trade paper is denied by Mr. Seigel.—H. L. H.

**He buys by the box**

BOX sales of cigars are made to men who have decided on the kind of cigar they like.

MANY Blackstone smokers are the type that buys by the box.

THE Blackstone has a long Havana filler and an imported Sumatra wrapper. Years of consistency in quality and advertising have made it a national favorite. It is made in the most hygienic manner known to cigar manufacture.

**Blackstone**

2 for 25¢ **CIGARS** *Also makers of* TOTEM 8¢ *cigar*

WAITT & BOND, Inc., Newark, N. J.

Five in Foil 25c.

Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF

FLOR DE MOSS LA TERESA SAY-SO

**KRAUS & CO., Inc.**

BALTIMORE, MD.

*A Jobber writes:* "Your Pro Patria Cigar was a wonderful success—the quality and aroma suited my trade."

**PRO PATRIA CIGARS**

are made in 14 sizes from $60 to $130.

**PRO PATRIA IS A MILD HAVANA CIGAR**

**Jobbers can have exclusive territory.**

*Samples Cheerfully Submitted.* *Don't Delay—Write at Once.*

EPICURE CIGAR CO. 3492 3rd Ave., New York

**HEYWOOD, STRASSER & VOIGT LITHO. CO.**

Manufacturers of High Grade

**CIGAR BOX LABELS, BANDS and TRIMMINGS**

Selling Representatives

ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada

Western Representatives

PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

# Baltimore Dealers Complain About "Cut Prices"

## Legitimate Tradesmen Reduce Orders as Result of Curtailed Sales—Jobbers Note Reduction in Volume of Business—Manufacturers Buying Less Fancy Wrappers.

BALTIMORE, Md., April 10.—As was expected and foretold complaints are coming from every quarter protesting against the profitless prices current at cut-rate and chain stores. Legitimate dealers, finding their sales curtailed, order less merchandise; consequently jobbers are experiencing a reduction in volume of business. Salesmen, especially those on strictly commission basis, are feeling the drop in orders and are doing all in their power to stop this cut-throat war with its inevitable results.

### Sporting Events Help Some

With the races, tennis and lacrosse matches, and the Orioles, pennant winners of the International League, in town to furnish the attraction, local merchants had an opportunity to break away from the daily grind last Saturday and enjoy a few hours of real sport. Now that most of the golf links are in condition those who like to play the old Scotch game can take advantage of the balmy weather and play a few rounds.

In an effort to meet the demand for cheaper cigars some manufacturers are buying the less fancy types of Sumatra and Java in order to reduce wrapper costs, according to Harry Cruse, of George W. Cruse Sons, local leaf dealers. This firm is now at its new location, 125 Cheapside, fully equipped to fill the orders that young Cruse will soon be mailing from New York State.

### M. & M.

"The boys themselves" is the slogan adopted by Harry Mann and Herb Michael to let their friends and the public in general know that they have opened the M. & M. Café at 9 N. Gay street. Only the best of merchandise will be served here, consequently such well known brands of cigars as Admiration, Muriel, Tuval, Nacirema, and El Roi-Tan are on sale.

In perfect accord with spring is the store of W. A. Winter, 1416 N. Charles street, the exterior of which now sports a new coat of paint, and the interior boasts of fresh stock and new displays. This inviting combination produces agreeable music on the cash register which more than justifies the "house cleaning."

E. J. Burke, Guilford avenue and Preston street, has noticed an improvement in business since the number of unemployed has decreased. Cigar sales are not yet normal, but the demand for cigarettes continues good with Camels, Chesterfields, and Fatimas setting the pace.

### Tins Get Best Display

According to B. Sachs, Greenmount and Gorsuch avenues, cigars packed in tins have an advantage over those in wood because they are given the most prominent location of the show-case, namely, the top. Iraba, Lord Baltimore, City Club, El Reposa, Muriel, and Robert Burns are popular here.

Under the direction of Manager William H. Parker, alterations are being rushed to the property adjoining the Emerson Hotel recently purchased by the management. When completed they will provide for a spacious banquet hall and ballroom, in addition to several smaller reception rooms. At present the hotel is taxed to capacity and the cigar stand is enjoying prosperous business.

William Crump, 2923 Guilford avenue, has been appointed manager of the restaurants and cigar stands at Bay Shore Park for the ensuing season. He has been associated in a similar capacity with the Baltimore Athletic Club, and Green Spring Valley Hunt Club, and is well qualified to make a complete success of this new venture.

William Penn, a nickel cigar made by the General Cigar Co., is being distributed here by William Deiches, Inc. It is packed 1/20's and goes to the trade at $38.50 per 1,000.

### Smoking Tobacco Consumption

High-grade smoking tobaccos are being consumed at a rapid pace these days, according to Jim Powell of the American Tobacco Co. branch, 9 W. Barre street, and the factory is endeavoring to catch up with back orders on Blue Boar.

The articles and photos of tobacco plantations in the Dixie issue of TOBACCO recalled to Fred Feltham memories of his boyhood days, many of which were lived in the midst of some of Connecticut's fields. While Mr. Feltham directs the stand in the Maryland Trust Building his son, Harry, manages the Garrett Building stand.—ORIOLE.

# Baltimore Market

### Sales More Than Double Receipts

BALTIMORE, Md., April 6.—Gieske & Neimann, leaf tobacco merchants, report as follows:

Maryland:—With receipts of 183 hogsheads and sales of 358 hogsheads, the market ruled fairly active.

About two-thirds of the sales were old crop seconds, mostly low grades.

Ohio:—Nothing doing.

### Association Data

The Leaf Tobacco Association of Baltimore City issues statistics for the week ending April 5:

**Receipts**

| | This Week | Previously | Total | Net to Date | Same 1921 |
|---|---|---|---|---|---|
| Maryland ... | 191 | 1,917 | 2,108 | 1,196 | 1,567 |
| Ohio ..... | ... | 82 | 82 | 82 | 138 |
| Total ..... | 191 | 1,999 | 2,190 | 1,278 | 1,705 |

Reinspections this week: Maryland, 8; to date, Maryland, 912.

**Deliveries**

| | Maryland (Coastwise and Domestic) | Maryland Foreign | Maryland Total | Ohio | Total |
|---|---|---|---|---|---|
| This week... | 65 | 50 | 115 | 1 | 116 |
| Previously ... | 1,012 | 1,684 | 2,696 | 179 | 2,875 |
| | 1,077 | 1,734 | 2,811 | 180 | 2,991 |

**Stock in Warehouses**

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1..... | 16,690 | 3,947 | 20,637 |
| Receipts since..... | 1,196 | 82 | 1,278 |
| | 17,886 | 4,029 | 21,915 |
| Delivered since.... | 2,811 | 180 | 2,991 |
| Stocks today..... | 15,075 | 3,849 | 18,924 |

**Sales**

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week ..... | 358 | ... | 358 |
| Previously ..... | 2,991 | 365 | 3,356 |
| | 3,349 | 365 | 3,714 |

Groundleaves to date, 660 hogsheads.

# Crops and Markets

WASHINGTON, D. C., April 10.—The Bureau of Markets and Crop Estimates has issued the following report on tobacco conditions:

"Florida: General transplanting in progress. Pasco County's acreage all planted and in good condition.

"Georgia: Weather favorable for growth of plants. Recent cold spell not severe enough to cause injury.

"Maryland: Farmers are now sowing their seed beds. Because of shortage last year it is reported many farmers will sow several beds this year, thereby assuring adequate plants for transplanting when the proper season arrives.

"Tennessee: Market three-fourths over. Slight decline in prices. Plant beds all sown. Looks like increased acreage.

"Virginia: Nearly all warehouses have closed for the season. Considerable increase in acreage planned for the coming season."

# At the Golden Gate

Our San Francisco correspondent reports the pleasing presence of Alexander Herbert, president of Philip Morris & Co., of 72 Fifth avenue. The home office reports that English Ovals and Philip Morris cigarettes are gaining in popularity right along.

# Leaf Tobacco

*Virginia*
*Carolina*
*Kentucky*
*Tennessee*
*Chinese*

Communicate With Us Before Buying

## China American Tobacco and Trading Co.

Rocky Mount, N. C.
Cable Address: Chimerica

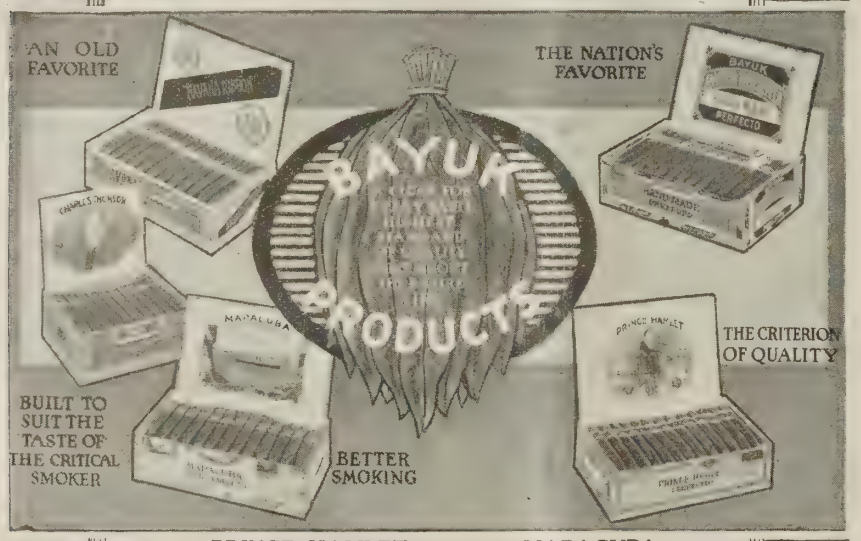
New York Offices
Cunard Building
25 Broadway, N. Y.

B

*Smokers' Tastes Differ!*

That's why there are different Bayuk Cigars and each exemplifies the Bayuk famous standard of quality:—

BAYUK BROS., INC.
Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
*PHILADELPHIA*
New York: 119 Lafayette Street Phone Franklin 3166




PRINCE HAMLET MAPACUBA
PHILADELPHIA HAND MADE
HAVANA RIBBON
CHARLES THOMSON

F
Diamond-F

PROTECTIVE PAPERS

for packing cigars, cigarettes, tobaccos, etc. Contain no wax. Sweet and pure. A sure protection.

Glassine Greaseproof
Vegetable Parchment Parchmoid

Made by

Diamond State Fibre Company
Bridgeport (near Philadelphia) Penna.

LA PALINA

*The Quality Cigar*
*Since 1896*

FLOR DE
MANUEL
CIGAR

"THE BLEND THAT MAKES HAVANA MILD"

ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

# Philadelphia Much Concerned on Price Cutting

## One Dealer Making Unusually Deep Incisions—Trade is Deeply Interested in Kelly-Stevens Price Maintenance Measure Pending in Congress—Trade Improving.

PHILADELPHIA, April 11.—The price slashing evil in Philadelphia which more than absence of business has given concern to the retail trade had during the past week two interesting developments. The most sensational of these was a red lettered offering plastered over a Chestnut Street store, announcing that its proprietor, because of alleged threat by "Chain stores" that if he sold under market price, he would be driven out of business, cut values at retail actually below the jobbing cost and calmly awaited results. Meanwhile the store is filled with buyers from a pack to as many cartons as he is willing to dispose of to a single customer.

The other fact of interest was the unanimous passage by the Cigar and Tobacco Dealers' Association of a request to TOBACCO that it republish for trade benefit at this time all, or the essential provisions of the Kelly-Stevens bill now pending in Congress and designed to make possible maintenance of minimum fair prices.

Meanwhile with the Eastertide approaching business has continued the very quiet but steady increase in sales of all nationally advertised brands, and particularly those of the lower priced class which set in during March, and though the week by week improvement is perhaps not very large, a contrast between mid-April sales accounts and those of mid-March show a very substantial gain. The trade, therefore, can enter into the joyousness of the Eastertide with proper spirit. The centrally located retailers report a most satisfactory increase in counter sales, although the gain in box trade is still very small. However, the satisfactory feature of the situation is that on every fair day, sales are quite satisfactory, although on murky days they show a falling off. The deduction drawn by the trade is that purchasing power still exists, and that it is now, as always, a matter of the disposition of the buyer whether sales will be active or slow. Those dealers who maintain an outside sales force are impressing on their organization the importance of good salesmanship, not mere order taking in these times when the buyer still commands the market, and when he must be appealed to for business.

### Making Healthful Progress

Manufacturers of the larger class with a widespread distribution repeated during the week the story of the previous one, the burden of which was that the market slowly but consistently was growing along healthful lines, that their anticipations of the early part of the year were at last being realized and that if there had been a weakening of confidence the experiences of the last few weeks particularly were such as to justify a strengthening of them. A tour of the larger and representative manufacturers finds the optimistic attitude uppermost and the trade retrospect, while not up to what had been predicted, still on the whole quite satisfactory.

The leaf trade is the only branch of the business where there is at times complete stagnation. On the other hand there are occasions fewer in number, however, when real activity is evidenced. The business in brief is spotty, but there is entire confidence that the days of dullness steadily will become fewer and that by the turn of the mid-year a good normal business again will be done.

### Association Making Headway

The Association held another session of good fellowship and business conference at a fairly well attended meeting of representatives of the jobbing and the retail trade, and the first of the manufacturers whom, under the recent revision of constitution and by-laws, it is proposed to take into membership. The honor of being the first of the manufacturers to join the Association fell to A. A. Gumpert of Gumpert Bros., and he unanimously was elected. It is believed, and certainly is hoped, that before the next meeting, which will be held on April 19, additions to the manufacturers' list will be made. While the meeting of the week was held again at the Café Louis, 12th and Walnut Streets, some of the members suggested that it might be well to move around the city, and place of the next session still is to be announced. Additions made to the list of salesmen included Charles Wilder of Roig & Langsdorf, and John Van Miller, former head of the dissolved cigar department of Reeves, Parvin & Co., who now has the Bachia and several other factory accounts.

### Urged Large Attendance at T. M. A. Convention

President Schoch called attention to the forthcoming T. M. A. Convention which is to be held in Washington May 24 and 25, and to which he urged the largest possible delegation from Philadelphia, because of the critical times in the industry and the opportunities for improvement afforded to the National gathering. General discussion took place on the question of fair price maintenance and in this connection, attention was directed to what the members were informed were the general provisions of the Kelly-Stevenson Bill. It is understood to provide that manufacturers of article may register their brand with the government and may prescribe a minimum price at which they can be offered at retail.

### Want Full Information

If this is the effect of the measure the Association favors it. However, it does not propose to proceed without a thorough acquaintanceship with the facts, and therefore President Schoch was instructed to write a formal letter to TOBACCO as an organ of the trade to publish the bill so that it may secure the widespread publicity which the cir-

(*Continued on page* 31)

# Pennsylvania Tobacco Buying Continues Actively

## Manufacturing and Packing Interests Out Picking Up Crops That Appeal—Prices Show Decline—Some Farmers Holding Weed for 15 Cents—Better Feeling Prevails.

LANCASTER, Pa., April 8.—Buying continues lively—buyers both from the manufacturing and packing interests were still in the field picking up crops that appeal to them, both as to burn and price. There is, conservatively speaking, about 20 per cent of the tobacco raised last year still in farmers' hands.

Prices have receded somewhat and while choice crops were bought last week for 12 and 13 cents for wrappers and 2 cents for fillers, this week the same grades of tobacco were bought from 10 to 12 cents for wrappers and 2 cents for fillers.

### Want 15 Cents

A number of farmers in certain sections of the country, principally north of here, are holding their tobacco at 15 cents for wrappers and 3 cents for fillers. This is a prohibitive price for the buyers and packers to pay and the consequence is they have their crops still on hand and are taking chances of it spoiling in the bales, and at same time losing a lot of shrinkage. It is a herculean task to convince farmers that they must do as other merchants—reduce the prices of their product and conform to the downward trend of prices. Some of them are obstinate and will not listen to reason with the certainty that they were originally offered, besides losing the shrinkage.

Five cent cigars have come back in the market to stay and of course buyers are limited to the prices they can pay in order to build nickel goods.

### Co-operative Packing

Farmers' associations are packing thousands of cases for the raisers and will be a big factor in the market this Fall and Winter when the tobacco is cured and ready for sale.

They however, pack good, bad and indifferent crops, and a man demanding high grade goods will have a hard task to select such tobaccos as he can use from these associations.

A grower is a whole lot better off if he sells a good crop to a regular packer, as when he takes it to an association warehouse at marketing time he will be the "goat," for the associations will use his crop as a sample to sell poorer and inferior goods, and while this tobacco is worth a whole lot more than lots of other goods in the packing, still he will receive no more for it when the packings are sold in the entirety.

This is the worst condition an owner of good tobacco has to contend with when giving his crop to the co-operative associations to pack and the writer's advice to these people is "Sell to the highest bidder and avoid all chances of damage such as black-rot, mold, must, and above all 15 to 20 per cent of shrinkage.

Albert Kashland, formerly buyer and superintendent of Wertheimer Bros., of Baltimore, is putting up a packing here of about 500 cases and is scouring the county hunting for high grade good burning crops.

Ed. Brill, of W. S. Brill & Son, N. Y. City, with a packing house here on N. Mulberry street, is riding the county and buying heavily of thin good burning tobacco.

Meyer Dembo, connected with Seachrist & Leonard, packers of Mt. Joy, this county, sold two car loads of 1921 fillers this week. Meyer is receiving congratulations from his numerous friends here. His son Leonard, a doctor in a children's hospital in New York city, is engaged to a very charming and estimable young school teacher in New York. The young lady is brilliant, cultured and beautiful, and Meyer bears the "smile that refuses to come off," he is so pleased with his son's choice.

Michael Hoffman of Marietta, a large packer, is in the market buying 1921 fillers for speculative purposes.

Jacob Streavig of Red Lion, Pa., a big operator in that section, was here this week and bought five car loads of 1921 fillers, also a big amount of Manila scrap.

Joe Schwartz, the dynamic cigar broker of Cleveland, and national globe trotter, is here placing orders for Spring trade amongst the various factories whose accounts he controls.

Isaac Hostetter, leaf jobber of York, Pa., bought several car loads of 1921 fillers here this week.

A. Horowitz, of Horowitz Bros., Pittsburgh, who have a packing house here, is out in the field buying "toppy" crops to supply the stogie trade in his section.

The Lancaster Tobacco Products Co., with C. A. B. Zook at its head, has gone into the manufacture of fertilizers and insecticides from tobacco stems and fine scrap.

They started in very auspiciously. Have bought a large plant here and have equipped it with all the latest machinery for the manufacture of all by-products of tobacco, and are making a success of their venture.

### Cigar Factory Resumes Operations

The Mendelsohn Cigar factory resumed operations here on Monday last. Everything is in shape to operate permanently and 150 people will be employed at the factory in a short time, according to the plans laid out by the management. The factory will be in charge of J. J. Gries, of Lancaster, formerly of the P. Lorillard Co. and recently of the Consolidated Cigar Corp., at the Binghamton, N. Y., branch.

The firm suspended operations here last December and their resumption here is a big boon to the city, and shows the cigar business is on the mend and gives employment to some of our most skilled cigar makers.

The Henry Weil warehouse situated on N. Water street, here, formerly occupied by Hipple Bros. & Co., of Philadelphia, has been rented by the P. Lorillard Co. interests here for storage purposes.

### Demand for Cuttings

Cigar cuttings seem to be in big demand in this section, and the market for this commodity is rising—there seems to be a big shortage and manufacturers of tobacco are bidding high prices for these goods. Price offered the trade for this commodity is higher than it has been in past two years and if demand keeps up prices will go up in sympathy with the movement.

The writer has, on good authority, learned that a large New York concern which exports tobacco, is in the market and bidding higher prices than our American tobacco manufacturers. H. G. Blasser & Co., of York, Pa., called a meeting of their creditors on Tuesday last. Their financial embarrasment was caused by the illness of H. G. Blasser, senior member of the firm, who was unable, on account of physical disability, to attend to their business affairs, also on account of depreciation in value of their stock. Mr. Blasser compromised with his creditors for 30c on the dollar and is to pay this obligation in 90 days. They owe upward of $30,000 and Mr. Blasser has the sympathy of the trade as well as his friends. Harry is an old-time salesman, having been on the road for upward of 40 years; well known and liked by his trade and everyone wishes him to soon be on his feet again,

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FOR LIVE JOBBERS
CLASS A, B AND C
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Growers and Packers of
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Your opportunity to show and sell
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A Mild, Aromatic Cigar
MADE IN PORTO RICO
Thirteen Sizes
SPANISH HAND-MADE
*Correspondence Invited*
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SANTURCE, P. R.

Herminio Madera
ALONSO RIERA & CO.
PACKERS OF
Porto Rico Leaf Tobacco
Importers and Exporters
*The Tobacco Palace*
SAN JUAN, PORTO RICO

and they all say, "you can't keep a good man down."

### More Optimistic

The cigar manufacturers seem a whole lot more optimistic than at last writing; orders appear to be coming in steadily, while not for large amounts of goods, nevertheless it shows a conservative improvement in business, which is a stepping stone to normalcy before many months.—DICKIE.

## Co-operating with Salvation Army

The tobacco trade of New York City is co-operating generously with the Salvation Army in the home-service appeal which it will make May 1 to 10 for $500,000 to be raised in Greater New York to finance its manifold relief and welfare activities throughout the coming year.

The industrial organization of the city, according to its various lines of activity, is being carried on with exceptional thoroughness. Asa Lemlein, of E. H. Gato Cigar Co., 16 Hudson street, has accepted the chairmanship of a Tobacco group, and an effort will be made to reach every person in the tobacco trade with the appeal of the Salvation Army.

Thirty different lines of trade already have their organizations under way and their chairman selected in order to secure the maximum public response to the Army's concentrated city-wide effort. Before the work of active solicitation begins, it is expected that sixty more names will be added to the list of chairmen in the industrial division. In addition to the industrial group committees there is a general citizens' committee of 150 members organized and actively participating in the direction of the campaign plans.

Statement of the ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of TOBACCO, published weekly at New York, N. Y., for April 1, 1922.—State of New York, County of New York. Before me, a notary public in and for the State and county aforesaid, personally appeared R. T. Tanner, who, having been duly sworn according to law, deposes and says that he is the business manager of TOBACCO, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit: 1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher, Tobacco Trade Journal Co., 10 East 39th street, New York, N. Y.; editor, C. L. Franklin, 10 East 39th street, New York, N. Y.; managing editor, none; business manager, R. T. Tanner, 10 East 39th street, New York, N. Y. 2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent. or more of the total amount of stock.) Tobacco Trade Journal Co., 10 East 39th street, New York, N. Y.; Stockholders: Estate of Charles H. Jones, 10 East 39th street, New York, N. Y., Macdonald Publishing Co., Inc., 10 East 39th street, New York, N. Y. Stockholders of Macdonald Publishing Co., Inc., owning one per cent. of its stock are: August Blatt, 10 East 39th streeet, New York, N. Y.; J. W. Fellows, Bristol, N. H.; Chas. H. Hall, 10 East 39th street, New York, N. Y.; Samuel Mayer, 10 East 39th street, New York, N. Y.; Geo. S. Macdonald, 10 East 39th street, New York, N. Y.; Wm. B. Rogers, Jr., 10 East 39th street, New York, N. Y.; Herman L. Reis, 10 East 39th street, New York, N. Y.; Nicholas Volk, 10 East 39th street, New York, N. Y.; Arthur L. Zabriskie, 10 East 39th street, New York, N. Y. 3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: *None.* 4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

RICHARD T. TANNER, *Business Manager.*

Sworn to and subscribed before me this 11th day of April, 1922.

[SEAL] AUGUST BLATT.

(My commission expires March 30, 1922.)

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Packer of
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*Correspondence invited.*
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We handle Turkish, Greek, Russian, Chinese, Virginia, Ohio and Burley Tobacco.
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135 Grand St., New York

# York County Factories to Stick to Short Filler

## Decide to Abandon Idea of Making Five Cent Long Filler Cigar —Will Not Sacrifice Quality for Sake of "Name"—York County 1921 Tobacco Crop Remains Unsold.

RED LION, Pa., April 8.—York County cigar manufacturers of short filler cigars have abandoned the idea of making a five cent long filler cigar. The call for long filler nickel cigars has not been so great, still there were some jobbers insisting that such a cigar be furnished to retail at 5c. The manufacturers in York County have built up a very extensive business on short filler cigars and are giving quality and workmanship for which they receive $30.00 per thousand. The smoker is in the habit of smoking quality cigars and will accept no other kind, therefore, to manufacture a long filler cigar to retail at 5c, only the cheapest grades of tobacco could be used and workmanship would be the same as it had been during the war. The York County cigar manufacturers are not the kind that will sell a man once and load him up with inferior cigars and then forget they ever knew him. Their method is to give quality and workmanship and make him a customer. That is the reason they will stick to short filler cigars in which "quality" predominates.

### Cigar Manufacturer Raises Wages

T. L. Adair of T. L. Adair & Co. advises that his concern has advanced the wages for the making of cigars. Their best seller, Ar-Good cigars, are going strong.

### New Factory Completed

P. B. Tyson, an old hand in the cigar game, has finished erecting a large cigar factory in which he will employ many cigar makers. Mr. Tyson recently closed out his factory at Bittersville and will move his equipment to his new factory in Red Lion.

The Kaltreider Cigar Co. has added a large number of cigar makers to its force this week. Business with them is reported good.

The P. & H. Cigar Co., J. C. Winter, President, reports that this concern recently incorporated for $500,000, are arranging to take on more help to make the O'San cigar which is made in seven different sizes and retails from 10c to 3 for 50c. James W. Kelly, secretary and general manager, accompanied by J. F. Etts, general sales manager for the O'San cigar, will spend a week in and around New York City in the interest of this cigar.

W. C. Frutiger & Co. report that they are unable to fill their orders on time, being several weeks behind in deliveries. This concern is making the Bank Note cigar.

Arthur Thompson, junior member of T. E. Brooks & Co., returned from New York City where he spent several days in the interest of Old Abe cigars.

C. N. Foreman & Co. report many orders and are working full time to meet the demand.

Vernon Frey of A. C. Frey & Co., left for a trip through the western states in the interest of his company.

### Quality Shorts Arrive—Weekly Shipments

Five carloads of Key West shorts arrived this week and will be distributed among the cigar manufacturers. An average of five cars are received each week. The Inter-State Tobacco Co. are the distributors.

### York County 1921 Crop in Hands of the Farmer

Many farmers can be seen visiting the local tobacco dealers but are unable to sell their product, the main reason being the low rate of foreign exchange. This tobacco with a large percentage of Lancaster tobacco for the past three years was bought by the Meads Tobacco Co., but this year they have showed no signs of going out in the field. Their reasons being the low rate of foreign exchange.

### Local Manufacturers to Run For State Jobs

T. E. Brooks, of T. E. Brooks & Co., and B. M. Hannigan, of the East Prospect Cigar Co., and president of the York County Cigar Manufacturers Association, have finally consented to the urgent demands of their many friends to represent them at the State capitol. A petition was filed for Mr. Brooks for State Senator and for Mr. Hannigan for the Lower House. Mr. Brooks is now our representative in the assembly at Harrisburg, and had voiced his desire to retire from politics and give more time to his cigar business. Mr. Hannigan also stated that he would prefer that some other man from this district represent them, but their many friends could not be pushed aside with these views, and finally won out.

### News From York

The Celestino-Costello Co. have moved their cigar business into new quarters vacated by Kraus & Co. at the rear of North George street. This concern manufactures the Barrister and Roundup cigars.

Douglas Fairbanks cigars are going strong according to the latest reports from their manufacturer, C. S. Gable.

The Ajax Cigar Co., located on North George street and 7th avenue, report the addition of more cigar makers to their force.

Keen Kutter cigars, manufactured by H. F. Martin, are moving fast. Mr. Martin reports that they are away behind in making deliveries.

The Central Cigar Co., of this place, reports new business and are working full time to meet the demand.

Several cigar box factories report that business is very good and cannot supply boxes fast enough.—"ROUNDER."

## Bulk of J. E. Hughes Estate to Good of Humanity

(*Continued from page 9*)

of the estate's value was put at $1,700,000. The executors of the estate were required each to give bond of $2,000,000 without security. Later Julian Meade, attorney for Mr. Hughes, said that the rough estimate given to the court by no means established the worth of the Hughes property, but it was the nearest which could be made at that time. It was arrived at purely for the purpose of setting an adequate bond.

The bequest founding an orphanage is a beneficence which will make itself felt in two states. Of the $2,500,000 left for this purpose half a million dollars is to be used in erecting suitable buildings on the large Hughes estate near Danville where the Orphanage will be founded. The remaining two million dollars will be invested and the annuity will go towards the maintenance and support of the institution.

The will was very clear in detailing how the orphanage should be established. The deacons and elders of the First Presbyterian church where Mr. Hughes held his membership are to name a board of trustees which will direct the founding of the establishment. The children will not only be cared for and educated in the institution, but they will also be taught useful avocations which means virtually the inclusion in the orphanage of a manual training school for girls and boys. One provision of the will provides that his body be removed from the local cemetery and placed on the grounds of the institution.

That Mr. Hughes had for long cherished the idea of leaving his accumulated fortune for the benefit of the public is indicated in one clause of the will in which he explains why he made comparatively small bequests to his own kinsfolk. He said that he had long been controlled by a desire to found the orphanage and that the use of his money in this respect should not be considered by his kinsfolk as a lack of affection.—TETLEY.


# WATCH YOUR BARRELS AND BALES

WHEN BUYING PORTO RICAN TOBACCO

THE GOVERNMENT NOW GUARANTEES

THE EXACT SOURCE OF

# ALL TOBACCO EXPORTED FROM THAT ISLAND

**Tobacco Stamps:**

White—Genuine Porto Rican growth.

Blue— Mixture of Tobacco grown in P.R. & other countries.

Pink— Tobacco of Foreign growth.

**Cigar Stamps:**

White—Mfd. in P.R. with Tobacco produced in P.R.

Blue— Mfd. in P.R. with Porto Rican and other Tobacco

Pink— Mfd. in P.R. with Tobacco not a product of P.R.

**TAKE NOTICE THAT**

Every package containing Tobacco Leaf, Scrap, or Cigars, either for domestic use or for export, must display a GUARANTEE STAMP.

The buyer of Tobacco or Cigars can now tell whether he is getting genuine Porto Rican Tobacco or an inferior Tobacco shipped into the Island and reshipped as Porto Rican.

***Information about Guarantee Stamps or Porto Rican Tobacco gladly given.***

## GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

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## Are You Stemming Tobacco by Hand?

**REDUCE YOUR STEMMING COST—
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Our tobacco stemming machine will stem your cigarette, plug and smoking tobaccos and your cigar filler at less than half of what you are now paying.

**100 MACHINES ARE OPERATING DAILY IN ONE FACTORY**

***Write for Full Particulars***

**TOBACCO STEMMING MACHINE COMPANY, Inc.**
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# Dibrell Brothers, Inc.

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
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ORDER OR CONTRACT — COMPLETE FACILITIES
CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION
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Commission Merchants and Exporters
If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.
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**W. T. CLARK & COMPANY** Established 1887
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INCORPORATED
**LEAF TOBACCO DEALERS**
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.


# Co-operative Marketing Plan Meets Obstacles

DANVILLE, Va., April 11.—Interest of the tobacco world was centered during the past week in the situation created by the Tobacco Growers Co-operative Marketing Association in the bright belt. Sudden realization appears to have come upon the market towns embraced in that territory that their future economic welfare depends in very large measure upon the success or failure of the movement. The potentialities of this movement which were outlined in these columns over six months ago have become very real, especially since it is generally realized that the co-operative organization is by no means a mere paper organization but one which has strong financial backing in New York—the sort of backing which is able to offer comparatively young men $50,000 per annum salaries and to make wholesale bids for tobacco property.

While the smaller market towns have become reconciled to the new sales plan the larger cities have not evidenced any great relish for the plan. Wilson, N. C., Danville and Lynchburg, the latter a dark leaf market, have declined to offer warehouses for sale to the association, this probably being due to the fact that in these cities are very large investments in the tobacco warehouse business, and it is readily seen that if co-operative marketing is a material success it will strike a sharp blow to this particular phase of the industry.

At the meeting held recently at South Boston when Tucker C. Watkins, director of warehouses for the Association, met representatives of 28 out of 35 Virginia markets and offered terms for the purchase or leasing of warehouses, Danville was not represented, but Danville observers who went there to see which way the straws were flying in the wind, returned impressed by the fact that among a very large proportion of tobacco growers is a keen resentment against what they conceived to be Danville's attitude. This realization was swiftly followed by a meeting of the allied business interests of Danville and the adoption of a set of resolutions designed to correct the impression abroad that Danville as a community is intolerant of the new marketing system. The resolution commended the Danville warehousemen for their stand in announcing that they would run quadruple leaf sales by auction next season and at the same time offered to the Co-operative Association assistance in securing warehouse property. The attitude of the business men through various commercial bodies is that no matter how tobacco is marketed next season, Danville wants its share and the community does not propose to enter into a trade fight. The meeting was a long one and it was pointed out that the warehousemen felt a certain obligation to that proportion of tobacco growers by continuing auction sales. To abandon that system would be to deny many growers an opportunity of marketing their tobacco at all and would be a form of coercion since it would mean that the "hold-outs" would have to sign the five-year contract.

There seems little doubt, however, that the larger markets will suffer through the operation of the new sales plan. No longer will farmers trek for miles to the market where they know the best prices prevail at auction. If, as the co-operative marketing advocates claim, 75 per cent of the growers are signed up, comparatively little tobacco will be brought here. Farmers will find delivery warehouses scattered all over the bright belt and it will not be necessary for them to come to the larger markets because their tobacco will be graded and priced in the smaller towns just as well and easily as in the larger cities. Thus there will be a certain trade stagnation resulting.

Reports from Wilson indicate a sharp fight on the issue. This week business men have been canvassing within a radius of 70 miles urging the farmers to continue to patronize the Wilson auction market. Circulars have been broadcasted announcing quadruple sales next season. One realtor who recently let a contract for the building of two handsome stores is reported to have stopped work on the buildings expressing the view that if co-operative marketing succeeds it will be a poor investment. The situation at Wilson is, however, different from that in Danville. In this section the countryside is so well organized that any effort to combat co-operative marketing such as is being done in Wilson would arouse resentment among the rank and file of the growers.

The situation seems to be developing into one of watchful waiting, the results to be determined when the next tobacco season begins in September.

In the meantime some of the small town tobacco warehouse owners have found it impossible to sign away their property on the terms proffered. Edmondson's and Planter's warehouses, two of the largest in South Boston, have announced that they cannot see their way clear to sign the contract and have come out for auction sales next season.

Copies of the contract which Tucker C. Watkins, director of warehouses for the Co-operative Marketing Association presented to the Virginia warehousemen at South Boston have been brought to Danville and have been read with keen interest by the tobacco men.

As presented by Aaron Sapiro, attorney for the association, the contract provides that the association will either lease the warehouse property for five years and four months beginning September 1, at six per cent of its market value, the district corporation to pay taxes and insurance and to keep the plant in fair condition, or will buy at a price to be agreed upon. Three methods under which purchase may be made are outlined.

Under method one any mortgage or deed of trust not maturing before December 30, 1923, may remain upon the property. The association agrees to pay two-thirds of the market value in preferred capital stock of the district corporation in five classes, each bearing seven per cent cumulative dividends. Of the stock, two classes will be retired in 1926 and three in 1927. The remaining one-third will be paid in income serial bonds at six per cent which the corporation agrees to retire one-fifth each year, beginning in 1924.

All liens must be removed from the property under the second method. The association will pay one-fourth of the property market value December 15, 1922. Preferred stock will be given for one-third of the balance and bonds for the remainder. The corporation may increase the ratio of stock.

Method three also stipulates that all liens must be removed from the property. Payment will be made in six per cent promissory notes endorsed by the association, all dated August 1, 1922, payable in 15 equal payments, the first due in six months and the remainder payable every other month until completed.

Guarantee of payment of interest is made by the association and all papers must be prepared so that the property can be turned over to the association August 1.

Warehouse men signing the contract agree to manage or carry on the warehouses if the association requests and as the association may direct at a salary to be fixed by the association.


# THORPE & RICKS

Codes—Arnolds Nos. 5 & 15
A. B. C. 5th Edition.
Cable Address: THORPE.

Established 1886

**BRIGHT LEAF TOBACCO**

TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

**We have large and improved facilities for buying and handling**

Fair market value shall be computed upon open market and not as though warehouses are being thrown on the market under forced sale or on basis of present reproduction costs. Should no agreement upon price be reached between association and owner before June 1 a board of arbitrators shall be appointed by the association, one by the warehousemen, and the third by these two. The conclusion of these three shall be regarded as fair market value. If one board fails to agree others may be appointed.

Should price not be fixed before August 1 transfer shall be made under provisional valuation until a final adjustment of price is reached.

Both signers agree that the contract is unassailable.—TETLEY.

## Wilson Market to Open for Auction Sales Aug. 8

WILSON, N. C., April 8.—The Wilson Tobacco Board of Trade, under yesterday's date, sent a notice to the *Tobacco Farmers,* as follows:

"It having come to our knowledge that reports have been circulated to the effect that some of the Wilson Warehouses would not sell tobacco at auction the coming season, this is to advise you, and we want you to tell your friends, that every Warehouse operating in Wilson in 1921, namely, Centre Brick, Watson, Smith's, Banner, Planters and Farmers, will open their doors for the sale of *Leaf Tobacco at Public Auction on Tuesday, August* 8, 1922.

"Wilson having outgrown "Triple Sales," it will have the coming season, four houses selling simultaneously, instead of three as heretofore, and we have an assurance from all of the companies represented on this market, that each of them will have four buyers here. We feel sure that you will appreciate our efforts in this direction to keep off *Block Sales.*

"The same system that has been used in Wilson for the past thirty-one years of paying cash for each lot of tobacco as sold, will be continued, and we have the assurance of every warehouseman and every buying company that your interest will be safe-guarded on the Wilson Market in every possible way.

"We want to impress upon the minds of every seller of tobacco, that he will continue to enjoy the right to pass upon the price offered him for his tobacco.

The warehousemen of Wilson are not strangers to you, they have invested their all in the Wilson Market, and will protect it in every way possible. You have seen the strenuous efforts of your favorite warehouseman and his associates put forth in showing up every pile of tobacco. You know of their worthiness. They pledge themselves anew to your service.

Bring your tobacco to Wilson, *the Largest Tobacco Market in the World* by reason of the excellent service rendered its patrons."

## Small Receipts at Richmond

RICHMOND, Va., April 8.—Tobacco continues to come in, but in small quantities. There is no change in quality of offerings, and demand keeps up at stable value of last few weeks, though only a few buyers are on the market.

Total sales for weeks were 21,700 pounds, sold at $19.60 per hundred average.— R. C. MORTON & Co.

## Lynchburg Men Did Not Sign

LYNCHBURG, Va., April 8.—Decision not to sign the contract for warehouse lease or rental offered at South Boston by the Tobacco Growers' Co-operative Association has been made by R. G. Robertson, president of the Lynchburg Tobacco Warehouse Co. and J. Frank Pugh, vice president, who attended the meeting of market men held Wednesday. Auction sales will be conducted in Lynchburg as usual next season, Mr. Robertson said.

Mr. Robertson said that not all of the markets represented at the South Boston meeting entered into the agreement and that the majority of those who signed did so with reservations that they might take the contract home and make a final decision upon ratification after consulting with local business interests.

Lynchburg warehouse men had not planned to be represented at the meeting until Monday, since the only communication from the association came in the form of a circular letter. At a meeting held Monday at the Chamber of Commerce, however, it was decided to be on hand to hear the terms to be offered by the association.

It is said that while warehouse men here would not consider signing the contract offered at South Boston they would be glad to have representatives of the association come to Lynchburg and talk over other terms under which the owners will be willing to lease their floors.

## Getting Line on Burley System

LEXINGTON, Ky., April 7.—R. R. Patterson, of Richmond, Va., and C. B. Cheatham, of Henderson, N. C., both tobacco experts, now in charge of the leaf department of the new Tri-State Tobacco Growers' Co-operative Association, composed of growers of Virginia, North Carolina and South Carolina, who have formed an organization of 65,000 members controlling 370,000,000 pounds of bright and dark tobacco this year, were in Lexington Wednesday to look into the business methods of the Burley Tobacco Co-operative Association.

The visitors called on President Stone to learn something of the methods of the Burley Association in conducting its business. They also called on Director of Warehouses Ralph H. Barker and learned of the method by which the warehouses of the Burley district were obtained for the association. They are in charge of the bright leaf department of the new southern association and were looking into the Burley plan of handling problems of grading, storing, redrying and selling, for which they will have charge when the time comes to market the new bright crop.

"We are in Lexington to get acquainted with the Burley people," said Mr. Patterson, "and the methods of the Burley Association. We have been greatly pleased with what we have learned of the success of the Burley Association and feel sure that we shall profit in Virginia and the Carolinas by what we have learned of its methods."

Mr. Cheatham also expressed himself as pleased with what he had been told of the progress of the Burley Association and declared that the bright tobacco growers would endeavor to follow where possible the methods of the Burley organization.


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*Correspondence Solicited.*

# Louisville Tobacco Market Reports

LOUISVILLE, Ky., April 8.—The Tobacco Board of Trade makes these tabulations:

### Tobacco Sales for the Week and Year to April 7

| Warehouses | Week: Auction sales | Week: Private sales | Week: Total for week | Year. Jan. 1 to date |
|---|---|---|---|---|
| Turner | 129 | ... | 129 | 2,282 |
| Kentucky | 313 | 53 | 366 | 7,088 |
| Main Street | 54 | ... | 54 | 3,411 |
| Planters-Farmers | 247 | 4 | 251 | 8,672 |
| New Tenth Street | 92 | 80 | 172 | 4,950 |
| Louisville | 280 | 7 | 287 | 5,749 |
| | 1,115 | 144 | 1,259 | 32,152 |
| Year 1921 | | | 1,617 | 30,184 |
| Year 1920 | | | 1,037 | 28,309 |
| Year 1919 | | | 744 | 32,033 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 990 | 173 | 1,163 |
| Dark | 87 | 9 | 96 |
| | 1,077 | 182 | 1,259 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 20,250 | 10,740 | 30,990 |
| Dark | 906 | 256 | 1,162 |
| | 21,156 | 10,996 | 32,152 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 28,486 | 27,338 | 29,655 |
| Dark | 1,698 | 971 | 2,378 |
| | 30,184 | 28,309 | 32,033 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 14,402 | 26,347 | 26,399 |
| Sales of new crop to date. Original inspection | 11,972 | 21,959 | 21,872 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley | 244 | ... | ... |
| Dark | 10 | ... | ... |
| Total | 254 | 411 | 261 |
| Percentage of rejections to auction sales: | | | |
| Burley | 23 | ... | ... |
| Dark | 13 | ... | ... |
| Total | 23 | 23 | 25 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 6,820 | ... | ... |
| Dark | 214 | ... | ... |
| Total | 7,034 | 5,914 | 7,069 |
| Receipts— | | | |
| Receipts this week | 828 | 1,418 | 394 |
| Receipts, Jan. 1 to date | 20,980 | 23,292 | 20,219 |

### Official Quotations at Louisville, April 7, 1922

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix) | 5 to 6 | — to 7 | 7 to 8 | — to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common Lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good Lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Com. Leaf (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common Leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium Leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and Selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common Lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium Lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good Lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Com. Leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common Leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium Leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and Selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## More Active at Paducah

PADUCAH, Ky., April 8.—The market has been more active during the past several days than it has been for the past two weeks. There has been more demands for the common grades and selling has been some heavier. Still the sales are light as compared with a few weeks ago. There has been quite an accumulation of stock on the loose floors during the dull period and lower prices on the common and low grades, but since prices have gotten better the greater part of this has been sold. Farmers are bringing more tobacco to market since they have heard of the improved market condition.

The greater part of the offerings continue to be of the low and common grades, which are selling at 10 to 15 cents. There is a sprinkle of good common to medium selling at 15 to 22 cents, while a few loads of good leaf have sold at 22 to 26 cents, but there is very little of the better grades left in the unsold stocks.

The weather for the past month has been favorable for handling loose tobacco and the greater part of the unsold

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stocks have been gotten ready for delivery and we expect the most of it now to come in within the next few days. It is hard to say what remains to be sold in this district. The quantity is estimated all the way from 5 to 8 million pounds. No doubt 5 million is nearer the correct figure.

The damp, warm weather is making plants grow rapidly and indications are that there will be a bountiful supply for early planting. Very little preparation has been made so far, but with a few days of drying weather farmers will get busy and be ready for planting by the time plants are ready. Usually some planting is done early in May and continues through May and June, but with plenty of plants most of the crop should be gotten out this year by the 20th of May.

A few sales of old leaf have been reported during the past week, most of which was Association stock of common leaf. The number of bids has not been made public nor the prices. There has been a good deal of inquiry for old lugs and buyers trying to get options on large lots, but no sales have been consummated as yet.—W. B. KENNEDY.

## Owensboro Market Report

OWENSBORO, Ky., April 8.—J. S. Phelon, tobacco broker, reports as follows:

Very light offerings gave us aggregate sales for the week of: Pryor, 90,740 pounds; average, $8.72. Burley, 9,310 pounds; average, $22.50.

With a very small percentage of good tobacco offerings the market in a general way seemed dull, which conditions resulted in the low average noted.

Our loose-leaf sales close definitely on 14th. inst., and we are expecting light offerings next week.

*Green Rivers*:—29,439,605 pounds, average, $15.18.

*Burleys*:—553,790 pounds, average, $14.46.

## Hopkinsville Average, $12.33

HOPKINSVILLE, Ky., April 7.—Total sales for the week, 861,190 pounds; average price per 100 pounds, $12.33; sold to date of 1921 crop, 17,773,890 pounds; average price per 100 pounds, $14.87; sold to same time last year, 15,268,135 pounds; average price per 100 pounds, $10.44.—J. W. HANCOCK, Chairman Sales Commission.

## Springfield Average, $16.27

SPRINGFIELD, Tenn., April 8.—Total tobacco sales for week ending today, 325,000 pounds; average, $16.27. Total sales for season, 6,403,690 pounds; average, $19.85.

A large percentage of the tobacco that is coming on the market now is of the medium to common types.—J. A. Crosswy, Secretary Tobacco Board of Trade.

## Mayfield Market Active

MAYFIELD, Ky., April 8.—Since our last report under date of March 24, this market has been rather inactive; consequently, there have been light offerings, with common grades predominating almost exclusively—which grades constitute the larger per centage of the small remaining unsold stocks.

The number of loads sold each day since our last report, and the approximate average prices are as follows:

| | | No. Loads | Leaf Avrg. | Gen. Avrg. |
|---|---|---|---|---|
| Reported | | 6,977 | | |
| March | 25 | 28 | $13.45 | $11.22 |
| | 27 | 7 | 11.78 | 9.82 |
| | 28 | 49 | 13.11 | 10.91 |
| | 29 | 55 | 12.54 | 10.45 |
| | 30 | 6 | 16.50 | 13.60 |
| | 31 | 12 | 11.91 | 9.93 |
| April | 1 | 16 | 12.56 | 10.45 |
| | 3 | 27 | 10.56 | 8.87 |
| | 4 | 27 | 10.37 | 8.32 |
| | 5 | 2 | 12.25 | 10.20 |
| | 6 | 33 | 11.48 | 9.14 |
| | 7 | 43 | 11.26 | 9.58 |
| | | 7,282 | | |

According to the market at the present time, a very limited quantity of the common grades could be had at a very reasonable average compared with the price 80 per cent of the crop has sold for.—WRIGHT, SMITH & Co., Leaf Dealers and Exporters.

## Clarksville Average, $14.25

CLARKSVILLE, TENN., April 8.—Loose leaf tobacco market report for week ending April 7:

Sales for week, 541,515 pounds; sales for season, 9,264,425 pounds; sales last season, 6,307,860 pounds; average for this week, $14.25; average for this season, $16.70.—J. F. SMITH, Supervisor.

## New Burley Contracts

LEXINGTON, Ky., April 7.—Within the past month 842 new contracts, representing 1,804 acres, or about 2,000,000 pounds of tobacco, have been received at the offices of the Field Service Division of the Burley Tobacco Growers' Co-operative Association, Assistant Chief William Collins said today.

These contracts come from practically every county in the Burley district in Kentucky and from counties in Ohio and West Virginia and Indiana as well.

Director of Warehouses Ralph M. Barker announced today the taking over of the three warehouses of the Kirkpatrick interests at Huntington, W. Va., thus providing delivery plants for those West Virginia growers who have signed the association contract. The other nine houses controlled by M. L. Kirkpatrick, of Cincinnati, already have been transferred to the association.

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# Kentucky Tobacco Sales During March

## Figures Compiled by the State Commissioner of Agriculture

FRANKFORT, Ky., April 10.—W. C. Hanna, State Commissioner of Agriculture, makes report of sales of tobacco in all wherehouses in Kentucky during the month of March, 1922, as follows:

| | This Month's Sale of 1920 or Previous Year Crop | | | 1921 Crop | | |
|---|---|---|---|---|---|---|
| | Pounds | Total dollars and Cents | Average price per 100 lbs. | Pounds | Total dollars and Cents | Average price per 100 lbs. |
| Burley Tobacco sold for growers.. | 193,850 | 23,314.74 | 12.02 | 1,065,465 | 189,891.11 | 17,81 |
| Burley Tobacco sold for dealers... | 2,455,445 | 330,737.20 | 13.47 | 865,100 | 143,061.80 | 16.52 |
| Burley Tobacco resale..... | 1,612,355 | 189,861.00 | 11.77 | 653,440 | 81,160.57 | 12.42 |
| Total Burley and average..... | 4,261.650 | 543,912.94 | 12.76 | 2,534,005 | 414,113.48 | 16.67 |
| One-Sucker Tob. sold for growers. | 23,385 | 1,779.53 | 7.61 | 53,530 | 3,773.70 | 7.00 |
| One-Sucker Tob. sold for dealers.. | 139,225 | 8,165.95 | 5.86 | 33,710 | 3,307.98 | 9.80 |
| One-Sucker Tobacco resale..... | 19,995 | 1,359.34 | 6.79 | 16,050 | 1,574.83 | 9.81 |
| Total One-Sucker and average.. | 182,605 | 11,304.80 | 6.10 | 103,290 | 8,656.59 | 8.38 |
| United Dark Tob. sold for dealers. | 41,315 | 5,086.75 | 12.31 | 47,075 | 3,744.69 | 7.95 |
| Total Unfired Dark and Average | 41,315 | 5,086.75 | 12.31 | 696,620 | 83,037.62 | 11.92 |
| Fired Dark Tob. sold for growers. | 517,395 | 62,126.02 | 12.01 | 3,987,995 | 678,673.23 | 17.01 |
| Fired Dark Tob. sold for dealers. | ..... | ..... | .... | 639,685 | 100,238.13 | 15.66 |
| Fired Dark Tobacco resale..... | ..... | ..... | .... | 258,625 | 26,853.04 | 10.30 |
| Total Fired Dark and average.. | 517,395 | 62,126.02 | 12.01 | 4,886,305 | 805,764.40 | 16.49 |
| Green River Tob. sold for growers | ..... | ..... | .... | 1,028,370 | 114,263.54 | 11.11 |
| Green River Tob. sold for dealers. | ..... | ..... | .... | 28,180 | 1,867.34 | 6.61 |
| Green River Tobacco resale..... | ..... | ..... | .... | 148,820 | 14,256.95 | 9.57 |
| Total Green River and average. | ..... | ..... | .... | 1,203,370 | 130,387.83 | 10.81 |
| Grand total and average..... | 5,002,965 | 622,430.51 | 12.44 | 9,475,590 | 1,441,959.92 | 15.21 |

## Hopkinsville Floors Used as "Clearing Houses"

HOPKINSVILLE, Ky., April 8.—With stocks of unsold tobacco still in the farmers' hands reduced in very large measure to the nondescript types and tag ends, and with the buyers all pretty well fed up, it seems that the usual end of the season slump has set in on this and neighboring tobacco markets and that it will continue, with possibly occasional better days when offerings show improvement, until the crop is all sold and delivered. But at that there is still a larger amount of tobacco yet to be sold, this being estimated at fifteen to twenty per cent of the crop. This means the keeping of the loose floors active for some weeks yet.

Dealers say that the tobacco now being offered is for the most part unsalable at the barn or is the leavings of crops from which the better grades have been sold over the loose floors. In other words the loose floors are now being used as clearing houses for the tobacco which could not be moved in any other way. And, of course, the loose floors are proving the salvation of farmers who have tobacco still on hand.

Rejections have been heavy for the past several days, but most houses say this is not the action of the farmers, as a rule. Rather is it the action of speculators who having paid a higher price than they can now realize are not yet willing to take their losses, hoping that some turn for the better will still come. The season, on the whole, has not been a very good one for speculators. One house which sells almost exclusively for growers, reported on one day's sales of over 50,000 pounds, only three rejections. On another floor patronized largely by speculators, rejections were very heavy. These rejections have been principally on the better grades which are further off in price than the low grades.

Loose floor sales for the week, according to the report of J. W. Hancock, chairman of sales, for the week were 861,190 pounds, on which the average was $12.33. This is a decrease of 48 cents from the preceding week. For the same week of 1921 the average was $10.80.

Total sales for the season to date are 17,773,890 pounds, on which the average is $14.87. At the same time last year the sales were 15,268,135 pounds, which sold at an average of $10.44.

According to grade prices for the week ranged:

Trash, $2.50 to $3.

Lugs—common, $3 to $5, medium, $5 to $8; good, $8 to $12; fine, $12 to $15.

Leaf—low, $8 to $12; common, $12 to $18; medium, $18 to $25; good, $25 to $30; fine, $30 to $35.

Plant beds are reported to be developing in fine shape in nearly every neighborhood, and with prospect of furnishing all the plants that may be needed. The size of the plant beds is all, so far that indicates the amount of tobacco the farmers are expecting to put out this Summer, but judging from this they are expecting to put out a large acreage.—M. E. BACON.

## Comparing Woven and Knitted Shade Materials

WASHINGTON, D. C., April 10.—The Bureau of Standards of the Department of Commerce is conducting a short preliminary examination of tobacco cloth with the object of comparing woven and knitted materials. This cloth is spread over the growing plants with the object of preventing the passage of too much sunlight and also to keep the humidity of the tobacco leaf as constant as possible, resulting in a more uniform and lighter colored leaf.

It has been proved by service tests that a woven fabric when torn and subjected to a high wind will tear indefinitely and expose the leaf to the damaging conditions mentioned above. It is hoped that the new fabric will prevent such tearing although local tears are formed with greater ease. The important point is the magnitude of the tear in the two classes of fabrics.

### Buys Business

ROCHESTER, Minn.—Edward Clark has bought the Manhattan Cigar and Billiard Parlor here.

EDGEWORTH

Ready Rubbed EDGEWORTH and EDGEWORTH Plug-Slice
TWO STANDARDS for dealers
Send us a trial order. We guarantee satisfaction.
LARUS & BRO. CO.
Richmond, Va.

All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

**H. FENDRICH (Incorporated)**

**Evansville, Ind.** **Established 1850**

# Cleveland Business Improves By Erratic Spurts

## Trade Machine Seems to Be Fitted With Automatic Reverse Gear—Ill Reports Offset by Good News—More Men Working Than for Past Two Years—Banks Less Exacting.

CLEVELAND, O., April 8.—Business improvement in this section appears to be very erratic at best. One week will see a big change for the better and the next a big reversal in form. Improvement may be said to be spotty but still it is improvement and that is something to be thankful for, at least. For every piece of bad news there is some equally important good news. In spite of the fact that jobbers as a rule are buying short and only the well-known lines, it is a well known fact that there are more men at work here now than for the past two years. The banks, also, are beginning to loosen up a bit and credit is not absolutely impossible to get. With the coming of warm weather dealers have found sales to increase and things as a whole begin to liven up with Mother Nature smiling on us.

### Batter Up!

The Cleveland tobacco trade awaits patiently every year the opening of the big league baseball season. It seems that with the first ball pitched an inspiring atmosphere prevails and business everywhere along the line almost instinctively starts to pick up. Then too, there are no more ardent fans any place than the local tobacco men. Wednesday, the opening day, will most surely find more than a few of the boys missing from their customary stalls. The Pyle & Allen Co. will, as usual, have the downtown ticket agency and already the crowds have been storming the store. Everywhere can be heard the query, "can the Indians cop?" If they got from everybody the support given them by the cigar men of this town it would be a sure bet—they'd "cop" all right.

### Gus Newall Hangs Around

Gus Newall, cigar broker de luxe, is still around town. Gus has some mighty fine brands all right and he always makes his Cleveland visit a most enjoyable and profitable one.

### Standard Drug Co.'s Specials

The Standard Drug Co. is featuring in all its stores this week Humo cigars, that popular, wrapped, product of the Mazer Cigar Co. The Invincible, erstwhile two-for-a-quarter size, La Theresa cigar, now at two for nineteen cents, is also getting more than a good share of attention at the Standard stores.

### A Visitor

Mr. Bissinger who looks after the interests of the Red Dot cigar in this section was a visitor this week. Red Dots continue to have a remarkable distribution here. The A. D. Goodman Co. distributes the Red Dot brand in this section.

### Ben Block at Cedar Point

Ben Block, who looks after things in this neighborhood for Park & Tilford, is at Cedar Point this week. Ben is getting things fixed up so that when Cedar Point opens up, patrons will be assured of a goodly supply of Mi Favoritas and Telegrafos. Cedar Point is truly the "Atlantic City of Ohio" and tourists there are more numerous than to any other resort in Ohio. There is an immense field for cigar men at Cedar Point.

### A. Kirtz Co. Robbed

The A. Kirtz Co. at 203 Ontario Street, was visited one night last week. Knocking off the combination of the safe at the rear office was easy for our accomplished visitor who borrowed about $300 and left, strange to say, without leaving any security on his "loan."

### Deisel-Wemmer Doings

Two very important and necessary members of the Deisel-Wemmer Co. at Lima, near here, were missing from behind their desks this week. Henry Deisel was in New York surveying the New York leaf market, while William J. Wemmer was in Chicago on his way home from Miami, Florida, El Verso and San Felice, still enjoying a wonderful distribution here through the Weideman Co.

### M. Schwede a Visitor

Meyer Schwede, representative of E. Regensburg & Son, was a visitor in town this week. Things were talked over with the Baer-Wolf Co., who distribute the Regensburg's Admiration cigar. The Admiration is, as it ever was, one of the most popular selling cigars of its class anywhere.

### D. L. Salzman With Ed Polster

D. L. Salzman, formerly manager of the Colonial Hotel Cigar Store, is now manager of the Ed Polster store at East Fifty-firth Street and Euclid Avenue. D. L. is a real cigar man, a hustler in every sense of the word and Polster's store is sure to be a "go" with Salzman at its helm.

### A Fire of His Own

Elmer Waldman of the A. Gurss Co., joined the rush to a downtown fire. "When I arrived at the fire," he says, "I remembered that I had left a lighted cigar on my desk, so I rushed back to make sure I hadn't started a fire of my own."

### Features Key Westers

E. C. Keyes is this week featuring the E. H. Gato Cigar Co.'s Key Westers, a former 10c straight size which Ed is now selling at two for fifteen cents. This E. H. Gato product is being rapidly taken up by Cleveland smokers.

### To Hold American Building Exposition Here

The American Building Exposition will be held here in Cleveland next week. Building trade men from all over will be in Cleveland next week and hotel stands especially, will, no doubt, show a big increase for the week.

### Bury Hard Times in Steel Casket

"Old Man Hard Times" was buried in a steel casket on the lake front just behind city hall Friday morning. The bugaboo of 1922 was accompanied by cigarettes, cigars and matches so that he may have his smokes until June 20th

(*Continued on page* 31)

EL VERSO
HAVANA CIGARS

Seven Sizes
to Please the Most Discriminating

The Deisel-Wemmer Co.
*Makers*
LIMA, OHIO

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

***As we say, there's still open territory, but we want more than just "a representative"***

THE MENDELSOHN COMPANY, INC.
2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT

ABOVE ALL

Read Tobacco and Keep Up to Date

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF TOBACCO
145 WATER STREET, NEW YORK

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

**B. RAPAPORT**
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

**HATHEWAY & STEANE**
Growers of Shadegrown and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES 125 Maiden Lane
WAREHOUSE 12-24 Mechanic St.
PLANTATIONS West Suffield, Poquonock, South Windsor, E. Windsor Hill

**M. J. GANS**
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

**A. N. SHEPARD & SON**
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
TELEPHONE: CHAR. 7535

**L. B. HAAS & CO., Inc.** Established 1853 Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

I. GARDNER, President S. SPITZ, Vice-President JOS. WEDELES, Sec.-Treas.
**MAX WEDELES TOBACCO COMPANY**
DEALERS IN
FINE FLORIDA AND GEORGIA SHADE TOBACCO
QUINCY, FLA.

**EMBRY TOBACCO COMPANY, Inc.**
Growers and Packers Fancy Combination
IRRIGATED FLORIDA TOBACCO
QUINCY, FLORIDA

*It's*
**TOBACCO**
*You need every week*

GET WISE—GET WEISS
The WEISS WINDOW TRIMMING CO.
Show Cards · Signs · Posters
Price Tickets · Window Display
154 THIRD AVE. N.Y.
Between 15th-16th Sts.
Telephone Stuyvesant 9162

# Connecticut Broadleaf Shows Renewed Activity

## Buyers Still Hesitate—Some Growers Start Casing Weed—Outlook for New Crop Not Bright—Co-Operative Marketing Plan Presents New Ray of Hope.

HARTFORD, April 8.—During the past week there were several sales of broadleaf effected, and deliveries are now being made.

Buyers still seem to want tobacco, but claim that the market conditions do not warrant prices that the growers think they ought to realize, and when it is figured up the grower finds himself on the losing side and considerably behind the actual cost of production.

Some growers have already started to case their crops as it has begun to warm up in the bale and they must do something with it.

Things at the present time do not look very "rosy" for the majority of the growers in the Connecticut Valley. Thus far very little has been done toward starting another crop. Many already have given up their leases and are going to "work out" at something else and it would appear now that there will be plenty of experienced men available in the tobacco fields the coming season. Some who bought farms are finding it a "tough proposition" to meet payments, and are ready to sell out and "retire on the losses" of the business. On the other hand, those who might be willing to buy find that they have not got the money and are not ready to jump into the game, as it looks very uncertain.

### "Pinning Faith" to Co-operative Marketing

The plan for co-operative selling of the 1922 crop is gaining favor and many growers are becoming more enthusiastic each day, and the proposed plan now looks as if it will go through, as it is meeting with general favor in the various districts where it has been explained. Several meetings in different towns have been held and its possibilities have been told, and the lines proposed are similar to those co-operative associations which have worked out to the advantage of the producer in various sections of the country.

The promoters of the plan feel confident that it can be successfully carried out in the Connecticut Valley, although to get it started is a big undertaking, but they are working along the lines where co-operation of marketing has worked out successfully with the fruit growers of California, and with the tobacco growers in the South, and believe that the plan can be successfully managed in this district.

The present condition of the tobacco market and the low prices now being offered for the crops are cited as proof of the need of more and better co-operation on the part of the growers if they want to get back their cost of production and make a reasonable profit each year.

The plan originated with the tobacco committee of the Hartford County Farm Bureau last December, and the committeemen have been active and their representatives have been at meetings in various local towns in Connecticut, and also into Massachusetts, and everywhere the plan is meeting with approval. The preliminary committee appointed at the large meeting held in Hartford last week met early in this week and picked a committee of thirty tobacco men in the Connecticut Valley on organization, and this committee is to meet at an early date. This committee is to organize some 1,800 or more growers into a co-operative marketing association. Hugh M. Alcorn of Suffield, Conn., is the chairman of the original committee.

There seems to be a varied opinion among the middlemen buyers as to how they are going to come out if this plan goes into effect, as it seems to be a plan to ignore them entirely and force them into retirement, and on the other hand they may buy or lease farms and grow what they require for their trade instead of going out among the growers to buy up their supply as now.

### Questionnaire Strikes Snag

The tobacco questionnaire which was sent out the latter part of January to the packers and dealers, by the State Board of Agriculture, requiring information from the tobacco dealers as to the kind and grading of tobacco on hand, the highest, lowest and average price for which the tobacco was sold and the amount sold and unsold in pounds, has been declared unenforceable.

A copy was submitted to Attorney General Frank E. Healey for his consideration. He has given an opinion that the state board of agriculture cannot lawfully require tobacco dealers to make reports under the provisions of the act.

The act was passed at the last session of the Connecticut General Assembly and is known as "An Act Establishing a Marketing Bureau." The tobacco warehousemen recently balked at the order sent out by the board of agriculture to submit "average price" quotation on tobacco sold during the previous three months.

### Warehouse Busy

Nussbaum, Newfield & Co., warehouse conducted by W. K. Ackley of East Hartford, is still busy, and will be for some weeks to come, as they are handling broadleaf exclusively, and have been buying the bulk of their packing in the bundle and assorting it in their own way of grading, so that their packing will run uniform. They have a large packing already up and are still looking for more desirable leaf.

Tobacco that has been in the sweat rooms seems to be very good—in fact, it looks fine.

There are still many lots of broadleaf in the growers' hands unsold and most of the growers would like to dispose of it, some being still in the bundle unassorted.

### Henry Rodgers Passes Away

Henry Rodgers of Suffield, one of the oldest tobacco buyers in the state, died this morning at the age of 87 years, after a short illness. Mr. Rodgers had been with the E. A. & W. F. Fuller Co. tobacco dealers in this city for twenty-five years. Mr. Rodgers had also been associated with Mr. Kent, one of the largest tobacco growers in this section. In 1911 he celebrated with Mrs. Rodgers their golden wedding anniversary.

## Three Millions in March

SIOUX CITY, Ia., April 8.—This city has a cigar factory which last month, in the face of conditions which seemed a little discouraging at times, turned out more than three million cigars. That was the production of the Cyana Cigar Co., located on Fourth street.

This company, of which Charles Loefell is the proprietor, has been enjoying a good business. The Cyana cigar, manufactured by this house in various shapes and sizes, is going well, and Mr. Loefell feels that the demand is due to the fact that Cyana is made with quality leaf.—W.

**W. S. PINNEY & CO.**
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

# NEW YORK
## Doings and Sayings Goings and Comings

### A Business Visitor

Harry Imhoff, of the Imhoff Cigar Co., Denver, Pa., was in town Tuesday.

* * *

### Here from the West

Sam Gilbert, of the Webster Cigar Co., Detroit, was in the leaf district this week.

* * *

### Business Picking Up

B. Feifer & Co., 427 East 76th street, manufacturers of El Silbo cigars, report that business is picking up.

* * *

### Business Better

M. F. Minden Co., 1809 1st avenue, reports that business is better than it was last year. Further improvement is expected.

* * *

### In the Far West

L. B. McKitterick of M. Melachrino & Co., is gathering good news among the Pacific Coast sellers of Melachrino cigarettes.

* * *

### Holzman to Attend Inscriptions

Joseph Holzman, leaf merchant, of 185 Water street, plans to attend the Sumatra Inscriptions, sailing from New York the latter part of April or early in May.

* * *

### A Good Month and Bright Prospects

S. M. Fresche, of Louis Ash & Co., cigar manufacturers, of 430 East 59th street, says that the company had a good month in March and that he is optimistic.

* * *

### Sending Roseate Reports

J. L. Hoffman of the Falk Tobacco Co., is making the rounds of the trade on the Pacific Coast. His reports to the home office are of most gratifying character.

* * *

### In the "Land of Steady Habits"

E. L. Kohlberg, of E. L. Kohlberg & Son, leaf merchants of 144 Water street, has spent most of the past few weeks in Connecticut buying the new crop of Broadleaf.

* * *

### Connecticut Acreage Unchanged

According to Elias Bach & Son, leaf merchants of 130 Water street, the acreage planted to tobacco in Connecticut this year will be about the same as in 1921.

* * *

### Cullman Goes Abroad

Jos. F. Cullman, Sr., leaf merchant of 161 Front street, sailed for Europe last Saturday on the *S. S. Rotterdam*. Business with the firm of Cullman Brothers, has improved lately.

* * *

### Furgatch Is an Optimist

S. H. Furgatch y Ca., cigar manufacturers of 75th street and Avenue A., had a good month in March. Mr. Furgatch says that the future looks brighter. He is still an optimist.

* * *

### Beyea Keeps on the Move

George M. Beyea, of S. Ruppin, Inc., leaf merchants of 26 Burling Slip, has been making several short trips out of town. The house reports that its business lately has been fair.

* * *

### Benito Rovira Men Active

Maurice Robinson, sales representative of the Benito Rovira Co., 315 East 62d street, is in New York at present. R. F. Donovan, of the same organization, is travelling through Louisiana.

### Orders Coming In

Business is picking up with E. Popper & Co., cigar manufacturers at 1510 Avenue A. Old customers are sending in orders more frequently, and new accounts have been added to the company's list.

* * *

### Making More Plancos

The Roy Suarez Segar Co., 1504 Avenue A., is taking on additional cigar makers. All the salesmen are out and the demand for Plancos is improving. Hand to mouth buying seems less in evidence.

* * *

### Jockel Heads Westward

A. V. Jockel, of Jno. H. Swisher & Son, cigar manufacturers of Newark, Ohio, was in New York this week. He is about to start on a trip through the middle and south west extending as far as San Antonio.

* * *

### Siegels See Improvement

A. Siegel & Sons, cigar manufacturers of 1615 2d avenue, report an improvement in business. Charles W. McCormick, one of the firm's representatives, is still on the Pacific Coast and expects to be on the road for another month or so.

* * *

### Gans Brothers Keep at It

Gans Brothers, cigar manufacturers of 437 East 77th street, see an improvement in business. William T. Hicks, southern representative, was in Montgomery, Ala., this week; Morris Burke reported from Tacoma, Wash., and Ralph Gans is travelling through New England.

* * *

### Marie Antoinettes Keep Moving

E. Kleiner & Co., Inc., cigar manufacturers of 320 East 63d street, seem to be getting their share of business at present. Mr. Kleiner has just returned from a visit to the firm's out of town factories. The city sales department, under the management of Charles Kohlberg, is very active and is getting a number of new accounts. J. Rosencrans is selling Marie Antoinettes up State, and A. Solomon is on a trip through the middle west.

* * *

### Three Popular Brands

Sidney Cahen, sales manager for the American Exchange Cigar Co., 1059 3d avenue, is still in the middle west and will be away ten days or so more. He is sending in good orders for Rosa del Rancho, Strathmore and Flor de Jeitles brands. Harry Jacoby is travelling through Pennsylvania, headed for Pittsburgh and thence to Washington and Virginia, selling the same brands. The firm's business shows improvement.

* * *

### Lawrence Barretts Repeating

The factory of D. Emil Klein Co., 438 East 91st street, has now reached a capacity of 60,000 cigars a day, and what is particularly pleasing to the management, is the fact that orders and repeat orders for the Lawrence Barrett brand are coming in steadily. Emmett Walsh is expected back at headquarters this week after a trip through the middle west and southwest, ranging from Minnesota to Texas.

* * *

### Dolce Far Niente Gaining

Carl Upmann, cigar manufacturer of 406 East 59th street, reports an improvement in sales. I. C. Coleman has been travelling through Pennsylvania and sending in orders every day. Lloyd Kohlberg is busy in Long Island and the Metropolitan district while J. M. Waldo is planting Dolce far Niente cigars in Atlantic City and along the Jersey coast. We are told that all three of these gentlemen were first attracted to the company by smoking one of the Dolce far Niente cigars.

*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

**J. G. Dill Co.**
**Richmond, Va.**

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
383 Monroe Avenue Detroit, Mich.
Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

ROSA DEL
RANCHO CIGARS
RICH IN SMOKING VALUE
Many Shapes Many Sizes
AMERICAN EXCHANGE CIGAR CO., Makers
1059-1061 Third Ave., NEW YORK CITY
119-21 So. 11th St., PHILADELPHIA, PA.

CIGARETTE FACTORY SUPPLIES
Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.
*Write or phone for quick service.*
New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820

SAUNDERS & CO.
LEAF TOBACCO
11 BURLING SLIP Phone: John 2498 NEW YORK CITY

THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37TH STREET
BROOKLYN, N.Y.
HIGH GRADE CIGAR LABELS AND BANDS
170 WEST RANDOLPH ST., CHICAGO, ILL.
723 BRYANT STREET, SAN FRANCISCO, CAL.

**SOBRINOS DE A. GONZÁLEZ**
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
**Havana Tobacco Stripping Co.**
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

**MENENDEZ & CO.**
Leaf Dealers, Packers and Exporters
OF
**TOBACCO**
Cable Parra 87 Amistad St., HABANA, CUBA

**ERNEST ELLINGER & CO.**
IMPORTERS OF
**HAVANA LEAF**
Lealtad 110, Havana, Cuba 166 Front St., New York

**LESLIE PANTIN & SON**
*Commission Merchant*
**LEAF TOBACCO and CIGARS**
Virtudes 74, HAVANA, Cuba

BRUNO DIAZ
JUAN B. DIAZ
BRUNO DIAZ, JR.
**B. DIAZ & CO.**
Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

Cable "Quinto" P. O. Box 502
**WALTER SUTTER COMPANY**
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

**Compañia de Abraham Haas**
ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

# May Be Action in India—In Albany Just Re-Action!

## Revolution Started—Who'll Stop It?—Profits vs. Prices, Gosh!—Yankee Digs Down-in-Dixie—Not Sarsaparilla—Lions Roar!—Hope on for That Royal Flush o' Business!

NEW YORK STATE CAPITOL DISTRICT
Gandhi-Week, 1922

"Just a passive revolt, that's all, Sam!" pooh-poohed Jim Stubb, helping to place 100,000 cigarettes in the Stubb & Ash, Inc., show-window for the folks who make it necessary to have a cigarette machine turn out just 800 every and each minute while the clock ticks. "S'pose we do sell this stuff at cost, Sam—look at the money we're taking in, gosh!"

"Yuh should mebbe tell it that passive revolt idear to Mister Gandhi, that there Indian!" wailed Sam Ash, hurrying back to the wholesale wareroom to get another case o' Camels. "At two-for-a-quarter, y'unnerstan, we ain't even makin' margin enough to pay it the six-cents raw-tax on one pack!"

"Shucks, Sam, you don't figure it right!" corrected Jim Stubb, tiring of the missionary advertising, and flopping down in his red-plush seat in the Hot Chair Club. "Besides corralling a pile o'money, Sam, we're making a noise which'll put prices back where they belong, get me?"

### Seven League Boots For Sam'l

"Yes, to stay in business these days you've simply got to make a noise—a loud one!" agreed Sam Fisher, showing the Committee on Novelties some recent new ones from Austria, where Sam has been—but not for the Storm, Fisher Co., N'Yawk. "Quiet times should induce every merchant to use his advertising account to the limit!

"Take this trip, for instance. After leaving here, on my swing outward, I'll hit Syracuse first, then, Buffalo, Chicago, Minneapolis, Kansas City, St. Louis. Not to the Coast now, no. But I'm making most of the round merely to keep in touch with the buyers—we realize the cigar business has not yet come back to normal. But it's coming, you see, very soon, too!"

### Down-in-Dixie Goes Front

"Well, I hope so, I sure hope so!" sighed Jim Stubb, watching the wholesale business at the retail cut-rate from his chair at the ringside. "Perhaps that's the reason the Bruce MacDonald Company, at 110 State, are trying to hurry it along a bit with that big cigarette window this week.

"Anyway, them folks have their show window full o' Lucky Strike and Camel cigarettes at thirteen cents the pack, $1.29 the carton. To emphasize the advertising, the big Dixie issue o' TOBACCO has been utilized to show the illustrations of the tobacco fields, the R. J. Reynolds' factory, the train o' Camels leaving the plant each night, and other features of the Down-In-Dixie Number. It's a knockout!"

### Children Cry For It

"Knocked out cold myself in Gloversville last week," remarked Big Bill Lakin, picking out a soft spot in the Hot Chair Club for the Capitol District ambassador of Waitt & Bond. "Woke up at four A. M. to find myself on the floor, stunned, and my pajamas on fire, b'gosh!

"Guess I was smoking a cigarette when something kinda snapped in my bean, and over I keeled. And, in falling, the cigarette somehow shot up my sleeve, scorching my nightie and arm. Didn't feel very bad until I tried to get up on my feet, then I sat down again!

"But I hustled around the corner, first thing in the morning, told the drug-store clerk to dose me up about four fluid ounces o' castor oil—children cry for it—then I felt better. Four ounces is a lot for an ordinary bird, but for me—sweet patooties!"

### Sixteen To One

"Yep, I came around all right," went on Bill, insisting that the Committee on Currency light up fresh Blackstones for this one occasion, anyway. "But I have been feeling sorta soggy for a week or more, I guess.

"Which makes me think of a heavy week once I put in around the State o' Minnesota. Came in from the East with a nice flat roll o' expense money, twenties and the like. Struck a joint for flapjack-breakfast, and flashed a sound-money plank down on the cigar case to pay the cashier for the junk.

"Back came nineteen of the finest silver dollars Bryan ever saw! Some small change, too, but the stack o' silver-wheels frightened me! Looked like a joke to me, else the dame was sore on my flamboyant shirt or something!

"Anyway, I objected. 'Oh, you're from the East, I see,' spoke forth the flapper, smiling a wonderful twin-cities' smile, 'you're not accustomed to our hard money. But you will be. We don't get many paper bills out here. Our coinage is solid.'

"And so I saw. And so I had to take it. And all that week I had to take it. Until I felt like a deep sea diver, going down! And my pockets got weak and collapsed! And then I collapsed myself from the strain! It's awful!"

### Lions Roar—So Does Leo

"Awful is right—if you're speaking about business," agreed Leo Greenwald, trade-agent of the Inter-Boro Cigar Company, N'Yawk, as he broke through the circle around the Committee on Radio. "It is not a whole lot better than it was last month.

"But I'm off for Schenectady to see what they're doing over there. Manila goods are the strongest card I've got now, as the smoker seems to want cheap six-for-a-quarter or five cent straight cigars. Expensive sizes are taboo just now, but it may be a bit different a little later on in the season. I hope so."

### Jack, Queen, King

"Now that should be about all we live on—hope!" sadly remarked Sam Ash, finishing the cigarette special display with a hundred thousand signs. "Hope, y'unnerstand, that mebbe we should sometime git it altogether at one time, jack, queen, king, ten and ace—all in one suit!"—THE SMOKER.

**HOYO de MONTERREY**
*The Aristocrat of*
**Imported Cigars**
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

**MANUEL A. SUAREZ & COMPANY**
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

# Wisconsin Leaf Tobacco News

EDGERTON, Wis., April 10.—Thos. B. Earle of the Earle Tobacco Co., Edgerton, passed away at Augustana hospital in Chicago Friday evening, April 7, after a brief illness. In the passing of Mr. Earle southern Wisconsin loses one of its best known and best liked tobacco merchants. He was brought up on a farm in the neighborhood, and followed the tobacco game from the seed bed up. In his early manhood he became a buyer of leaf. Later he packed on his own account. During recent years he handled stemming tobacco for Bloch Brothers, and was at the time of his death employing over 200 persons in his big warehouse in Edgerton. His parents came from Scotland in the early days, and the Scot traits of squareness characterized Mr. Earle and made him well liked both in the packer fraternity and among the growers.

During recent years his health was not robust, but he was active and constantly on the job until about two weeks ago when certain symptoms appeared which made it advisable to consult a specialist. He went to Chicago. An operation was decided upon, but he passed away before the surgeons could use their skill. What makes it doubly sad is the fact that Mrs. Earle also is very ill. There is one son, Allan, who was with his father in the tobacco business here. The funeral was held today, Monday, April 10.

### Tobacco Market Quiet

The market is quiet, and has been for the past week. The condition of the side roads leading to the farms has made it difficult to get through. Some leaf is bought, of course, and prices have continued at the sticking point—6 to 10 cents, according to kind.

### Co-operative Move

The activity shown by the State Marketing Department in organizing a farmers' tobacco sales organization continues. Efforts are made to get the growers to sign up 75 per cent. of the acreage before June 1. It is doubtful if this can be done. If the desired limit cannot be reached this year, the plan is to be ready for the 1923 crop. The interest in a pool to which the grower binds himself by a contract for five years, under a somewhat severe penalty enforcible at law, to sell to no other organization, or individual, has not been very keen on the part of those growers in the state who always sold good tobacco at a fair, sometimes at a big profit. This is especially true of the farmers in parts of Dane county, and throughout the northern section which, even this year, sold its sound tobacco very well. These growers feel that, as one of them put it, the selling is best when the seller is ready.

Meanwhile a campaign to reduce the acreage and increase the uniformity of type, handling and quality is under way. It is thought that the success of such a campaign as the first step would make the chances of success in a 75 per cent. pool better. Standardized quality and type would make a standard price a greater possibility. The success of big price for a pool of poor, or indifferent, leaf would seem rather remote under normal production and consumption conditions.

### Warehouses Busy

The warehouses for assorting leaf will be busy until the fore part of May, and the stemming concerns will operate all summer.

The problem of storage facilities is beginning to become acute, and will be serious, unless old tobacco begins to move in somewhat large quantities. The packers have binders to sell, good binders, well seasoned, but they are not pushing them on the market at losses which are certain to be financially ruinous.—STOKMAN.

# St. Louis News Notes

ST. LOUIS, Mo., April 8.—Slowly but surely the cigar and tobacco situation is improving. Business is better in every way and shows quite a gain compared with the same period last year.

J. O. Fries, formerly manager of the Parker-Gordon Cigar Co., in Indianapolis, has been transferred to the credit department in the Kansas City office.

The store of the United Cigar Store Co., at 6th and Chestnut streets, which was damaged by fire several weeks ago, has been repainted and redecorated and has opened for business.

Three officials of the Deisel-Weimmer Co., Henry G. Wemmer, general manager; George T. Glover, sales manager and W. E. Flickles, traveling representative, were in St. Louis recently.

The following traveling representatives from various outside concerns were in St. Louis recently: Ed Wodiska, of S. H. Furgelch & Co.; R. E. Breder, of Arguellas, Lopez & Co.; William McDonald, of E. Garoia & Bros. and Fred Charles, of the Charles Cigar Co.

The following connected with local concerns dropped in for a few days' stay and then took to the road again: W. W. Haynie, of the Haynie System; F. H. Elsner, of the General Cigar Co., and W. S. Lane, of the same concern

Window displays shown recently were: Flor de Melba, by Stickney-Hoelscher Cigar Co.; Armas del Casa, by Dengler & Hatz; La Clariosa, by Louis Friedman; Alluro, by Raun-Milius Cigar Co.; Tadema, by Moss & Lowenhaupt; La Garnita, by Vandevoort and the La Preferencia and New Tungsten, by the William A. Stickney Cigar Co.

# Going Into Wholesale End

HARRISBURG, Pa., April 8.—W. N. Knisely, who has been in the retail tobacco business in Harrisburg for 45 years, has closed out his establishment to engage in the wholesale trade in the same line.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE HAVANA, CUBA

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

Established 1870
Incorporated 1902
Phones Worth 9547 9548 9549
B. Wasserman Co., Inc.
Importers and Jobbers of
Cigars & Cigarettes
77 Chambers St., New York

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

HAVANA LEAF DEALERS

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
89 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
Charles the Third Cigars, 10c. and upwards.
123 Liberty St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

# PARK & TILFORD

are the

# LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**

**HAVANA CIGARS**

*The Leader in All the World's Markets*

# ROMEO y JULIETA

U. S. REPRESENTATIVE

**WM. T. TAYLOR, 50 E. 42nd St.**

*Sweet and Aromatic*

INDEPENDENT CIGAR FACTORY

**M. L. FERNANDEZ, Proprietor**

Cable: "Belinda"

**96-98 GERVASIO STREET HAVANA, CUBA**

**N. E. NICHOLS**

United States Representative

**8-10 WEST 45TH STREET - - - - - NEW YORK**

Telephone: Murray Hill 8427


# Imported Tobacco, Cigars, Cigarettes, Etc

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Orizaba* —April 11

| | Cases |
|---|---|
| Stearn Co. | 3 |
| N. Y. & Cuba Mail S. S. Co. | 96 |
| Joseph F. Snyder (Buffalo) | 2 |
| Robert E. Lane | 4 |
| General Cigar Co. (Chicago) | 4 |
| The Niles & Moser Cigar Co. (Kansas City) | 3 |
| A. J. Beamud (Chicago) | 1 |
| C. D. Stone & Co. | 3 |
| T. H. Hart & Co. (Philadelphia) | 2 |
| United Cigar Stores Co. | 12 |
| G. W. Faber, Inc. | 26 |
| Acker, Merrall & Condit Co. | 15 |
| British American Tob. Co., Ltd. (Australia) | 4 |
| B. Wasserman & Co. | 3 |
| Arthur J. Billin | 1 |
| E. Atkins & Co. (Boston) | 1 |
| G. S. Nicholas & Sons, Ltd. | 3 |
| Grosvenor Nicholas & Co., Inc. | 2 |
| Park & Tilford | 27 |
| Daniel Frank & Co. (Boston) | 2 |
| Schwarz & Son (Newark, N. J.) | 4 |
| M. J. Dalton & Co. (Philadelphia) | 5 |
| Chas. H. Wyman & Co. | 4 |

### Cigars and Cigarettes from Cuba

*S. S. Orizaba* —April 11

Washington Tob. Co. .....2 Cases

### Cigars and Cut Tobacco from Cuba

*S. S. Orizaba* —April 11

B. Wasserman & Co. .....4 Cases

### Tobacco from Cuba

*S. S. Toloa* —April 10

M. Greenhall .....26 Barrels

M. Greenhall .....8 Packs

*S. S. Orizaba* —April 11

| | |
|---|---|
| J. Bernheim & Son | 405 |
| H. Duys & Co., Inc. | 63 |
| Friend & Co., Inc. | 119 |
| Jacob Sutter & Sons (Chicago) | 58 |
| Rosenberg & Co. | 5 |
| Henry D. Barry (Quebec, Can.) | 30 |
| P. Lorillard Co. | 100 |
| B. Castellano | 34 |
| Stern-Mendelsohn Co., Inc. | 259 |
| S. Ruppin, Inc. | 16 |
| N. Y. & Cuba Mail S. S. Co. | 1219 |
| W. A. Calves & Co. (Philadelphia) | 6 |
| Selgas & Co. | 2 |
| S. Rossin & Sons | 62 |
| | Barrels |
| S. Ruppin, Inc. | 122 |
| G. H. P. Cigar Co. (Philadelphia) | 28 |
| E. Rosenwald & Bros. | 65 |
| Hinsdale, Smith & Co. | 70 |
| S. Rossin & Sons | 33 |
| J. Granda, Ltd. (Montreal, Can.) | 8 |
| Greenhall Bros. | 10 |
| Selgas & Co. | 69 |
| Schloss Bros. (Philadelphia) | 40 |
| Julius Marqusee & Son, Inc. | 115 |
| H. Duys & Co., Inc. | 61 |
| Friend & Co., Inc. | 18 |
| Florida Cigar Leaf Co. | 5 |
| Henry D. Barry (Quebec, Can.) | 10 |
| American Cigar Co. | 47 |
| Max Schwarz | 39 |
| Joseph Wenreich (Dayton, O.) | 11 |
| Ernest Ellinger & Co. | 19 |
| New York Tampa Cigar Co. | 13 |
| G. A. Schnaitman (St. Joseph, Mo.) | 7 |
| | Packs |
| C. J. Joel & Co. (Boston) | 23 |
| J. Bernheim & Son | 50 |
| Friend & Co., Inc. | 22 |
| Jacob Sutter & Sons (Chicago) | 15 |
| Congress Cigar Co. (Philadelphia) | 81 |
| Max Schwarz | 4 |
| Bayuk Bros., Inc. (Dayton, O.) | 74 |
| Ernest Ellinger & Co. | 13 |
| E. Rosenwald & Bro. | 5 |
| Waitt & Bond, Inc. (Newark, N. J.) | 144 |
| Geo. M. Beyea | 25 |
| Selgas & Co. | 10 |
| G. H. P. Cigar Co. (Philadelphia) | 53 |
| Greenhall Bros. | 10 |
| Suarez & Crespo | 5 Cases |

### Cigars from Porto Rico

*S. S. Tanamo* —April 9

| | Cases |
|---|---|
| United Cigar Stores Co. | 26 |
| Porto Rican American Tob. Co. | 177 |
| | Boxes |
| Porto Rican-American Tob. Co. | 61 |

*S. S. San Lorenzo* —April 10

| | Cases |
|---|---|
| Porto Rican-American Tob. Co. | 21 |
| United Cigar Stores Co. | 29 |
| Porto Rican Express Co. | 1 |
| Villar, Lanza & Co. | 2 |
| Jose Pastrana & Co. | 5 |
| F. Bonilla | 3 |

### Tobacco from Porto Rico

*S. S. Tanamo* —April 9

| | Bales |
|---|---|
| A. M. Leon | 4 |
| Leo Hirsch | 50 |
| Rosenstadt & Waller | 60 |
| R. A. Eschevarria | 56 |
| | Barrels |
| R. A. Eschevarria | 160 |
| Leo Hirsch | 44 |
| A. M. Leon | 6 |
| L. Schmid & Co. | 13 |

*S. S. San Lorenzo* —April 10

| | Bales |
|---|---|
| Hamburger Bros. & Co. | 30 |
| Julius Marqusee & Son | 58 |
| Robert Gans | 25 |
| E. A. Jacobs | 12 |
| Villar, Lanza & Co. | 2 |
| American Sumatra Tob. Co. | 190 |
| | Barrels |
| American Sumatra Tob. Co. | 742 |
| Joseph Holzman | 19 |
| E. A. Jacobs | 3 |
| Rosenstadt & Waller | 134 |
| Pedro Costa | 10 |
| Atlantic Fruit Co. | 58 |
| Portocuba Corp. | 111 |
| S. Rossin & Sons | 16 |
| Stern-Mendelsohn Co., Inc. | 75 |
| Julius Marqusee & Son | 185 |
| Hamburger Bros. & Co. | 212 |

### Tobacco from Puerto Plata

*S. S. Mary* —April 9

| | Bales |
|---|---|
| Salustino Fernandez | 25 |
| | Seroons |
| Bull Insular Line (to be transhipped to Amsterdam, Holland) | 128 |

### Tobacco from Rotterdam

*S. S. Ryndam* —April 9

| | Bales |
|---|---|
| S. Rossin & Sons | 20 |
| Guaranty Trust Co. | 118 |
| Manus, Müller & Co., Inc. | 14 |
| H. Duys & Co., Inc. | 115 |
| L. Goldberg | 1 |

### Cigarettes and Tobacco from Constantinople

*S. S. Acropolis* —April 10

A. B. Neumann & Co. .....3 Cases

### Cigarettes from Alexandria

*S. S. Croxteth Hall* —April 3

| | Cases |
|---|---|
| O. R. Hartman | 7 |

### Tobacco from Liverpool

*S. S. Baltic* —April 9

A. Navotny & Sons .....2 Cases

### Briarwood from Marseilles

*S. S. Britannia* —April 4

| | Bales |
|---|---|
| Kauffman Bros. & Bondy | 100 |

### Cigarette Paper from Liverpool

*S. S. Nessian* —April 8

| | Cases |
|---|---|
| British-American Tob. Co. | 39 |

*S. S. Cameronia* —April 8

| | Cases |
|---|---|
| British-American Tob. Co. | 30 |

### Cigarette Paper from Havre

*S. S. La Bourdonnais* —April 8

| | Cases |
|---|---|
| P. J. Schweitzer | 50 |

### Wood Pipes from Havre

*S. S. La Bourdonnais* —April 8

| | Case |
|---|---|
| Bank of United States | 1 |

### Briar Pipes from London

*S. S. Maine* —April 10

Grosvenor, Nicholas & Co. .....1 case

### Pipes from London

*S. S. Maine* —April 10

H. Lederer .....1 Case

### Tobacconist Goods from London

*S. S. Maine* —April 10

A. Frankau & Co. .....1 Case

# Tampa Tidings

TAMPA, Fla., April 8.—No sooner have the various disturbing rumors regarding the quality, quantity, etc., of the new crop of Cuban tobacco been set at rest, than, like Banquo's ghost, which will not down, comes the report that the new wrapper will not burn. It's considered serious enough for the manufacturers to investigate. So several are going over to look into the truth of this report.

The Equalization Committee, of which there are two branches, one for the clear Havana and one for shade industry, are now making the round of the factories adjusting sizes and prices. Both manufacturers and workers are represented on this committee, adjusting and equalizing all these minor discrepancies.

A. L. Cuesta, Jr., Enrique Pendas and José P. Perez have been appointed by the Cigar Manufacturers' Association to represent them on the governing board of the Quarter Million Club. Other local organizations are invited to appoint representatives on this board.

C. J. Ransom of Nashville has been added to the sales staff of Sanchez & Haya. He will cover the entire South, west of Atlanta.

Jerome Regensburg leaves on Monday for New York. Manager Torres will have a busy time all by himself this Summer, with the two big factories on his hands.

Celestino Sierra, a nephew of Manual Corral, of Corral, Wodiska y Ca., has returned to the factory. He has been out among the trade, and reports flattering prospects.

The pleasures of a sea voyage mean nothing to Manuel Garcia, it's nothing but business that called him to Havana on his recent flying trip. He has returned to find that, during his absence Ludwig Lasker has loaded him up till it takes 300 men to prevent an overflow.

Joe P. Perez leaves next week for Havana via New Orleans. He will investigate the rumors concerning the burning qualities of the new crop wrapper while in Havana.

José Arango, of José Arango & Co., has gone to Chicago to consult with his associates who have the handling of the Cyrilla and General Forbes cigars, the latter are made for Julius Fernback Co.

A. Sariego, of the Farnham Tobacco Corp., who has been visiting Tampa, has returned to his Hartford headquarters.

Eduardo Gonzales, of Eduardo Gonzales y Ca., says that business is good—their Lujoso, Te gusta and Estos Si are in great demand. Their entire output is handled through their Chicago office, which is represented by J. M. Rosenberg and W. M. Woolfson at 222 North State street.

J. W. Russell, son of John E. Russell, proprietor of the Havana Leaf Tobacco Co. of Tampa, a student of dentistry at Tulane University, New Orleans, La., is seriously ill at the university. Young Russell was injured while in a practise basket-ball game. His father left immediately for New Orleans at news of the accident.

### Sells La Cadena Cigar Factory

SHEBOYGAN, Wis., April 8.—John Liebl, manufacturer of the La Cadena cigar for the last 36 years, and a man who has been connected with the business of cigar making for the last 48 years, has sold his business and is going to take a rest. He deserves one. Toby Aigner and Joseph Gerhardt, who have grown up in the business with Mr. Liebl, have helped make the La Cadena for so many years that they figured they ought to own the business, so purchased it from Mr. Liebl.

### Production of Chesterfield Cigarettes

How Chesterfield cigarettes are made, as revealed by the camera, has furnished the material for a new and decidedly interesting series of advertisements recently placed by the Liggett & Myers Tobacco Co., in rotogravure and illustrated Sunday supplements in the newspapers of the larger cities.

In showing photographic details of the many processes involved in manufacturing their famous Chesterfield brand, Liggett & Myers have for the first time made use of the rich fund of "news" material which underlies the cigarette industry.

The "camera campaign" proves conclusively that to buy tobaccos, then to cure, condition, age, blend and "make" the finished cigarette is an art and a science far more involved than is apparent to the average cigarette smoker.

For instance, photographs from Turkey show how the ripe tobacco used in Chesterfield is picked leaf by leaf, strung on threads, appraised by expert buyers and finally baled like precious silks for shipment by transport to the U. S. A. Then also are shown scenes in the auction warehouses of the South, where buyers of long and practical experience go to judge the color, weight and texture, and eventually to purchase the prime domestic leaf that goes into the exclusive Chesterfield blend.

From that point on the camera uncovers an amazing panorama of manufacturing details—pictures showing how domestic tobacco is dried out in ovens before storage; "prizing" or packing Domestic tobacco in hogsheads for storage; aging of Domestic tobacco in storage warehouses; the mixing of the Turkish and Domestic tobaccos; cutting machines which cut or shred the mixed tobaccos; cigarette-making machines which turn out 400 Chesterfields a minute; cup-making machines which form and paste the "cups" or outer packings; packing machines which wrap the paper and foil around the cigarettes; and finally, the ingenious apparatus by which the extra glassine air-tight wrapper is put on.

The manufacturer frankly confesses in his advertisements that these are but a few of the many important steps in the making of this good cigarette, regretting the lack of space to tell of the care and cleanliness in every step all along the line and to chronicle the enormous investments in tobacco, factories and equipment that make a popular price possible on this truly great cigarette.

But it is safe to assume that when this campaign has completed its schedule the public will be thoroughly conscious of at least two important conclusions, namely, that taste is a matter of tobacco quality, and that Chesterfield contains the finest selection of high-grade Turkish and Domestic tobaccos ever used in a cigarette selling at its price.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF:
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.
PASBACH-VOICE
LITHOGRAPHING CO. INC.
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GRAND STREET AND MORGAN AVENUE
BROOKLYN, N. Y.
CIGAR-LABELS—CIGAR BANDS

PERFECTO GARCIA
& BROS.
Manufacturers of
*World's Finest Havana Cigars*
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

*We Are Here*

# LAFAYETTE

## Mild Havana Cigars

**Sizes and Prices**

Perfecto Extra
*15c Straight*

Queens
*15c Straight*

Club House
*2 for 25c*

Blunts
*10c Straight*

Blunts (can)
*10c Straight*

**Benito Rovira Company**
INCORPORATED
311-321 East 62nd Street
New York

*Old King Cole*
*CIGARS*

Made in Bond

Choicest Havana Tobacco

Spanish Hand Work

*Retailing from 2 for 25c to 30c. Jobbers write.*

OLD KING COLE CIGAR & TOB. CO.

Factory
FORT MEYERS
FLORIDA

MAIN OFFICE
140 W. 42nd St.
NEW YORK CITY

Warehouse
MONTE 72
HAVANA, CUBA

# Chicago Leaf Tobacco Trade Shows Better Spirit

### Market Points Toward Increasing Demand for Higher Grade of Cigars—Manufacturers Convinced That Public Is Not Satisfied With "Cheap" Smokes—Shop Talk.

CHICAGO, April 8.—Conditions in the Windy City Leaf Market point toward an increasing demand for the better grade of cigar. Leaf sales indicate that many of the cigar manufacturers are realizing the fact that despite the hue and cry for lower prices, the cigar smoking populace is not finding satisfaction in cheap cigars, and the majority of men, if they smoke cigars at all, prefer to smoke, not a cheap cigar, just for the sake of smoking, but a fairly good brand, which gives them value for their money and satisfies them that they are having a good smoke.

**'Twas Ever Thus**

"Human nature is one of the funniest things a man can find on earth," was the reflection of a Chicago leaf merchant this week." It was only a few weeks ago that there was a feeling that the man who could turn out a five cent cigar would make a fortune. Everybody seemed to be yelling for cheaper stuff; they wanted a lower price. But now put a five cent cigar on a store counter and most every smoker is afraid of it. He wants quality and is willing to pay a reasonable price for it."

During the past week, a little better buying tendency has been noticeable in Chicago, among the local leaf houses. Most of these houses report buying being done on a conservative basis, and the manufacturers not carrying heavy stocks.

Leaf tobacco salesmen coming back to Chicago after spending from one week up among the manufacturers, on their regular sales trips, report that the sections of the country, where the manufacturers are doing from what is considered a fair business up to what is spoken of as a good business, are those in which the better grades of cigars are being made and sold. In territories where cheap cigars are getting concentration, business is dull and slow.

Spring is on the wing in Chicago. The trade, as an entirety, feels that the prevalent pleasant weather has started a better trend in their business. As yet, of course, this betterment has not been felt by the leaf man. But the dealers say that every one is more cheerful, and smiles are now where frowns were before; and a man doesn't seem to mind spending ten or fifteen cents for a cigar if the weather is salubrious. Many of the local stores are taking advantage of this turn for the better in the weather condition, and are dressing their windows afresh, for that is the twang which is in the air.

Representatives of Chicago Leaf Houses returning to the city after business trips to Wisconsin say that the section of that State north of Milwaukee has had one of the most severe winter seasons that has been experienced in years. What effect this will have on the cigar business, they could not say, but some of the planters are said to have intimated that they will put no crops in this year. "But they've said that before and changed their minds," was the remark of one of these leaf salesmen.

George W. Monroe, representing J. & O. Altschul Tobacco Co., of Quincy, Fla., spent some time in Chicago recently visiting the wholesale and jobbing trade here.

Joe Davendorf, representing A. W. Kaercher & Co., in Milwaukee, says that business now is not a matter of gathering up orders, but means real salesmanship. He is working hard in that territory and is showing some good results for his labors.

Charles Riegel, president of the Paul Megelin Leaf Tobacco Co., 309 West Lake Street, Chicago, will leave early next month on a pleasure trip to Europe.

**Optimistic**

"Bob" Granat was in Chicago last week calling on the Leaf Merchants and other members of the trade. He is identified with Robert M. Granat & Co., of Lancaster, Pa. He was very optimistic regarding conditions in the industry and said that all indications were for a gradually improving business. He expects, it is said, to put in a good sized 1922 crop.

J. Weil, with Weil Tobacco Co., of Quincy, Fla., made a visit to Chicago, and called on the trade here recently.

Harry Van Gelder, of A. W. Karcher & Co., returned to Chicago last week after a business trip of five weeks, covering the central States. Mr. Van Gelder did a fairly good business while on his trip. He is in the city now making up samples for his next trip.

Nathan Reiss, head of Schroeder Reiss & Co., 158 North Franklin street, is back in the Windy City, among his friends again, after an extended trip to the Pacific Coast.

Manhattan and thence to Louisiana and the South, is the known schedule of the honeymoon trip of W. E. Lilienfeld, of Jose Escalante & Co., 24 West Jackson boulevard, Chicago. Mr. Lilienfeld has just become a benedict, the lucky lady being formerly of Detroit. The Chicago trade, married representatives especially, extend their best wishes.

R. M. C. Glenn, the vice-president of the American Cigar Co., spent a few days in Chicago last week, calling on members of the trade here.

A report has been received in Chicago, that Mrs. J. M. Hoffman, who since the death of the late J. M. Hoffman, cigar manufacturer of Winona, Minn., has been managing his business, and making a good go of it, has recently married H. Byers, who has been a cigar maker and foreman of the shop for her. The factory, it is said, is to continue operating under the title of the Hoffman Estate.

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**CAVOUR**
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# Directory of TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

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Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Cleveland

(*Continued from page* 23)

when he will be dug up and released from his prison. We hope the "dead one" will come to life a cheerier and more optimistic individual. The burial was made by the Ohio Funeral Directors' Association who will have a convention here June 20, 21 and 22. The casket was buried with the smokes to prove that it was air and water tight besides symbolizing the burial of hard times.

### Adrian Keough on Trip

Adrian Keough is now on a short western business trip. Adrian, through honest-to-goodness plugging, comes home always with "beaucoup" orders.

### Natural Rounds Featured

Harry Berchu is sure working hard to keep Natural cigarettes in their place "in the sun." Harry has every store in town featuring Natural Rounds and orders for this brand more than exceed any rabid estimate.

### Leaves for St. Louis

O. R. Thompson, who looks after the interests of the Juan de Fuca cigar for the Morgan Cigar Co., left Cleveland the other day for St. Louis and other points west. Juan de Fucas are still among the favorite smokes of Cleveland cigar lovers.

### Rosenblum's Specials

Dave Rosenblum, who owns that always-busy store at East 105th Street and Superior Avenue, is offering as specials for the week-end any six five-cent cigars or any three 10c cigars for only a quarter.—HERB.

## Philadelphia

(*Continued from page* 14)

culation of TOBACCO makes possible. President Schoch in this connection urged all the members as a matter of direct benefit to themselves assiduously and persistently to read their trade papers every week.

### Trade Notes

General introduction is being given to the new brand, El Tedella, made by the new cigar factory at Bank and Chestnut Streets, in which Joseph Levy is interested. Mr. Levy is one of the best known, old experienced salesmen in the local field. For many years he was connected with Pent Bros., had large western territory for several manufacturers, and for a short time was in the retail business on his own account. The El Tedella retails at from 10c up.

W. H. Bailey & Co., jobbers, 2nd and Arch Streets, received during the week their first large shipment of real Pongee Manila cigars since the war. The company is pushing sales of its own make of Havana Five and has introduced a new brand, the Alfonso, retailing at 5c, on which it reports being oversold.

Visitors of the week included Major Ackerman of Cuesta, Rey & Co., and M. Fernandez of Ybor City, Fla.

### Re-Drying Machines to China

A large shipment of the scientifically designed and up to the minute Proctor Re-Drying machines to China has just been made by the manufacturers, Proctor & Schwartz, Inc., of this city. The consignees were the Nanyang Bros. at Shanghai, but which, however, has distributing outlets all through the Chinese Empire and which is widely known for its immense cigarette production. The shipment was made under the personal supervision of Frederick Kershaw, sales manager of Proctor & Schwartz. He reports a large domestic demand for its devices.

Leo S. Weiss, of A. Roig & Lansdorf, sales manager, is making an extensive trip through the central west, but all the sales force is still covering its respective territory although the firm reports being much oversold on the five sizes of Girard.

John Loughran of Daniel Loughran Co., Washington, D. C., and distributors for the District of Columbia of El Producto, was a visitor at the G. H. P. Cigar factory during the week. M. Frieder of S. Frieder & Son, Cincinnati, distributor in that territory, was another guest. An artistic window display in patriotic colors is being placed in the stores handling El Producto. It consists of a large light blue centerpiece with a reproduction of the label and showing the ten sizes of El Producto and surrounded by four smaller pieces of open box display of the cigars. One of the smaller pieces shows the El Producto in Corona Can packing. An attractive red background with blue and white letters proclaiming El Producto is made up into a window poster. The whole makes a colorful spring display piece for the cigar shops.

### Overhauling Factory

All the factories of the Consolidated Cigar Corp., with the exception of the Philadelphia branch at 11th and Wharton Streets, are operating in full swing. An extensive demand came with the opening of the current month and necessitated the employment of the factories to capacity. The 11th and Wharton streets factory was not put into complete operation owing to the fact that extensive alterations for the expansion of manufacturing facilities is under way. The alterations consist in the demolition of partitions separating the various rooms, turning the floors into expansive manufacturing rooms. The floors are being torn up and strengthened to accommodate the improvements. The shipping room is being moved to the fourth floor and modern elevators, electrically equipped, being installed. When completed the factory will employ over 300 hands and will be one of the most modern, sanitary establishments in the city. Increased sales are reported by Manager M. A. Funk on 442 and Adlons, the firm's leaders. All salesmen are out on the road.

"It's Java Wrapped" is the cryptic announcement which flashed out from scores of great billboards and sides of buildings throughout the city. The brief sentence designed to whet curiosity and to open up the way for a widespread advertising campaign locally to be launched by the Congress Cigar Co. for its only product, the La Palina, whose distinctive characteristic is that the wrapper is of exquisite Java leaf. Next in the series will be artistically painted pictures of the La Palina itself. This campaign for the present is confined exclusively to Philadelphia and Chicago, but later will be extended over a broader territory. All the forty stores of the Acker, Merrill & Condit Co., with headquarters in New York, are retailing the La Palinas. The merits of La Palina are being broadcasted through the clubs and stores controlled by the exclusive trade of the Acker, Merrill & Condit Co. Arthur Bachman, proprietor of the jobbing houses in Los Angeles and San Francisco, was a visitor at the Congress headquarters. He has taken on the La Palina, covering the territory of Los Angeles and San Francisco. Samuel Paley, head of the firm, is on a leaf buying trip in Hartford, Conn. Paul M. Kahler of the Kahler Cigar Co. of Reading, has taken over the distribution of the La Palina in Reading and adjacent territory.

Ventura Blanco, 869 Belmont Avenue, who opened in West Philadelphia last year, after removal from his landmark establishment at 5th and Arch Streets, is concentrating his efforts on two brands manufactured by the firm. They are Winsoria and Blanco, both ten centers. Outside jobbing trade is being featured in Philadelphia, New York and Ohio, sales heretofore having been confined to Philadelphia.

Confirmation came this week of the announcement in TOBACCO that the Schulte chain store had secured the lease on the southeast corner of 13th and Chestnut Streets, occupied for the last ten years by the United Cigars Stores Co. and regarded as one of the best locations in the city. The lease covers a five-year period and aggregates $125,000.

A friendly customer and a doped cigarette brought deep dreams of peace to John Vilik as he sat in his store at 2501 Olive Street. The cigarette was presented by a customer after purchasing a pack from the proprietor. The doped cigarette put him to sleep and while he slumbered the donor stole cash and tobacco valued at several hundred dollars.

The York officer of the Collector of Internal Revenue reports an upward trend in the tobacco and cigar business, based on the fact that collections during March totalled $200,483, an increase of over 10% of February and of 5% over March of last year.

## Salient Features of Kelly-Stephens Better Business Bill

In accordance with the wishes of the Tobacco Dealers' Association of Philadelphia, TOBACCO hereto subjoins the explanatory comment on the Kelly-Stephens Bill, which would prevent price-cutting on trade-marked products. Comment made by Hon. M. Clyde Kelly, Representative of the Thirtieth Pennsylvania District, who introduced the measure in the Lower House of Congress. Mr. Kelly said:

"My bill, H. R. 11, undertakes to give the independent maker of a standard trade-marked and identified article the right to establish a uniform one-price-to-all policy. It will put an end to the dishonest system of advertising nationally known and publicly approved goods at less than cost in order to delude the public into buying unnamed and unknown goods at extortionate prices.

"It is aimed at the predatory price-cutter, who injures the manufacturer, distributor and consumer.

"The price-cutter who takes a standard, identified, widely wanted article and reduces the standard price in order to deceive the unwary customer, is a trade pirate. He is a spider luring the puzzled consumer into his web. He is not a public benefactor, he is a public malefactor. His predatory plan is to fool the purchaser by giving him a few cents on one transaction so that he may rob him of dollars on others. He is a price-cutter in order to be a profiteer. He gives twenty-five buyers a bargain on known goods so that he may overcharge 500 customers on unknown goods. He piles up profits for his department store or mail order house by the tactics of the green goods man and advertising faker, and the deceived public foots the bill. His success built on unfair methods means higher price and lower quality on all goods. In the beginning he robs the consumer by fraud and in the end devours him by extortion.

### "Just as Good"

"The price-cutter ruins the reputation of high grade goods and destroys the good will of the makers, thus stealing both purse and good name in one operation. He advertises standard goods at a loss and then seeks to persuade the public to accept substitutes on which he makes money. He demoralizes the price and the product. He forces other dealers to follow his lead or refuse to handle the article. He restricts sales and lessens distribution. His unfair practices leave the manufacturer helpless to protect his business, into which he has put his name, his labor and his money.

"The price-cutter drives the small distributor to the wall by the worst form of illegitimate competition. He swallows competition by the very practices the anti-trust laws were intended to prevent. He is the cut-throat competitor who is everywhere and always the forerunner of monopoly. He is a restrainer of trade and a lessener of competition. He robs the neighborhoods of their corner stores, which can give best service under fair competition. He shouts for a free market, where in a jungle war his unscrupulous tactics may give him a strangle hold on business.

### Breaks Contracts

"The price-cutter helps to weaken the honesty and morality of American business. He seizes any straw, however flimsy, to free himself from moral and legal obligations to fulfill contracts and obligations. He breaks down the one-price-for-all system, which is an inseparable companion of business honesty. He is the author of many degrading tendencies in business. His spirit of disregard of fair play is encouragement to every cheat in business. He helps rot the fabric of American commerce. He breeds the tax dodger and the canceller of honest contracts and the men who cheat but keep within the law. He encourages 'gentlemen's agreements.'

"He is an enemy of the public good and he must go.

"Give the independent manufacturer of identified, guaranteed goods the right to maintain a one-price-to-all policy and protect his reputation and good will, which depends upon public approval of the price and quality of his product. That will assure a square deal for business and the public."

### Resumes Operations

ELWOOD, Ind., April 8.—The Tipton-Berry Cigar Co.'s factory, which had been closed since the first of the year, resumed operations a few days ago. About one hundred men and girls are employed.

## CLASSIFIED ADVERTISEMENTS

**Learn to say "COMBATE" (Combat)**

The COMBATE TOBACCO CORPORATION was incorporated in Porto Rico on December 28, 1921, and is taking charge of the greater part of the leaf and manufactured tobacco business of its President, Mr. Javier Alonso Riera. Although its name is new its personnel averages over 30 years' experience in the tobacco business.

Before doing any business in tobacco either in Porto Rico or in Santo Domingo ask for the references of the Directors of "COMBATE" and write to the main office at 14 Tetuan St., San Juan, Porto Rico; or see Mr. J. A. Riera at the Hotel McAlpin sometime this month.

TOBACCO RIGHT. PRICE RIGHT.
CONNECTICUT SHADE. POUND OR BALE.
LIGHT BROWN. MEDIUM TO DARK.

No. 1, 17 in. V., $1.15; No. 2, 17 in. V., 90c.; No. 3, 16 in. M. L., 90c. per lb.
No. 4, 15 in. V., 80c.; No. 5, 14 in. V., 75c.; No. 6, 12 in. M. L., 60c. per lb.

CONNECTICUT PRIME WRAPPERS. EQUALS IMPORTED JAVA.

No. 7, 20 in. L., $1.25; No. 8, 17 in. L., $1.00; No. 9, 15 in. L., 75c. per lb.
No. 10, 12 in. M., 90c.; No. 11, 18 in. M., 50c.

SPOT CASH DELIVERED. MONEY BACK IF NOT SATISFACTORY.

P. J. SULLIVAN, 161 Pierrepont Street, Brooklyn, N. Y.

**SPECIAL 3 FOR 10c CIGAR or stogie size manufactured by us. Excellent proposition for wholesale cigar jobbers only. Address "Special," care Tobacco.**

**CIGAR MANUFACTURERS take notice. I carry in stock regularly an elegant line of stock cigar bands. Write for samples. Prices low. Address "Elegant," care Tobacco.**

SIFTINGS—In small or large quantity. Make offer f. o. b. factories, New Jersey and Pennsylvania. Siftings, Box A, care Tobacco.

**FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.**

**AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.**

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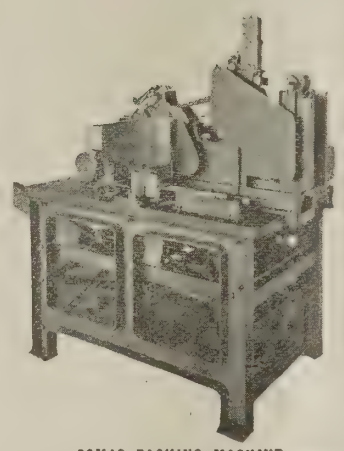

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## Machines for The Cigarette Industry
### The Comas Cigarette Machine Company
manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

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COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS MONARCH CIGARETTE TIPPING MACHINE, 70,000 to 80,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

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STOCK LABELS AND STOCK BANDS
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# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 25 NEW YORK, APRIL 20, 1922 Per Annum $3.00 Per Copy 10c.


## Trade Awaiting Outcome of Jobbers' Conference

### Davies, Former Head of Federal Trade Commission in New York, Going Over Details of Plan With Dushkind—Representative Attendance at Conference Assured.

Plans for the Conference of Jobbers to be held at the New Willard Hotel, Washington, D. C., on April 25 are rapidly approaching completion. Joseph E. Davies, former Chairman of the Federal Trade Commission, whose endorsement of the plan for meeting the situation mapped out by Charles Dushkind has already been announced, is spending three days of the current week at the T. M. A. offices in New York with Mr. Dushkind going over the situation from every angle and arranging and completing all necessary details.

If anything, interest in the conference is growing more intense with each passing day. The entire staff of the T. M. A. is busily engaged from morning until late at night handling the flood of communications pouring in from all sections of the country. One and all they carry endorsements of Mr. Dushkind's plan and there can be no question but that the trade in all sections of the land is anxiously awaiting the outcome of the Washington conference.

In a statement issued by Mr. Dushkind he stated that acceptances had already been received from practically all the individual jobbers invited to represent their section of the trade at the conference. They are coming from Los Angeles, Cal.; Omaha, Neb.; Butte, Mont.; Denver, Colo.; Fort Worth, Texas.; Detroit, Mich.; Milwaukee, Wis.; Minneapolis, Minn.; and New Orleans, La., to mention just a few of the more distant points.

"A number of Wholesale Grocers Associations have requested permission to send delegations," says Mr. Dushkind in his announcement, "and needless to say this permission was cheerfully granted."

Mr. Dushkind is fairly overflowing with enthusiasm as a result of the splendid response to the call for the conference and is confident indeed that when the conference opens on the morning of the 25th every section of the country will be adequately represented under the plan previously announced.

A complete list of those who have thus far signified their intention of attending the conference is given below:

**List of Those Scheduled to Attend Washington Conference**

Edmund C. Dearstyne, Dearstyne Bros. Tobacco Co., Albany.

Thos. J. Link, Link & Co., Buffalo, N. Y.

Arthur M. Eisig, Metropolitan Tobacco Co., New York, N. Y.

Robert R. Davis, W. A. Davis, Syracuse, N. Y.

Max Jacobowitz, Hudson County Tobacco Co., Jersey City, N. J.

Wm. W. Blake, William W. Blake Co., Altoona, Pa.

George Frings, Frings Bros. Co., Philadelphia, Pa.

A. Goldbloom, Federal Tobacco Co., Pittsburgh, Pa.

J. Vipond, Scranton Tobacco Co., Scranton, Pa.

W. W. Anspach, Reid Tobacco Co., Milton, Pa.

W. A. McConvey, C. J. Donovan-Haas Co., Buffalo, N. Y.

Joseph P. Manning, J. P. Manning Co., Boston, Mass.

S. H. Frumkin, Frumkin Tobacco Co., Pittsfield, Mass.

David Straus, Henry Straus, Cincinnati, Ohio.

George W. Barnes, The Weideman Company, Cleveland, Ohio.

E. W. Harris or L. O. Hamilton, Hamilton, Harris & Co., Indianapolis, Ind.

S. N. Grossman, Chicago Tobacco Co., Chicago, Ill.

G. C. Bretcher, Illinois Tobacco Co., Springfield, Ill.

John T. Woodhouse, John T. Woodhouse & Co., Detroit, Mich.

C. B. Leidersdorf, Lewis-Leidersdorf Co., Milwaukee, Wis.

R. E. L. Hall, Capital Cigar & Tobacco Co., Washington, D. C.

J. N. Hirsch, J. N. Hirsch, Atlanta, Ga.

E. Asbury Davis, F. A. Davis & Sons, Baltimore, Md.

J. S. Pinkussohn, J. S. Pinkussohn Cigar Co., Charleston, S. C.

Cliff Weil, Cliff Weil Cigar Co., Inc., Richmond, Va.

R. D. Burnett, R. D. Burnett Cigar Co., Birmingham, Ala.

J. P. Coleman, C. C. Bickel Co., Louisville, Ky.

R. L. Jordan, Central Cigar & Tobacco Co., Memphis, Tenn.

A. J. Lyon, A. J. Lyon & Co., Meridian, Miss.

O. J. Moore, O. J. Moore Grocer Co., Sioux City, Iowa.

Phil. A. Booco, E. B. Crabtree Company, Minneapolis, Minn.

Arthur E. Harms, Peter Hauptmann Tobacco Co., St. Louis, Mo.

Ray L. Beselin, H. Beselin & Son, Omaha, Neb.

Lee Marx, Louis S. Cohn Co., Butte, Mont.

J. S. Deben, Crescent Cigar & Tobacco Co., New Orleans, La.

Fox Platter, The Waples-Platter Gro. Co., Fort Worth, Texas.

Harry A. Beck, Beck & Co., Los Angeles, California.

## Kilfeather Cigar Factory Moves to Philadelphia

NEW HAVEN, Conn., April 14.—Declaring that he could not meet the arbitrary demands of union labor leaders in New Haven or do business with union cigarmakers here on an equitable basis, John P. Kilfeather, Meadow street cigar manufacturer, announced officially today that he had discontinued the operation of his local factory, as he had found it impossible to operate here under present labor conditions and at the same time meet competition in the open market. The Kilfeather factory is being moved to Philadelphia and will be in operation there Monday. The closing of the local plant puts approximately 110 cigarmakers here out of work.

Mr. Kilfeather's new factory will be located at 37-39 North Second street, and will be operated as an open shop, employing both union and non-union cigarmakers. Mr. Kilfeather stated today that he regretted leaving New Haven, but had been forced to it by the refusal of the union cigarmakers of New Haven to meet him half way, despite the fact that he had laid all his cards on the table and shown them that it was impossible for him to meet competition in the open market should he accede to their arbitrary demands.

The Philadelphia factory will start operation with fifty employes, but the distributing center will remain in New Haven. The present office staff and shipping department will be retained in the Meadow street plant.

## Abe Bijur Better

Abe Bijur, of the big leaf tobacco house of E. Rosenwald & Bro., 145 Water street, who has been ill for some time, is reported as considerably improved, but it may be several weeks before he returns to the tobacco district. Mr. Bijur is greatly missed, and his many friends hope to welcome him back in the near future.

## Whelan Back from Europe

George J. Whelan, of United Cigar Stores fame, returned Saturday on the *Carmania* from a two months' tour of the Mediterranean.

## Wm. Waldmann with Preferred Havana

CHICAGO, April 14.—A big surprise was given the Chicago trade this week when it was learned that William Waldmann had made connections with José Diaz, of the Preferred Havana Tobacco Co., to represent this firm in Chicago and the central west, with headquarters in Chicago. Mr. Waldmann is widely known to the trade throughout the entire country and is a salesman of vast experience. He has been the general sales manager for Wm. J. Seidenberg & Co., having started their Chicago branch and remained with the firm until they retired recently owing to the financial troubles of the Arango factory in Tampa. A big campaign will be waged here on the Henry the Fourth cigar and other brands made by the Preferred Havana Tobacco Co. and its allied factories. The present sales force in this territory will remain and new men added just as soon as a suitable location for headquarters is secured.—H. L. H.

## Tobias Resigns

CHICAGO, April 15.—William Tobias, who has been located here for the Preferred Havana Tobacco Co., and who has covered the Middle and Northwest, including Chicago, resigned today.—H. L. H.

## Danville Tobacco Association Takes No Stand

### Declines to "Take Sides" for or Against Co-operative Marketing—Wants to Serve Best Interest of Market—President Wooding Makes Interesting Report.

DANVILLE, Va., April 17.—The Danville Tobacco Association, one of the strongest trade organizations in the bright belt, in annual session here declined to take a stand either for or against co-operative marketing, although efforts were made by the local warehousemen to secure the passage of a resolution the terms of which endorsed them for announcing the resumption of auction sales next season. The Association took the view that it was not to be drawn into a factional dispute and that it could ill afford to espouse the cause of one branch of the trade against another.

At the meeting, which was well attended, John B. Harvie, one of the most energetic of the younger men of the trade, was elected president of the organization to succeed W. Crews Wooding, of Dibrell Brothers, who for two years has been president and whose successful administration of the Association's affairs resulted in a pressing request for his services again. Mr. Wooding respectfully declined the honor for another year. C. E. Slaughter was elected vice-president, and John Bustard was re-elected secretary and treasurer.

Aside from the discussion relative to the Co-operative Marketing Association, the most important action taken was the decision to operate quadruple sales in Danville next season. This for the past two years has been resisted by the Association, but this year in view of the demand made by warehousemen for the support of their stand towards co-operative selling it was adopted as a compromise measure.

The Danville season will reopen on October 2, the latest date for a season's opening recalled by many of the older men in the trade. A few years ago sales opened at the end of August but the trend has been towards a late opening, until now it comes in October. The reason for this is that warehousemen and buyers are compelled to have their full forces in field on the opening day when little more than early pullings and primings are ready for market. This year the sales will begin at a time when there is plenty of leaf available for sale unless the pooling is such a success that little leaf is left for open marketing.

**Quadruple Sales Adopted**

The big fight of the evening was over co-operative marketing. The warehousemen, strongly allied in the sternest fight, the result of which will affect them very materially in a financial way, asked for the support of the trade. John Tucker, spokesman for the warehousemen, presented a resolution the text of which called for endorsement of their stand for the continuance of loose leaf auctions next season. Opposition to the resolution immediately developed and the antagonists pointed out the danger of committing the board of trade. The sense of the arguments heard was that Danville was primarily interested in having

as much tobacco sold here as possible and that in fairness to both sides each should be given an equal opportunity to sell and that no effort should be made to coerce the farmers. Finally the warehousemen were prevailed upon to withdraw their resolution, so co-operative marketing did not become part of the record of the meeting and there was no chance to see how the Association stood on this vital issue. The quadruple sales resolution was next submitted and adopted. It remains to be seen whether or not the fourth sale will be necessary with a large proportion of the tobacco grown in this section pledged to the pool.

The report from the executive committee showed that the Danville Association is in good condition financially and that it has a growing membership. Thirteen new firms were reported during the year bringing the total to 86 buyers and eight warehouse firms. An effort to reduce the salary of the secretary and treasurer of the organization was voted down. The report of the basket committee showed that the system continues to be highly satisfactory.

Few changes were made in the standing committees. The executive committee is composed of E. G. Moseley, chairman; J. P. Penn, A. D. Keen, L. J. Paylor, T. L. Hodges, H. L. Boatwright, T. S. Williamson, J. L. Tucker, R. N. Williamson and B. L. Belcher.

### President's Report

The report of the retiring president presented an interesting summary of the year's work and dealt in authentic statistics relative to the Danville market, general conditions, and good roads, the necessity of which was reiterated. Emphasis was laid on the distressing effects of last year's drouth which cost the Danville market from ten to fifteen million pounds of tobacco. The amount of tobacco sold on this market during the year was 33,979,645 pounds at an average of $19.57. The year previous showed higher figures, the total amount marketed in Danville being 55,552,377 pounds at an average of $26.19. The general average for the crop just sold stood around 24 cents per pound until the end of the season when farmers marketed a large quantity of green and other low grade of tobacco which greatly cut into the general average for the season. Conditions are summed up in the following terms: "While the crop produced some desirable and useful tobaccos from a manufacturers' standpoint, yet it was generally termed a 'dry weather' crop, good to fine wrappers being noticeably scarce, yet in strong demand."

Monthly sales of the 1921-22 crop were as follows:

| Month | Pounds | Average | Amount paid out |
|---|---|---|---|
| Sept. .... | 514,147 | $18.44 | $94,820.32 |
| Oct. ..... | 3,453,376 | 26.80 | 925,483.36 |
| Nov. .... | 10,601,843 | 23.19 | 2,459,212.03 |
| Dec. ..... | 6,098,767 | 21.02 | 1,282,486.92 |
| Jan. ..... | 5,079,560 | 18.20 | 924,570.97 |
| Feb. ..... | 6,306,266 | 12.61 | 795,241.45 |
| Mar. ..... | 1,925,686 | 8.73 | 168,224.64 |
| Total .. | 33,979,645 | $19.57 | $6,650,039.69 |
| Sales for corresponding period of 1920 crop: | | | |
| Sept. .... | 585,245 | $19.40 | $113,554.97 |
| Oct. ..... | 9,194,649 | 28.08 | 2,582,269.75 |
| Nov. .... | 10,570,957 | 29.15 | 3,082,010.34 |
| Dec. ..... | 8,571,649 | 25.52 | 2,188,003.68 |
| Jan. ..... | 7,826,937 | 29.13 | 2,280,327.20 |
| Feb. ..... | 11,889,363 | 25.98 | 3,088,977.69 |
| Mar. .... | 6,913,577 | 17.57 | 1,214,794.08 |
| Total .. | 55,552,377 | $26.19 | $14,549,937.71 |

Further interesting statistics of sales of leaf tobacco in Danville since records were kept are contained in the report as follows:

| | Pounds | |
|---|---|---|
| 1869 | 10,621,557 | $12.25 |
| 1870 | 13,191,406 | 12.00 |
| 1871 | 14,065,639 | 12.34 |
| 1872 | 15,827,846 | 11.64 |
| 1873 | 16,147,715 | 13.47 |
| 1874 | 14,679,421 | 20.45 |
| 1875 | 13,455,413 | 13.32 |
| 1876 | 16,624,296 | 12.23 |
| 1877 | 27,698,125 | 8.80 |
| 1878 | 26,851,900 | 11.91 |
| 1879 | 33,151,247 | 11.39 |
| 1880 | 30,552,738 | 10.86 |
| 1881 | 25,572,536 | 9.41 |
| 1882 | 35,503,121 | 13.45 |
| 1883 | 27,548,014 | 13.07 |
| 1884 | 37,017,904 | 13.54 |
| 1885 | 40,353,992 | 9.41 |
| 1886 | 29,342,728 | 8.65 |
| 1887 | 31,269,257 | 10.60 |
| 1888 | 28,803,846 | 8.75 |
| 1889 | 24,925,076 | 13.22 |
| 1890 | 40,099,289 | 11.95 |
| 1891 | 37,707,180 | 8.87 |
| 1892 | 39,001,755 | 8.23 |
| 1893 | 42,050,141 | 6.46 |
| 1894 | 39,206,789 | 7.96 |
| 1895 | 40,160,999 | 7.79 |
| 1896 | 46,693,654 | 6.46 |
| 1897 | 49,464,741 | 7.81 |
| 1898 | 45,052,336 | 6.64 |
| 1899 | 54,107,580 | 6,76 |
| 1900 | 36,026,949 | 11.07 |
| 1901 | 33,685,062 | 10.25 |
| 1902 | 46,710,547 | 8.77 |
| 1903 | 42,908,499 | 7.94 |
| 1904 | 38.029,050 | 8.55 |
| 1905 | 34,976,623 | 9.42 |
| 1906 | 36,040,017 | 9.11 |
| 1907 | 35,567,464 | 11.42 |
| 1908 | 39,062,004 | 9.77 |
| 1909 | 36,026,949 | 11.07 |
| 1910 | 36,036,984 | 10.47 |
| 1911 | 37,264,404 | 11.30 |
| 1912 | 35,919,379 | 14.04 |
| 1913 | 46,696,022 | 17.08 |
| 1914 | 38,650,265 | 9.27 |
| 1915 | 37,885,348 | 10.55 |
| 1916 | 30,165,149 | 18.29 |
| 1917 | 35,941,794 | 31.76 |
| 1918 | 45,547,953 | 34.13 |
| 1919 | 30,194,757 | 55.40 |
| 1920 | 55,552,377 | 26.19 |
| 1921 | 33,979,645 | 19.57 |

### Storage

Information from public storage warehouses show:

| | |
|---|---|
| Number of hogsheads on hand April 1, 1921 | 18,649 |
| Number of hogsheads received to April 1, 1922 | 10,372 |
| Total | 29,021 |
| Number of hogsheads delivered to April 1, 1922 | 11,757 |
| Number of hogsheads on hand April 1, 1922 | 17,264 |

Dealing with general conditions of the trade the retiring president's report says:

"The preceding crop, that of 1920, proved to be the largest that was ever produced in the history of the trade, a total of 650,000,000 pounds of bright Virginia, North and South Carolina and Georgia. Notwithstanding the general depression and stagnation in the tobacco trade as well as other lines of business throughout the world, brought about by the readjustment of conditions and in spite of admonitions to planters to reduce the acreage, a large crop was set out in 1921 and but for the drouth a bumper crop would have been produced. Statistics for the 1921 crop are not available at this time, but it is estimated that around 375 to 400 million pounds of brights was produced. The average will be about 22½c. Moderate stocks of redried lots in both old and new are held by the dealers, consisting generally speaking of common to good grades, although some scattering lots of fine cigarette types are to be had. Old stocks in the hands of English manufacturers are gradually being depleted and indications point to an improvement in trade with Great Britain. The appreciated value of the pound sterling which has prevailed for some months has been a decided advantage to the English manufacturer who had to replenish his stock. It might be added that supplies held by manufacturers on the contingent of Europe, as well as other foreign countries, have also been reduced, but the low rate of foreign exchange makes buying in large quantities almost prohibitive. Indications pointing to a return to normalcy are to be seen on the horizon of the business world, and it is earnestly hoped that by the time the new crop is ready for market that these conditions will have materialized, resulting in an active market throughout the coming season."—TETLEY.

### To Open New Stand

MCFARLAND, Wis.—Arthur Tefft is to open a new cigar and pool business here.

## Invents Machine for Stringing Tobacco Leaves

HARTFORD, Conn., April 17.—The latest development in the matter of handling shade grown and primed tobacco, is a machine for stringing leaves invented and perfected by Charles W. Sponsel, president of the Sponsel Co. of this city. The invention is said to double the productivity of the workers.

The machine is about the size of a typewriter, weighs twelve pounds, and requires no change in the growers' present method of general operation. It is claimed this apparatus will string 100 laths an hour, forty leaves to the lath. There is no limit to the speed of the machine, that depending entirely on the rapidity with which the operator feeds the leaves.

The machine is very simple in design, having only seven moving parts and requires no adjustment. It takes the regulation wood lath with string attached as universally used at present. It strings two leaves at a time, the important feature being the method of self-centering the stems, thereby permitting large and small stems to be strung at the same feeding. The machine is secured to a wooden frame and the outfit, weighing only forty pounds, van easily be carried from one shed to another by one man.

A number of prominent growers have witnessed a demonstration of the working of the machine and they are convinced that in addition to the superior speed, the leaves are strung more uniformly and better than by hand, thereby saving the waste which now takes place from leaves dropping because of poor stringing.

The invention is on exhibition at L. B. Haas & Co.'s place, 152 State street.

The great interest that has been aroused among the tobacco growers makes it fairly certain that this new stringing machine will be in operation during the coming harvest season in this section.

## York to Have Another Florida and Georgia Tobacco House

YORK, Pa., April 15.—Arthur Corry, the well-known tobacco grower of Quincy, Fla., has just closed a lease for the three-story tobacco warehouse at No. 5 E. Clark avenue.

Mr. Corry is the largest grower and packer of Florida and Georgia tobacco. He is president of the La Violeta Plantation, Inc., which has one holding of thirty-three hundred and fifty acres in Gadsden County, Fla., and is also one of the partners in the new Public Tobacco Warehouse, now being organized in Quincy for bonded storage and packing of Florida and Georgia tobaccos.

Mr. Corry is well known in this territory, having enjoyed for a number of years a goodly share of the business on this line of goods.

Associated with him is his brother, H Edmund Corry, who will have full charge of the York branch.

In this warehouse they will have ample storage facilities, large, light sample rooms, in fact everything will be right up to the minute. Here the cigar manufacturers can find the grades of Florida and Georgia wrappers most suitable for their requirements.

## Wide Interest in New Burley Plan

LEXINGTON, Ky., April 15.—Tobacco growers from all over the United States are interested in the success of the Burley Tobacco Growers' Co-Operative Association, according to inquiries received from every tobacco growing State in the Union and to the number of personal investigations being made by tobacco men from the various States.

L. C. Foster, of Madison, Wis., Deputy Commissioner of the Bureau of Markets, is in Lexington to study the plan of the Burley association. Mr. Foster is one of the leaders in a movement in Wisconsin to organize the tobacco growers along the lines of the Kentucky association and has come here, as he expresses it, "to get some 'thunder' for the membership campaign" which he plans to start within a few weeks.

Mr. Foster said Wisconsin grows, annually, about 60,000,000 pounds of cigar type tobacco. He said the 1920 crop sold at an average of about 40 cents a pound. The 1921 crop sold last winter for less than 7 cents a pound. As a consequence, he said, the Wisconsin growers are facing conditions similar to those that existed in Kentucky one year ago, and the growers realize they must organize for self-protection.

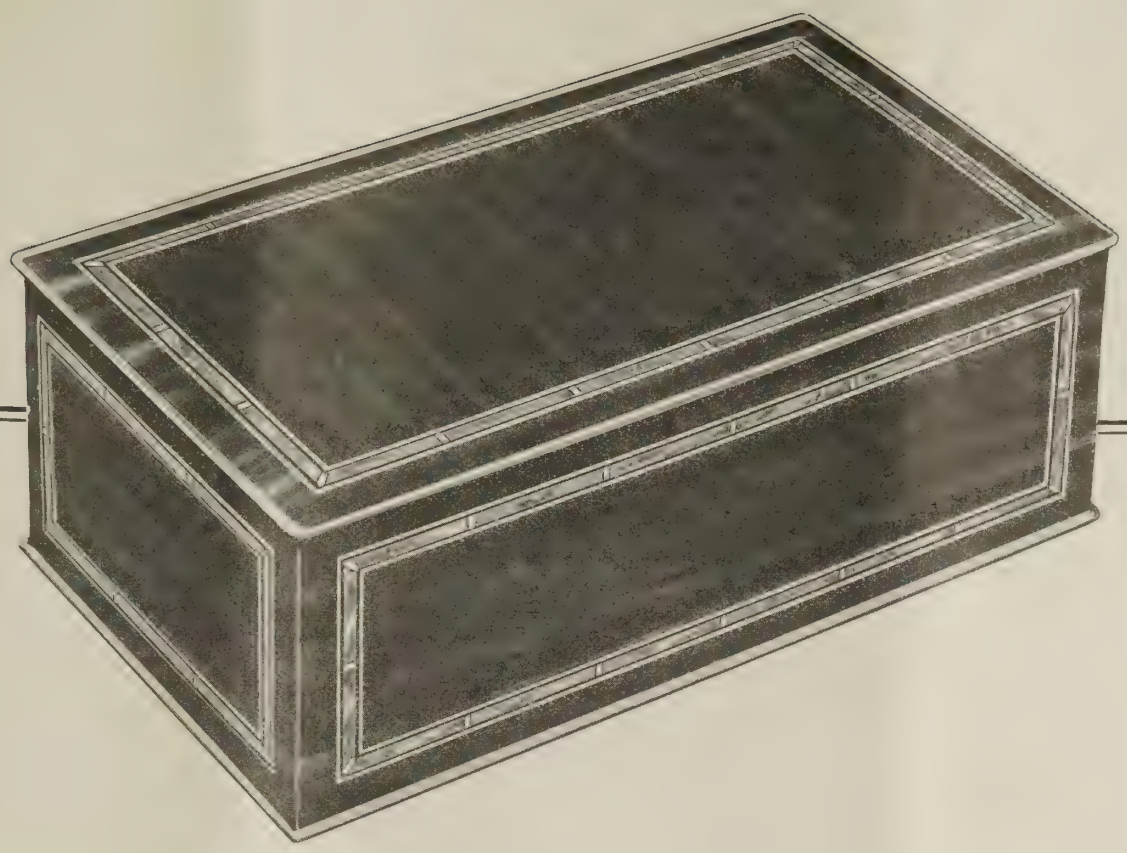
Mr. Foster, who has been in conference with officials of the association, said he was greatly impressed by the wonderful progress the organization has made in so short a time, and he assured these men that within a few months Wisconsin would join hands with Kentucky, Ohio, Indiana, Virginia, the Carolinas and other states that have adopted the co-operative plan of marketing tobacco.

Hugh West, of Hopkinsville, Ky., also visited the association's offices. Mr. West, who is from the dark tobacco district, and one of the prime movers in the organization work there, reports that the prospects for a co-operative in Western Kentucky and Tennessee are very encouraging.

Plans are being formulated for beginning within a few weeks another intensive campaign for members. Every county already organized will be recanvassed, but special effort will be made in the outlying districts.

James C. Stone, president and general manager of the Burley Association, expressed himself as being confident that enthusiastic response will be given to an appeal soon to be made to sign up the small percentage of Burley growers still outside.

The field service division reported the receipt, during the week, of 115 contracts, representing about 300,000 pounds. Of these thirty were received from Bracken County, thirteen from Rockcastle and ten from Boone, Ky., and nineteen from Indiana.



# A Brand New Stimulator For Your Business

This advertisement introduces you to the latest addition to the TINDECO line.

It is a stimulator—designed—and ready to use—as a definite producer of business.

Its price, appearance, size, and uses have given it *immediate* popularity and the trade has gone more than half-way to meet it.

It can render a pratical service for you *now*, but quick action on your part is necessary if you wish to get the greatest good from it.

Write Department H for details at once.

**HUMIDOR**: Capacity, two boxes of 25 or one of 50 cigars. Mahogany finish, top sides and bottom. Sanitary lacquer inside. Durable, sturdy and elegant in design. Ornamental enough for library table. Packed 12, 24, 48 to case. Gross weight 50, 85 and 150 pounds respectively.

Price per 100—$75.00. Individual corrugated cartons included.

THE TIN DECORATING COMPANY OF BALTIMORE, MD.
*(The Largest Metal Decorating Plant In The World)*
MANUFACTURER OF

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311 Lyric Bldg., Birmingham, Ala.
727 Union League Bldg. Los Angeles, Cal.
Henry Bldg., Seattle, Wash.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, APRIL 20, 1922

## COL. WM. T. REED SELECTED

Additional trust, higher responsibility and more important work may be offered as a reward for efficiency and zeal in serving the public. On occasion, the office seeks the man. In a conspicuous way, the State of Virginia has shown appreciation of the ability and dependability of Col. William T. Reed.

To be elected a director of a strongly connected, thriving railway is an honor that would cause almost any business man to be gratified and proud indeed. But, to Col. Reed is given the greater distinction of representing the State on the directorate of the Richmond, Fredericksburg and Potomac Railroad.

Owned jointly by the State of Virginia and various railway companies, the R. F. & P. is a road indispensably important to the territory it serves. In addition, it is a link connecting transportation systems vital to the prosperity of the South. In the continuing success of the R. F. & P., the State of Virginia is peculiarly interested. Not only as a large stockholder justly desirous of proper returns but also because state participation in the management makes it more obligatory that the road shall be operated for the best advantage of the people.

To designate a man to represent the State in the directorate of the R. F. & P. long has been looked upon as about the highest endorsement Virginia could give a chosen citizen.

The selected man must have the confidence of the people. He is required to be unusually capable. His record has to be attested by previous achievements. It is essential that he shall be successful in business. No strictly political office is associated with such exacting requirements.

Virginia has honored an outstanding man in the tobacco industry by selecting William T. Reed for the prized position on the directorate of the R. F. & P. And throughout the Old Dominion there is a firm belief that Col. Reed will fill the place most acceptably.

Of Virginia's distinguished sons, to-day, William T. Reed is regarded as one of the ablest. As the head of Larus & Bro. Co., of Richmond, he is a manufacturer of smoking tobacco favorably known everywhere in the United States. In the tobacco industry he is one of the acknowledged leaders. His influence for good is very great. In the dark days of the great war, the usefulness of Col. Reed was proven, notably. Things that others were unable to accomplish, he could and did procure for the advantage of the entire tobacco trade. In the T. M. A. and in the Tobacco Association of the United States, Col. Reed is numbered among the most prominent and helpful members. In the Chamber of Commerce at Richmond he has been, and is, a directing genius.

He is a big man in the best sense of the word. And in every respect he is entitled to the honor the State of Virginia has conferred in choosing him to succeed ex-Governor Westmorland Davis as director of the Richmond, Fredericksburg and Potomac Railroad.

From all parts of the country congratulations are coming to him. But the State of Virginia is to be congratulated also for securing the services of such an excellent man.

## THE WOODS FOR NON-SMOKERS

One effect of consumption of tobacco by women is that smoking is permitted where formerly it was forbidden because it was assumed that many persons were averse to its being permitted.

Smoking rooms still are maintained on steamers and "smokers" remain institutional on railroad trains. But smoking in restaurants, and in ballrooms as a result of women having adopted the habit, has become quite general. Persons who do not smoke are in a minority. They are treated as a minority always is treated where majority rule is accepted. Like the man or woman who wants fresh air in a street car, when the majority want every window closed, the man or woman who does not smoke is expected to endure, calmly, and courteously, any thickening of the atmosphere which results from the indulgence of the majority.

"Let the non-smoker be damned," says the Louisville *Courier-Journal,* is the common attitude.

The Duke of Wellington was not chivalrous, but he was not recommending that anyone follow a course which would cause discomfort to persons obliged to submit.

## GETTING THE RECORD STRAIGHT

The resolutions which were adopted at the meeting of local trade organizations yesterday afternoon, promising to assist the Tobacco Growers' Co-operative Marketing Association to secure property here and at the same time endorsing the plan adopted by local warehousemen to operate their plants for the benefit of those growers who are not aligned with the pool plan, will be helpful to the community. The expression contained in the resolutions is the voice of Danville's business interests as a whole since the Chamber of Commerce, the Tobacco Board of Trade, the Young Men's Business Club and the Retail Merchant's Association participated in the meeting during which the affair was gone into quite thoroughly. The expression is merely a reiteration of what Danville has felt all along—a desire to be fair to the farmers and to help them realize their objective and at the same time be fair to the warehouse business of this city which represents a large investment and the life work of scores of men who have done their part in the upbuilding of the city. After all, there is no reason why the two plans should not operate jointly and the outright espousal of one cause and the rejection of the other by the community as a whole would be a folly. The growers of tobacco have a perfect right to abstain from obligating themselves in crop marketing for five years if they want to do so and advocates of the pooling idea have the same right to pursue the plan which they conceive to promise the remedying of certain evils in the sale of leaf tobacco. Coercion would be manifestly wrong and the abandonment of auction sales in Danville or in any other town for that matter would be little short of coercion since the elimination of the present sales method would leave the farmer who is not a signatory to the co-operative contract with no open market for his product.

Danville must not as a community set its face against either plan. Notwithstanding the large development of the textile industry, tobacco is still the life-blood of Danville and it is its hereditary staple industry. The Danville market needs all the tobacco it can get, whether it be marketed by the new association or whether it be auctioned off as it has been for fifty years. It is well that the attitude of the community has been made clear, in view of the report circulated among the farmers of this district—an entirely erroneous report that Danville is unalterably opposed to co-operative marketing. The records of public meetings held here at the time when the association was formed show the business interests by no means intolerant but prepared to meet the association and the farmers half way on the proposition and a proper spirit of co-operation based upon sound business judgment. — *Danville (Va.) Bee.*

## ANTI-TOBACCO LAWS OF PURITANS

The most radical and optimistic reformer of today would not even dream of laws such as the Puritans put on the books of early Boston. Dress was regulated, cooking was regulated, haircut was regulated, almost every act in the day was regulated by the government.

Gambling was the first evil that the reform element among them got after, says the Albemarle (N. C.) *Press.* From gambling the reformers turned to tobacco. The first law, passed in the autumn of 1632, was comparatively mild. One year after the first law was passed, this one was written on the books:

"It is ordered that no person shall take tobacco, publiquely, vnder penalty of two shillings six pense, nor privately, in his owne howse, or in the howse of another, before strangers, & that two or more shall not take it together, any-where, under the aforesaid penalty for every offense."

Finally the reformers went the limit, and passed a tobacco prohibition act. Eventually the anti-tobacco laws became so unpopular and unprofitable and so difficult to enforce that they were repealed in 1637 for a short time, and then again adopted with some modification.

## A FINE TOBACCO ISSUE

Tobacco, a weekly trade review, published in New York City, issued a special (Dixie) number on March 30, showing the history and development of the tobacco industry as well as the discovery, growth and increasing popularity of the plant. The historical part of the issue is finely illustrated with engravings and reproductions of old paintings of Virginia scenes and places of interest, and contains a most readable dissertation on the tobacco industry in this country, from the time of Sir Walter Raleigh to date. Men and concerns who are international figures in the tobacco business world are presented and shown to the reader in a most pleasant manner. Altogether, from first page to last cover, this issue of Tobacco is worth preserving in the library of any newspaper office or business files.—*Tampa Tribune.*

## RAILROAD MILEAGE

The South's 91,169 miles of railroad nearly equals the railroad mileage reported for the entire country in 1880.

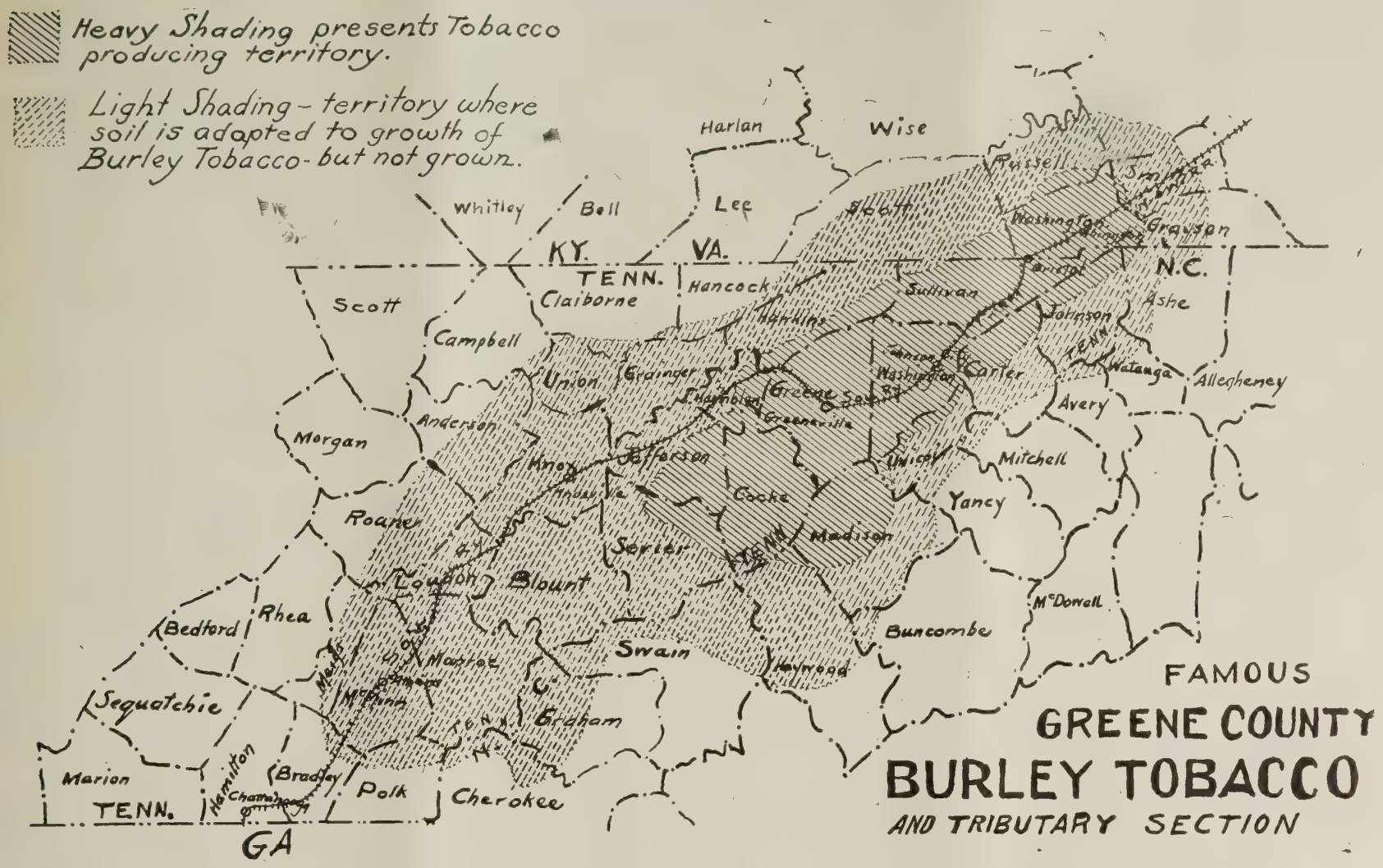
## HIGHWAY IMPROVEMENTS

The South spent on highway improvements through State Highway departments $150,000,000 in 1921, and it is estimated that over $400,000,000 will be spent in 1922.

## THE INEVITABLE HAS HAPPENED

"Anti-Cigarette Week" and "Be-Kind-to-Animals Week" are both set for April 23. So many "Weeks" are now being shoveled out for celebration that a doubling up process was inevitable.—*Kingston (N. Y.) Freeman.*

## Map Showing Where Burley Tobacco Has Been Grown For Past Twenty Years And Where It Can Be Produced Profitably




## Greeneville's Position

GREENEVILLE, Tenn., April 15.—The heavy shaded portion of the accompanying map is the section in which Burley tobacco has been successfully grown for the past 20 years. It has steadily increased until Greeneville (Tenn) has become an established market, having sold eight million pounds or more yearly for the past three seasons. The quality of tobacco grown in this section is very fine and compares favorably with the old Ohio River tobacco belt, brings a better average price and the production to the acre is much larger. Burley tobacco has brought larger returns for the effort than any other farm product. The increasing popularity of Burley tobacco with the consumers has brought a large demand, and the necessity for an increase in its production. The light shaded section of the map shows where Burley tobacco may be grown as successfully as in the heavy shaded portion and its growth should be increased intelligently throughout this territory, diversified farming, however, is recommended. In fact, diversified farming has kept the present tobacco belt in its present healthy, prosperous condition. We advise the farmer to raise what tobacco he can successfully take care of in connection with his other crops. One acre of good tobacco will bring the grower more money than four acres of common tobacco, and a farmer, without experience in tobacco growing, should not undertake to raise more than one acre.—BURLEY ASSOCIATION.

## Knoxville to Have Warehouse

KNOXVILLE, Tenn., April 15.—Culmination of an entire season's efforts to interest planters in a number of East Tennessee counties in the raising of burley tobacco came with the application for a charter for the Planters Warehouse, a corporation that will promote the warehouse plans and undertake to take care of the crop of this and succeeding years. The company is capitalized to start at $45,000 which has all been subscribed or underwritten, insuring the immediate success of the undertaking. The incorporators are H. L. Dulin, W. J. Savage, S. L. McNut, J. H. Deane and H. M. Johnston.

For several months, in co-operation with the agricultural department of the University of Tennessee, an effort has been made by these and other business men of Knoxville to interest more people of the counties to the east of Knox in tobacco growing. That campaign has been a success in that more than 1,500 planters have enlisted and more than 2,000 acres added in prospect to the acreage devoted to this product heretofore. Knoxville business men have all the time expressed a readiness to promote ample warehouse facilities and the invitation is now open for growers throughout the territory to become interested in this project.

## Dark Tobacco Growers' Co-operative Organization Campaign Getting Under Way

HOPKINSVILLE, Ky., April 15.—Although the effort toward organizing the farmers of the dark tobacco district of Kentucky and Tennessee into a co-operative association under the Sapiro plan very similar to that under which the burley growers are organized, has up to now been confined chiefly to laying the ground work of the campaign, the situation is considered splendid in every county in the district and the sentiment favoring the organization seems to be general. So far comparatively few speeches have been made, only a small amount of preliminary advertising matter has been sent out and the newspaper publicity campaign is just being started in earnest. But desite these facts the farmers have eagerly taken hold of the proposition and have sought and secured information for themselves until the proposition is pretty well understood and approved by them.

The real campaign for the signing of pledges will begin on April 22, according to present plans of Joseph Passonneau, organization director, whose headquarters are here. Mr. Passonneau has been a very busy man and has personally visited most of the counties in the district, and has spoken in some of them. He reports that conditions are excellent in every county and that the time is at hand to begin the real work of organizing But he tells the farmers, and reiterates it, that if the organization is put over it must be through their own efforts and their own interest. No one but an actual producer of tobacco is eligible to membership, so Mr. Passonneau stresses the fact that farmers are the ones to carry the message to their neighbors and to secure their signatures to the pledges.

Once the membership drive is launched it will be prosecuted with great vigor all through the district. Judge Robert W. Bingham, of Louisville, instigator and backer of the co-operative organization for tobacco growers, and Aaron Sapiro, who formulated the plans here, will both return to the district probably about May 1 for a series of speeches. Already great interest is being evidenced in these speakings and preparations are already under way to have enormous crowds in attendance. Other prominent citizens of the district will speak during the campaign and Mr. Passonneau will be here, there and everywhere as his presence is needed.

The newspapers throughout the district have shown a most friendly attitude toward the movement, and most of them have openly espoused it in their editorial columns. The following from the *News-Democrat*, of Paducah, Ky., is typical of these expressions. That paper says in part:

"The *News-Democrat* believes the successful organization of our tobacco growers into a smooth working marketing association will mean the financial salvation of this district. We have discussed the question with hundreds of men whose opinions are worthy of consideration during the past few weeks and almost to a man they speak out confidently in favor of organization. It is your problem, Mr. Grower. What will your answer be?"

For the past week Col. J. Sherman Porter, of Lexington, veteran newspaper man and director of publicity during the burley organization campaign, has been here and has gotten the publicity campaign under way in the dark district. He has met with hearty co-operation from all the newspapers and the plans and activities of the organization are being published in this way throughout the district.

In the organization headquarters here, of which Miss Helen Baxter is in charge, arrangements are completed for mailing out literature frequently. A list of forty or fifty thousand names, covering the entire district, has been compiled and is to be still further increased. The office is equipped with necessary machines and supplies to handle this great amount of matter in very short time.

And during the campaign not only will the advantages of an organization and the importance of the farmers joining it, be stressed, but also will the farmers be urged to grow their crops for quality rather than quantity. It will be put up to them that the really profitable crop, especially of tobacco, is the very best crop that can be produced, and to that end they will be urged to grow smaller acreage and give it closer attention.

The attitude of many of the banks throughout the district is another thing which is giving much comfort to the leaders of the organization movement. So far many of the banks are advising their farmer customers to join the association, some of them going so far as to advertise this fact in the newspapers and to send out circular letters. Banks which are not going this far are favorably inclined in their attitude and none of them are fighting the proposition. This is recognized as being of great help from the experience in the burley district where the support given by the banks was one of the strongest influences in behalf of the organization.

One of the first things to be done in getting the permanent organization under way is to form the local county organization in each county in the district. This is a matter of greatest importance, for the highest type of men must be selected

(*Continued on Page 17*)

# San Francisco Trade Showing Signs of Normalcy

## Business Continuing to Increase in All Phases—Optimism Prevails Among Retailers and Wholesalers—Signs and Prices Meet with General Approval.

SAN FRANCISCO, April 11.—Business is continuing to increase in all phases of the trade and an optimistic note prevails among both retailers and wholesalers. Normalcy seems to have been reached in most branches of the industry, with the exception of cigarettes, and the public is evincing a renewed confidence by making larger purchases. Brands are fairly well standardized and sizes and prices seem to meet with general approval.

### Watching for Coming of the Fez

All members of the trade in San Francisco are looking forward with great interest to the coming of the Shriners in June. There will be an immense gathering of members from all over the United States, this to include many men in the cigar and tobacco trade. It is now estimated that 250,000 persons will find their way to the city by the Golden Gate and a royal reception has been planned. Committees in charge assure the prospective guests that hotel rates will be uniform and not excessive and all varieties of entertainment.

### Price Reduction

One of the important matters in the trade this week is the advance announcement issued yesterday by the General Cigar Co. that on April 24 the price of White Owls will decrease from $65 to $59, making this cigar an eight-cent seller, two for fifteen. No announcement has been made as to the retail price of the Owl cigar, which it is figured will probably be about six cents.

# UNITED STATES TOBACCO IMPORTS FOR FEBRUARY

| ARTICLES, AND COUNTRIES FROM WHICH IMPORTED. | UNIT OF QUANTITY. | FEBRUARY— 1921 Quantity. | FEBRUARY— 1921 Value. | FEBRUARY— 1922 Quantity. | FEBRUARY— 1922 Value. | EIGHT MONTHS ENDING FEBRUARY— 1921 Quantity. | EIGHT MONTHS ENDING FEBRUARY— 1921 Value. | EIGHT MONTHS ENDING FEBRUARY— 1922 Quantity. | EIGHT MONTHS ENDING FEBRUARY— 1922 Value. |
|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | |
| Leaf, product of the Philippine Islands | Pound | 161,692 | 53,038 | 41,587 | 3,525 | 1,660,485 | 439,874 | 319,954 | 35,786 |
| Leaf suitable for cigar wrappers | do | 402,869 | 946,526 | 171,078 | 280,783 | 8,875,535 | 16,888,731 | 3,345,868 | 6,775,308 |
| *Imported from—* | | | | | | | | | |
| Netherlands | | 269,876 | 479,981 | 168,748 | 270,050 | 6,750,378 | 13,351,879 | 3,133,908 | 6,444,917 |
| Canada | | | | 1 | 2 | 1,338 | 2,584 | 1,159 | 2,152 |
| Cuba | | 5,642 | 18,114 | 2,329 | 10,731 | 24,093 | 96,797 | 32,890 | 109,154 |
| Dutch East Indies | | 127,241 | 348,274 | | | 2,097,697 | 3,434,359 | 172,041 | 216,351 |
| Other countries | | 110 | 157 | | | 2,029 | 3,112 | 5,870 | 2,734 |
| All other leaf | Pound | 7,092,720 | 6,913,254 | 5,160,555 | 3,818,955 | 34,510,504 | 35,884,904 | 35,935,509 | 28,616,482 |
| *Imported from—* | | | | | | | | | |
| Greece | | 2,824,964 | 3,222,305 | 1,629,066 | 989,239 | 6,994,406 | 8,463,742 | 7,052,629 | 4,835,210 |
| Turkey in Europe | | 101,368 | 52,708 | 145,424 | 116,059 | 725,681 | 652,698 | 2,781,860 | 3,071,825 |
| United Kingdom | | 100 | 117 | 29,313 | 14,646 | 306,407 | 279,808 | 805,381 | 572,253 |
| Mexico | | 346 | 519 | 371 | 258 | 500 | 562 | 1,934 | 1,330 |
| Cuba | | 1,527,455 | 1,757,390 | 2,073,597 | 1,654,173 | 12,728,647 | 15,712,096 | 13,373,190 | 13,594,232 |
| Dominican Republic | | 105,227 | 12,574 | | | 689,250 | 209,382 | 182,139 | 13,374 |
| Turkey in Asia | | 2,343,199 | 1,781,241 | | | 9,689,609 | 7,426,087 | 11,325 | 7,443 |
| Other countries | | 190,061 | 86,400 | 1,280,784 | 1,044,580 | 3,376,004 | 3,140,529 | 11,727,051 | 6,520,815 |
| Total leaf | Pound | 7,657,281 | 7,812,818 | 5,373,220 | 4,103,263 | 45,046,524 | 53,213,509 | 39,601,331 | 35,427,576 |
| Manufactures of— | | | | | | | | | |
| Cigars, cheroots, and cigarettes— | | | | | | | | | |
| Products of the Philippine Islands— | | | | | | | | | |
| Cigars and cheroots | do | 234,060 | 450,283 | 143,633 | 256,512 | 3,792,120 | 7,749,724 | 953,384 | 1,727,379 |
| Cigarettes | do | 504 | 1,095 | | | 4,993 | 7,764 | 1,480 | 1,552 |
| All other— | | | | | | | | | |
| Cigars and cheroots | do | 28,440 | 251,053 | 24,901 | 206,870 | 395,213 | 3,480,213 | 222,466 | 1,982,253 |
| Cigarettes | do | 774 | 4,862 | 295 | 1,470 | 7,441 | 36,646 | 4,092 | 20,192 |
| Total cigars, etc. | lbs. do | 263,778 | 707,293 | 168,829 | 464,852 | 4,199,767 | 11,274,347 | 1,181,422 | 3,731,376 |
| All other | dut. do | 14,665 | 10,108 | 18,202 | 22,847 | 227,248 | 151,337 | 184,756 | 151,792 |
| Total manufactures of | | | 717,401 | | 487,699 | | 11,425,684 | | 3,883,168 |

# UNITED STATES TOBACCO EXPORTS FOR FEBRUARY

| ARTICLES, AND COUNTRIES TO WHICH EXPORTED. | UNIT OF QUANTITY. | FEBRUARY— 1921 Quantity. | FEBRUARY— 1921 Value. | FEBRUARY— 1922 Quantity. | FEBRUARY— 1922 Value. | EIGHT MONTHS ENDING FEBRUARY— 1921 Quantity. | EIGHT MONTHS ENDING FEBRUARY— 1921 Value. | EIGHT MONTHS ENDING FEBRUARY— 1922 Quantity. | EIGHT MONTHS ENDING FEBRUARY— 1922 Value. |
|---|---|---|---|---|---|---|---|---|---|
| Tobacco: | | | | | | | | | |
| Leaf tobacco— | Pound | 41,734,600 | 20,690,750 | | | 320,564,961 | 162,717,042 | [1] 250,452,933 | [1] 88,633,751 |
| Unstemmed | do | | | 23,332,012 | 10,363,677 | | | [2] 51,604,743 | [2] 21,550,467 |
| Stemmed | do | | | 2,302,756 | 1,310,514 | | | [2] 6,295,236 | [2] 2,998,239 |
| Total | do | 41,734,600 | 20,690,750 | 25,634,768 | 11,674,191 | 320,564,961 | 162,717,042 | 308,352,912 | 113,182,457 |
| *Exported to—* | | | | | | | | | |
| Belgium | | 1,806,295 | 369,961 | 302,023 | 45,577 | 18,068,236 | 3,930,935 | 15,221,166 | 1,952,240 |
| Denmark | | 304,947 | 88,326 | 201,829 | 40,998 | 4,409,884 | 1,542,231 | 2,528,883 | 482,330 |
| France | | 2,962,130 | 471,486 | 1,003,440 | 93,125 | 35,406,875 | 9,788,469 | 22,215,914 | 2,865,177 |
| Germany | | 1,502,718 | 386,262 | 560,220 | 88,452 | 12,704,023 | 3,606,045 | 20,480,722 | 3,564,339 |
| Italy | | 2,634,505 | 547,382 | 38,918 | 11,590 | 31,290,760 | 8,697,553 | 31,058,733 | 7,155,784 |
| Netherlands | | 939,565 | 259,294 | 894,183 | 134,842 | 17,639,415 | 5,189,650 | 16,372,151 | 3,091,751 |
| Norway | | 129,259 | 44,843 | 181,315 | 52,678 | 2,869,402 | 1,134,209 | 2,585,158 | 754,571 |
| Portugal | | 377,139 | 92,132 | 335,995 | 84,700 | 2,712,992 | 751,584 | 3,998,554 | 781,059 |
| Spain | | 48,909 | 12,000 | | | 49,873 | 12,650 | 12,509,536 | 1,434,952 |
| Sweden | | | | | | 5,343,911 | 1,637,028 | 2,346,618 | 535,734 |
| Switzerland | | 14,310 | 1,424 | 5,295 | 1,480 | 2,440,100 | 741,454 | 2,243,831 | 604,116 |
| United Kingdom | | 24,616,219 | 15,949,326 | 13,908,546 | 7,529,575 | 124,919,665 | 94,080,247 | 123,099,432 | 70,645,294 |
| Canada | | 159,770 | 112,642 | 793,217 | 209,293 | 11,433,422 | 6,450,532 | 11,263,569 | 3,196,292 |
| Mexico | | 213,751 | 47,591 | 43,543 | 14,291 | 1,240,323 | 294,417 | 2,367,150 | 498,048 |
| Argentina | | 321,345 | 79,540 | 27,594 | 8,025 | 1,622,989 | 556,089 | 902,352 | 275,640 |
| China | | 2,653,291 | 1,176,260 | 3,251,595 | 1,395,780 | 13,168,367 | 8,077,463 | 13,354,067 | 5,284,630 |
| Hongkong | | | | | | 2,026,310 | 893,581 | 241,055 | 45,560 |
| Japan | | 101,483 | 83,070 | | | 2,099,555 | 1,619,648 | 1,889,629 | 839,417 |
| Australia | | 1,404,040 | 445,325 | 2,915,151 | 1,610,556 | 14,154,765 | 7,421,597 | 11,292,253 | 5,275,506 |
| British West Africa | | 643,977 | 230,529 | 380,639 | 132,783 | 6,139,438 | 2,408,671 | 3,465,544 | 1,097,371 |
| French Africa | | 138,226 | 27,570 | 172,285 | 42,656 | 2,608,883 | 835,152 | 1,491,122 | 328,443 |
| Other countries | | 762,721 | 265,787 | 598,980 | 177,790 | 8,215,773 | 3,047,837 | 7,425,473 | 2,471,203 |
| Stems, trimmings, and scrap tobacco | Pound | 24,027 | $2,139 | 767,645 | $90,414 | 7,215,660 | $359,499 | 5,967,356 | $369,489 |
| Manufactures of tobacco (total) | | | 2,285,317 | | 2,104,222 | | 25,498,035 | | 13,222,948 |
| Cigars and cheroots | Thousand | 2,032 | 64,131 | 137 | 2,517 | 15,304 | 355,304 | 446 | 16,483 |
| Cigarettes | do | 810,189 | 1,534,669 | 797,423 | 1,852,126 | 9,704,843 | 20,901,028 | 5,396,260 | 11,392,216 |
| *Exported to—* | | | | | | | | | |
| Belgium | | | | | | 6,800 | 45,800 | 1,572 | 5,641 |
| Denmark | | 350 | 4,200 | | | 5,600 | 23,925 | 1,906 | 5,766 |
| France | | 880 | 14,172 | 752 | 6,949 | 4,212 | 27,956 | 4,721 | 34,694 |
| Italy | | 5 | 20 | | | 773,242 | 2,223,874 | 579 | 5,634 |
| Netherlands | | 5,785 | 19,900 | | | 57,179 | 154,457 | 22,689 | 23,064 |
| United Kingdom | | 722 | 2,910 | 130 | 801 | 45,371 | 106,544 | 3,369 | 20,067 |
| Panama | | 25,883 | 107,327 | 10,890 | 39,258 | 92,486 | 357,621 | 107,012 | 432,980 |
| British India | | 11,325 | 26,099 | | | 780,830 | 2,334,631 | 107,510 | 281,668 |
| Straits Settlements | | 1,500 | 1,725 | 85,300 | 121,270 | 316,450 | 484,973 | 607,650 | 838,755 |
| China | | 679,670 | 1,149,737 | 569,278 | 1,259,302 | 6,936,468 | 13,202,272 | 3,822,671 | 7,572,806 |
| Philippine Islands | | 9,130 | 40,104 | 19,290 | 78,980 | 151,819 | 644,374 | 111,191 | 468,603 |
| Siam | | 25,000 | 31,500 | 38,500 | 47,080 | 192,250 | 246,330 | 160,900 | 206,500 |
| Other countries | | 49,939 | 137,065 | 73,283 | 298,486 | 342,136 | 1,048,271 | 444,490 | 1,496,03 |
| Plug tobacco | Pound | 127,030 | 78,944 | 273,383 | 150,838 | 3,200,415 | 1,821,335 | 1,642,751 | 860,355 |
| Smoking tobacco | do | 2,276,427 | 553,271 | 88,616 | 78,594 | 6,555,082 | 2,105,910 | 1,833,025 | 663,027 |
| Snuff | do | | | 358 | 236 | | | [2] 436 | [2] 313 |
| Other tobacco manufactures | do | | 44,302 | 110,745 | 19,911 | | 314,458 | | 290,554 |

### Death Claims Three

Leopold L. Korn, well known cigar retailer of San Francisco, with stores at 29 Second street and 619 Market street, passed away Sunday at his home, 221 Tenth avenue. He had been ill for some time. Mr. Korn had the reputation as a man "who never passed up a friend." The first store opened by Mr. Korn was in the Hoffman Cafe, at Second and Market streets. He is survived by his widow, Mrs. Nellie E. Korn. Funeral services, which were attended by a host of friends, were held today under the auspices of the Masons.

Another death has been recorded, that of Eugene J. Stoltz, representative of Palo cigars. A large number of friends attended the funeral services, held today at a local undertaking parlor. Mr. Stoltz, who was a native of San Francisco, was 65 years of age. He is survived by his widow, Mrs. Mary E. Stoltz and a brother, Melville Stoltz, of St. Louis, Mo.

Jesse E. Marks, who was a cigarmaker in San Francisco in the early days and who later became a political power here, passed away at his home in San Francisco.

### Trade Notes

Sol Hart, representing the Hart Cigar Co., has been visiting in San Francisco.

Louis Cohen, retailer of Salem, Oregon, and brother-in-law of the late Eugene J. Stoltz, came to San Francisco to attend the funeral of Mr. Stoltz.

I. Danziger, representative of the Manila Commercial Co., is in San Francisco booking some good orders.

Frankel, Gerdts & Co., have announced new prices on El Camino Real cigars. The Invincible, a six-inch size, has been reduced from $112.50 to $95 and will retail two for a quarter; the Lanceros has been reduced from $95 to $90; Staples from $95 to $75, to retail at ten cents; Londres from $75 to $65, to retail at three for a quarter. No changes have been announced on La Natividads, manufactured by the same firm. The new prices are the result of the cigarmakers' union reducing its bill of prices.

A. B. Snyder, who for a number of years covered the northwest for H. Bohls Co., of San Francisco, is to make the Oregon, Washington and Montana territory for Frankel, Gerdts & Co. A. Czarnecki is now covering the Eureka, Cal., territory for the firm.

Mack Horn of the Golden State Leaf House has as his guests his parents, Mr. and Mrs. J. M. Horn of New York. The visitors are guests at the home of Mr. and Mrs. Dave Horn, the latter being a daughter.

Cy Kragen, who for many years operated a cigar store at Fillmore and Geary streets, has engaged in the garage business at Eleventh and Geary streets.

Angelo Petri of the Petri Cigar Co., manufacturers of Van Camp cigars, has returned from the East, where he visited a number of factories obtaining ideas for the big plant he is to erect in San Francisco.

Riese Bros. report a big demand for the Excellentes size of La Prosperidads, which retail for ten cents, as well as for the Kings, which are a six-inch cigar and retail two for a quarter. Caspar Riese recently returned to San Francisco from the Southern California territory.

Mrs. A. Blair has purchased the cigar store of James King at Exeter.

Arthur Bachman, head of S. Bachman & Co. is home after an extended trip East, where he visited the factories which his firm represents. Mr. Bachman returned greatly enthused over the outlook and reports having completed important arrangements with the various factories. He reports that the La Palina cigar, which S. Bachman & Co. is now representing on the coast, is going great guns in Los Angeles, where distribution has already started. The San Francisco office will not start distribution of the brand until May 1. The La Palina factory, Mr. Bachman says, has increased its capacity for this year from a hundred million to one hundred and forty million.

B. Mirsky, well known jobber of San Francisco is to take a trip to Europe.

Thomas Mehegan, well known retailer of Modesto, visited in San Francisco today.

Charles "Norwood" McCormick is in

San Francisco following an extended trip over the country.

Henry Goldsmith, formerly prominent in cigar circles in Philadelphia, is now representing a paper products concern and is visiting San Francisco.

Carl Cuesta of Tampa is making his first visit in San Francisco since 1915, at which time he had a big exhibit at the international exposition.

Mannie Cohen, representing H. L. Judell & Co., has returned to Sacramento following a trip through Nevada.

Sam Israel, well known Jackson street jobber, is now domiciled in a new home at 423 28th avenue. Sam bought a ready-made residence so as to enable him to keep up his speed at the store and not have to worry about whether the shingles were going on straight.

Harry Rinaldo, factory representative of the Central Cigar Mfg. Co., New York, is visiting San Francisco.

## Matches to Sell

A cowman from Medicine Bow stepped into a cigar store in Chicago and asked for a match.

"Matches," replied the clerk, "are for sale, not to give away."

"How much are they?"

"One cent a box."

The cowman bought a box, and handed it back after taking out a match. "Here," he said, "put that back on your shelf, and when a gentleman asks you for a light give him one."—*Lexington (Ky.) Herald.*

# Co-operative Marketing Holding Spot Light

NEW CANTON, Va., April 15.—The outstanding news feature in the tobacco world last week, so far as the States of Virginia, North Carolina, and South Carolina are concerned, was the assembling of the warehousemen at South Boston on Wednesday by Tucker C. Watkins, director of warehouses of the Tobacco Growers' Co-operative Association, and the presentation of the warehouse plan by Aaron Sapiro, "the wizard of co-operative marketing."

Naturally, there was argument, debate, hesitation, doubt, and some distress, but most of the warehousemen signed the papers, some reluctantly, some willingly, some tentatively, some hesitatingly; and a few went away defiant and determined to have nothing to do with co-operative marketing.

The plan of the association in taking over the warehouses is open to criticism, and is not at all in accord with the views of many warehouse owners, but it is the best plan, officials of the organization say, which could at present be formulated. So it is up to the warehouse owners to accept this or nothing; sign up, or remain outside the organization; come into the fold, or go it single-handed.

It is remarkable with what unanimity the clans of warehouse owners assembled at the bidding of the association. For many months many of them had hooted at the idea of a co-operative organization and openly put the matter to scorn. Then came a period of watchfulness and wonder, as the organization swept over the country with an unbroken tide of success. At last came a rush for the band-wagon, with the slogan, "Every man for himself and the devil take the hindmost!"

At this writing it seems that the entire dark tobacco district has gone into the association, lock, stock and barrel. So far as this writer has been able to ascertain, every warehouse of importance in the entire dark belt, with the exception of several in Lynchburg, have been offered to the Co-operative Association, and the services of the erstwhile managers, owners, or proprietors have been thrown into the bargain. At present it seems to be the most complete sweep ever known in the history of co-operative marketing.

Still, there are those who for one reason or another remain outside of the organization. This refers especially to tobacco growers. A considerable number of the old-timers, living in big houses upon the hills, have "retained their independence," and vow they will go it alone. Many within the organization declare that there is an understanding between certain prominent international companies and this class of growers, and that the companies will see to it that those who run the gauntlet and keep outside the organization will feather their nests in such a fashion that within five years they will be financially independent. One prominent co-operative worker in the New Canton district told this writer that he could have remained outside the organization and made a fortune on his large plantation growing tobacco for the great companies, who, he states, will see to it that co-operative marketing is broken up if paying fabulous prices for the weed to independent growers can do it.

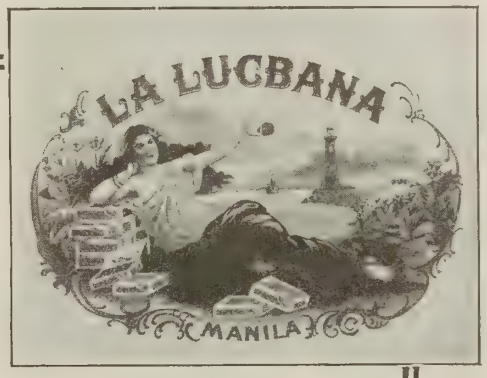
Many of the smaller tobacco growers, especially among the colored people and those who are not informed, have refused to sign the contracts, and seem afraid of the organization. This class will aggregate a considerable number, and will form a nucleus here which will count considerably in any fight the great companies may see fit to make. It goes without saying, however, that practically all the up-to-date leading farmers, especially the progressive and active young men, are inside the organization. These view with great contempt the reactionaries who have seen fit to remain outside. They threaten to keep them out for good and all, and predict that this class will soon be on their knees asking for admission. And so it goes.

And in the midst of the tremendous excitement of the flux and change in the matter of warehouses and marketing, dark Virginia is getting ready for the greatest tobacco crop ever known in the economic history of the State. Everywhere are to be seen the infallible signs. Old lots that have not been worked for years, ancient garden plots, rich meadows, and all other lands which will grow tobacco are now being cleared up and plowed for tobacco. There never was such a burning of plantbeds and such an ordering of "treated" seed. In fact, co-operative association men are plainly alarmed. They are now asking the officials who have charge of the circularization of the masses of signers to send out broadcasters urging growers to be moderate and not to overdo the matter of growing this year. Somehow the impression has gone abroad that high prices will be paid next year, whether or not, and the rank and file, with last year largely a failure, are hungry for all those good things which have been officially or unofficially promised them, and they will see to it that the receiving markets of the association shall not be stagnant during the next selling season.

Just how the whole thing will turn out cannot be determined just now. It is safe to say, however, that a great crop of dark tobacco will be raised this year—that nothing can keep back the production of the largest dark tobacco poundage ever raised in central Virginia.—PLUMMER F. JONES.

## Chas. Fox Recuperating

Charles Fox, secretary of the New York Leaf Tobacco Board of Trade, is recuperating from his recent illness, and it is believed, and of course hoped, that he will be back in business harness within a very few days.

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## Tobacco Securities

By Marketwise

TUESDAY MORNING, April 18.—The feverish activity in listed stocks continues and while halting spells have appeared, they have proven only temporary, with the main trend upward. Figures reached and net changes are as follows:

| | | |
|---|---|---|
| American Sumatra | 36 | +3 |
| American Tobacco | 140⅞ | +1¾ |
| American Tobacco "B" | 136½ | + ⅜ |
| Consolidated Cigar | 29⅜ | +1⅜ |
| General Cigar | 74 | +1¾ |
| Liggett & Myers | 169⅞ | +4⅝ |
| P. Lorillard | 151⅝ | +1½ |
| Tobacco Products | 71¼ | +3⅛ |
| United Retail Stores | 49 | +1 |

Porto Rican-American Tobacco, which had been quietly accumulated below the sixty level, came into prominence because the buying became of a more insistent nature, forcing the stock above the sixty mark for the first time in months.

The upward rise in Mengel seems to have halted for the moment. In order for the stock to advance much further it will be necessary to absorb quite a little stock around the forty level. It is reported that most of the company's plants are running at capacity and that the earnings are running satisfactorily. The quick manner in which the recent $5,000,000 bond issue was taken up would indicate this.

American Tobacco Scrip has enjoyed a rise commensurate with the advance of the "B" stock on the Exchange. The recent favorable report of the company has attracted investors to its securities and with the maturity of the scrip less than a year off, this issue seems cheaper than the common stock issues.

The cheap MacAndrews & Forbes common seems to have been cleaned up and unless further stock appears this issue ought to do better.

Universal Leaf common and preferred remain quite stationary and while there is no stock pressing for sale, there is no spirited bidding for the stocks. Both issues seem cheap at present prices and the preferred particularly is selling out of line with other preferred stock.

## Committee Selected

A Tobacco Committee consisting of 23 men prominent in the tobacco trade in New York City has been organized to function under the chairmanship of Asa Lemlein, of the E. H. Gato Cigar Co., 16 Hudson street, to enlist public co-operation and support for the home-service appeal which the Salvation Army will make May 1 to 10 for $500,000 in Greater New York. This is the amount required to finance the Army's 1922 program in the city.

The committee, which is rapidly perfecting plans of organization to reach every person in the tobacco trade in New York City, consists of Harry Daniels, 234 West 27th street; Chas. Dushkind, managing director of the Tobacco Merchants' Association, 5 Beekman street; S. J. Freeman, 123 Liberty street; Albert Freeman, of J. Freeman & Sons, 123 Liberty street; Harry Blum, 122 Second avenue; S. Ruth, of Ruth and Driscoll, 99 John street; H. H. Hunter, 45 West 34th street; V. J. Farley, of *Retail Tobacconist*, 42 Jackson avenue, Long Island City; Carl Werner, of *Tobacco Leaf*, 140 Front street; J. H. Mellon, 772 Putnam avenue, Brooklyn; E. Tunis, 404 Broadway; E. Kleiner, 320 East 63rd street; R. E. Lane, 107 William street; E. A. Kline, 152 West 42nd street; D. Emil Klein, of D. Emil Klein Co., cigar manufacturers, 438 East 91st street; B. Rosenwald, of E. Rosenwald & Bro., 145 Water street; J. H. Duys, of H. Duys & Co., 142 Water street; Geo. S. Macdonald, of TOBACCO, 10 East 39th street; J. Planco, of Ruy Suarez & Co., 1504 Avenue A.; Louis Fresco, of Retail Cigar Dealers Association, 299 Broadway; Edward H. Davis, of *U. S. Tobacco Journal*, 146 Water street; H. Prochaska, of A. Frankau & Co., 136 Water street, and George C. Sherman, of the Universal Tobacco Machine Co., 116 West 32nd street.

## TOBACCO STOCKS

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 132 | 133 |
| American Snuff pfd. | 94 | 97 |
| American Sumatra | 35 | 35¼ |
| American Sumatra pfd. | 61 | 65 |
| American Tobacco | 139⅛ | 139½ |
| American Tobacco "B" | 135¾ | 136 |
| American Tobacco pfd. | 101 | 101¼ |
| Consolidated Cigar | 26 | 28 |
| Consolidated Cigar pfd. | 60 | 69 |
| General Cigar | 72½ | 73 |
| General Cigar Deb. pfd. | 99½ | 101½ |
| General Cigar pfd. | 102 | 102¼ |
| Liggett & Myers | 167 | 169¾ |
| Liggett & Myers "B" | 165 | 170 |
| Liggett & Myers pfd. | 110 | 113 |
| Lorillard, P. | 150 | 151 |
| Lorillard, P. pfd. | 112 | 113 |
| Tobacco Products | 68¼ | 69 |
| Tobacco Products pfd. | 92 | 94 |
| United Cigar pfd. | 105 | 110 |
| United Retail Stores | 48⅝ | 48⅞ |

## Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 65 | 71 |
| American Cigar Pfd. | 83 | 89 |
| American Mach. & Fdy. | 220 | 250 |
| American Tobacco Scrip. | 128 | 130 |
| Bayuk Bros. Com. | 32 | 36 |
| Bayuk Bros. Pfd. | 92 | 98 |
| British-Amer. Tob. Co. | 16½ | 17½ |
| Conley Foil | 11 | 13 |
| Eisenlohr & Bros. Com. | 60 | 67 |
| Eisenlohr & Bros. Pfd. | 89 | 93 |
| Geo. W. Helme Com. | 145 | 150 |
| Geo. W. Helme Pfd. | 108 | 111 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¾ | 1 |
| Imperial Tobacco Co. | 12¼ | 13¼ |
| International Cigar Mach. | 24 | 29 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 101 | 105 |
| McAndrews & Forbes Pfd. | 94 | 98 |
| Mengel Co. Com. | 37 | 40 |
| Metropolitan Tobacco | 95 | 125 |
| Philip Morris | 9 | 11 |
| Porto Rican A. T. Co. | 57 | 63 |
| Porto Rican A. T. Scrip. | 60 | 80 |
| R. J. Reynolds "A" | 70 | 80 |
| Schulte Retail Stores | 30 | 34 |
| Tobacco Prod. Export | 4½ | 6 |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 105 | 130 |
| Universal Leaf Com. | 125 | 130 |
| Universal Leaf Pfd | 101 | 104 |
| United Profit-Sharing | 1¼ | 1 |
| U. S. Tobacco | 45 | 47 |
| U. S. Tobacco Pfd. | 107 | 111 |
| Weyman-Bruton Pfd. | 107 | 110 |

### A. G. C. Corporation

A. G. C. Corporation has been chartered under the laws of New York, to deal in tobacco products. Capital stock, $6,000. Incorporators: W. R. Shropshire. A. G. Camero and A. Garcia. Attorney, P. H. Morris, 56 Pine street, New York.

### General Cigar Co.'s Dividend

A quarterly dividend of one dollar and fifty cents ($1.50) per share has been declared upon the common stock of the General Cigar Co., payable May 1 to stock of record on April 24.

### Burned Out

MITCHELL, South Dakota.—The Flahart Cigar and pool business has been burned out.

### A. W. Kaercher & Co., Inc.

CHICAGO, April 15,—A. W. Kaercher & Co., leaf tobacco merchants, 121 West Lake street, have been incorporated. Capital stock, $75,000. Incorporators: Albert W. Kaercher, Richard B. Dehrnert and Harry Vangelder.

### Cincinnati Warehouse Dividend

CINCINNATI, April 15.—The Board of Directors of the Cincinnati Tobacco Warehouse Co. has declared a dividend of one dollar ($1) per share upon the stock of this company, payable May 15, 1922, to stockholders of record at the close of business May 6, 1922.

No dividend declared on scrip.

## Association Membership

The National Cigar Leaf Tobacco Association is distributing a circular setting forth various sound reasons "why every large or small cigar manufacturer should belong to the National Cigar Leaf Tobacco Association." They are as follows:

*Because*—The association represents the best interests of packers, importers and jobbers of leaf tobacco.

*Because*—Representing these interests, the association necessarily represents your best interests as they are identical.

*Because*—The association is a national body and as such can serve you whatever your wants may be.

*Because*—The association has a national bureau in Washington which will furnish you, if you are a member, with valuable information and statistics covering tobacco and cigars.

*Because*—Membership puts you on the mailing list and you receive this information regularly.

*Because*—The association has used all the means at its command to combat anti-tobacco propaganda and intends to continue with all the strength that unity will bring.

*Because*—The association is ably represented in Washington by W. L. Crounse, who looks after all national legislation governing tobacco and cigars.

*Because*—He has great weight and influence with our National Assembly and his advocacy of beneficial legislation and his opposition to inimical proposed laws is listened to.

*Because*—He is at your service free of charge at all times to aid you.

*Because*—He can tell you how and help you to obtain passports or any Government documents that you may require in your daily pursuits.

## Mozart Campaign Launched

BOSTON, April 15.—Preliminary to the launching of an intensive New England selling and advertising campaign of the Mozart cigar by the Joseph P. Manning Co., 500 Atlantic avenue, more than 35 Manning company salesmen attended a luncheon and meeting in the Copley-Plaza Hotel recently. Officials from the Joseph P. Manning Co. and speakers from New York outlined the proposed plans for covering the local and New England cigar market.

D. F. O'Connell, manager of the Manning cigar department, presided. The speakers included C. D. Hunter, secretary of the Joseph P. Manning Co.; A. F. Hocknell, sales manager for the same company; Joseph S. Simon, sales manager for the Consolidated Cigar Corporation, manufacturing the Mozart cigar, and F. J. Ross, of the F. J. Ross Co., Inc., advertising agency of New York, who prepared the advertising copy for the campaign.

According to the company officials, out of 1,600 Boston cigar dealers, more than 1,400 have already placed orders for the Mozart cigar. It is expected that the same proportion will be maintained among the 8,000 New England cigar dealers who handle the Manning company products.

The cigar, in perfecto shape, is to sell two for 25 cents. It is made from a special blend of the finest Havana tobacco grown in the Vuelta Abajo district for fillers, the finest Sumatra tobacco being used for wrappers.


**CIGARETTE PAPERS**
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

## Tennessee Growers Plan Mutual Drive

CLARKSVILLE, Tenn., April 15.—Tobacco growers of Montgomery County today decided to organize for the co-operative marketing of dark tobacco, indorsed Judge John T. Cunningham and Claude C. Cocke to lead the movement in the county, Judge Cunningham as executive committeeman and Mr. Cocke as county chairman, and by a rising vote, which was almost unanimous, backed the Sapiro plan of organization.

The action followed a dinner at the Woman's Club given by a committee composed of leading Clarksville and Montgomery County business men and tobacco growers who had participated, at the request of Judge Robert W. Bingham of Louisville, in the Louisville conference of March 4.

The hosts were Judge Cunningham, Laren Edmondson, C. W. Bailey, Claude C. Cocke and I. R. Peterson.

### Sentiment Almost Solid

Reports from all of the twenty-two magisterial districts of the county were made. With but few exceptions these told of the almost unanimous sentiment in the county for the Sapiro plan of organization, and in those in which some growers were reported as not favoring the plan it was said that if it was properly explained it was believed the growers would support it.

Previous to the reports from the districts of the county, Joseph Passonneau, organization manager, explained the proposition, told of the success of the Burley Tobacco Growers' Co-operative Association, and said that, with the same kind of management, the dark growers could do as well. He allayed fears of some of the growers that Clarksville would lose its identity as a dark tobacco market by stating that the Clarksville sales probably would be under the direction of a Clarksville sales committee and that the new system would not interfere in the least with the growers of Montgomery County receiving for their high-class tobacco the prices heretofore paid.

### Grades to Be Kept Separate

He said there would be no mingling of Clarksville tobacco with tobacco of a lower grade, and, in fact, no mingling of any tobaccos with tobacco of inferior quality, and that no market would suffer loss of prestige through the adoption of the method of marketing.

C. W. Bailey and Sterling Fort, Clarksville bankers, pledged their support to the movement if it is given the proper management and direction.

Mr. Passonneau explained how the burley growers had organized, financed their warehouses, paid advances on their crops through loans made by the banks, these same banks offering to loan the individual growers still more money on their receipts given with their first advance; of the offer of the War Finance Corporation of a loan of $10,000,000, afterwards raised to $15,000,000, and of the successful sale of a large part of the crop.

He said that by the time the tobacco was all paid for the growers in the organization probably would receive 2 cents a pound more than the growers who remained outside and sold over the loose leaf floors.

### Loans Repaid Promptly

He told how the loans from the banks, made for ninety days, were paid back within forty days from money received from the sale of the tobacco.

Mr. Passonneau said there would be separate pools in each of the districts in the "black patch," each with its own selling committee and in charge of its own directors, and said that neither Clarksville nor Springfield, principal markets in Tennessee, would lose any advantage it now had. He said that tobacco that had been sold at Clarksville and Springfield still would be delivered at these places and be at all times under the control of the sales committees of their respective districts.

He stressed the promise that Tennessee growers of extra fine tobacco would not be compelled to mix their product with leaf of a lesser quality from other sections of the dark district.

### Organization to Start at Once

Active work in organizing the county will be started at once.

Sentiment in town today seemed to be general that Montgomery County would sign up, not only the requisite 66 2/3 per cent, but probably more than 85 per cent before the end of the campaign.

Judge Cunningham and Mr. Cocke expressed themselves as greatly pleased with the outlook and with the meeting this afternoon and its results.

Mr. Passonneau returned to campaign headquarters at Hopkinsville tonight. He declared himself greatly pleased with the start in Montgomery County and said he had been assured that if the gentlemen selected to lead the campaign in the county could not carry it to success there would be no use to attempt it with any one else.

## The New Dunhill Store on Fifth Avenue

Alfred Dunhill of London, Inc., will open shortly, prior to May 15, a store at 514 Fifth avenue, corner 43rd street, for the sale of its own products only.

The store will be unique in the annals of American smoke shops and will probably be the finest example of its kind on a scale never before attempted by anyone.

The store will be provided with a very large humidor room which will accommodate over 100,000 cigars of the very finest Havana brands of special sizes especially selected for and by Alfred Dunhill.

This humidor room will also contain about 50 private humidors each of a capacity of 2,500 cigars for customers' use.

Special machinery is being installed for the purpose of maintaining an unvarying temperature and humidity in that room throughout the twelve months of the year, insuring this valuable cigar stock against any depreciation and maintaining the goods in delightful condition at all times.

The machinery and fixtures in this remarkable store will alone represent an investment of close to $100,000.

The store will be under the direct management of Arnold L. Ogden, vice-president of Alfred Dunhill of London, Inc.

The resident manager of the store will be S. J. Ballinger, who has for many years had complete charge of the retail store of Alfred Dunhill, Duke street, London, England, which has established an enviable record for superior service, courtesy and salesmanship.

The American corporation is anxious to perpetuate and transfer the remarkable atmosphere of the London Dunhill shop and for that reason has imported Mr. Ballinger and several other men from the London establishment.

The cigar department will be in charge of F. L. Rowland, who has had many years' experience in the high-class Havana cigar business and is therefore in a position to anticipate with a high degree of accuracy the requirements of his Fifth avenue clientele.


# Lawrence Barrett

**Highest Grade Sumatra Wrapped Havana Filled Cigars**

SIZES

**Perfecto Fino - 10c**
(4¾ inch thin Perfecto)

**Invencible 2 for 25c**
(Full size 5½ inches)

**Majestic - 2 for 25c**
(5 inch full Perfecto)

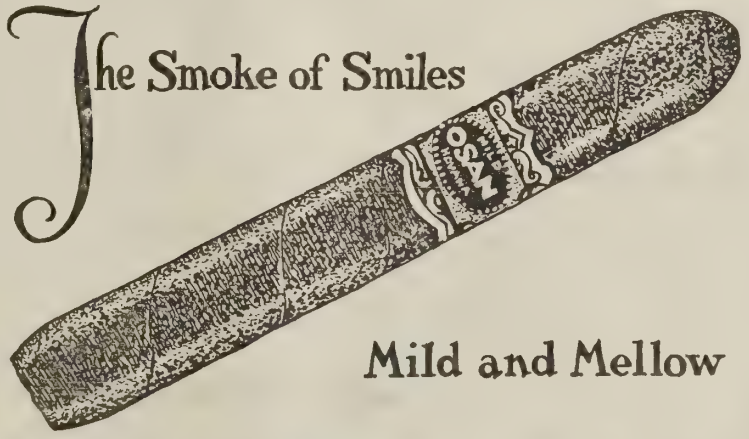
**DeLuxe - - - 15c**
A distinctive size and shape

*Backed by Thirty Years of Honest Cigar Making*

## D. Emil Klein Co.

**438-440 E. 91st Street**
**New York**

The Smoke of Smiles




Mild and Mellow

# O'SAN CIGAR

A high grade mild Havana Smoke

MADE IN 12 DIFFERENT SIZES SELLING AT 10¢ UP TO 3 FOR 50¢

P. & H. CIGAR CO. INC.
CIGAR MANUFACTURERS
RED LION, PA.

# CIGAR CANS

**No order too large for our capacity and none too small for our attention.**

CORRESPONDENCE SOLICITED

**W. J. JAEGER**

**390 Hudson St.** Telephone Spring 1287 **New York City**

# Philadelphia Dealers Learn Important Lesson

## Many Discover That "It Pays to Advertise—Business is There for Those Who Are Determined to Go After It"—Manufacturers Endeavoring to Lower Production Costs.

PHILADELPHIA, April 18.—The Eastertime trade, entirely satisfactory to all the centrally located trade and almost as much so to the neighborhood dealers, taught them the lesson which long ago has been learned by the big manufacturers and from the observance of which they have profited. This lesson in its briefest terms is, "It pays to advertise; business is there for those who are determined enough to go after it."

The retailers, few of whom do advertising in the ordinary sense of the word, who advertised their wares by attractive window displays, found shelves and showcases almost entirely cleared out when the doors were closed on Saturday night. The market unquestionably continued to be a buyer's affair, but the buyer nowadays needs only to be appealed to with sufficient force to bring the dollars from his pocket. There remained but a few lingering traces of a disposition to make no purchases, great though the want may be. Of course there entered into the situation, as the retailers found it during the week, a rather helpful element, because the Lenten season is one of self-abnegation and its close permitted indulgence again. Those who had the confidence that business was on the increase and who manifested that confidence by making liberal provision for anticipated wants found that their optimism had not been misplaced and that they were the gainers thereby.

Until the holiday Friday closed the factories, the preceding days of the week were ones of great activity. Rush orders came in by wire for delivery by express. The out-of-town trade which had not made sufficient provision for a really rushing business lost considerable in profit because in many cases the factories were so flooded with belated orders that they were unable to make deliveries in time.

While there is satisfaction universally expressed over the character and the extent of the Easter trade, opinion only differs, but not very markedly, over the question of a continuation of the active buying experienced during the week. A majority in the trade believe that after the customary lull in buying for a few days until presentation boxes and increased home supplies are exhausted, active buying will again set in.

### Seeking Reduction of Production Costs

The manufacturers these days are really more perplexed with the problems of reducing the cost of production with a view to meeting the insistent demand of the smoker for a return to the old time standard of quality and price than they are to find distribution. The manufacturers are loath to effect economies by mere wage reduction; they are endeavoring to bring about the desired result by increased production, with consequent reduction in proportional overhead and by the purchase of leaf at lower figures. They are seeking the co-operation of the growers and packers to this end and are hopeful through such mutuality of effort to bring about what Mr. Average Smoker thinks he is entitled to.

### Publication Was Appreciated

Publication by TOBACCO of salient features of the Kelly-Stephens Bill in response to the resolution of the Cigar and Tobacco Dealers' Association of Philadelphia, was received with interest and with expression of appreciation of the service rendered the trade. The subject will be discussed extensively at the next meeting of the local Association. Meantime, however, the activities of this body, which proposed to build up a representative organization of the entire trade, and to include in its ranks manufacturers and salesmen, as well as retailers, are beginning to be felt. Announcement was made during the week by the proprietor of a cut-rate store that he regards as his trade enemies all who enlist themselves under the banner of the Association, and that he had written to several of the members of allied trades who had become members of this association, that he would have no further business relations with them. Financial embarrassments which developed during the week were not received with much surprise by the trade because they had been anticipated for some time and were attributed to conditions which existed for many months.

Involuntary bankruptcy proceedings were filed in the U. S. District Court against Jacob Langsdorf's Sons, Inc., cigar manufacturers by three creditors. No statement has yet been filed of the aggregate of liabilities and assets, but one is being prepared. The owners are Fred Suss, Leo Weiss, and Jacob Langsdorf.

An effective presentation, pictorially, of the Bayuk Bros. campaign on its new five-cent smoke, the Charles Thomson, on which it is now concentrating sales efforts, was made when a large part of its special fleet of Ford automobiles was lined up in the shadow of Independence Hall, an appropriate place, because he whose name is used in the new brand was most intimately concerned in events which transpired in that historic building. All the units in the fleet are attractively painted and each of them, in charge of members of the city sales force, carries a stock of 12,000 Charles Thomsons, Havana Ribbons, Prince Hamlet, Philadelphia Hand-made and Mapacuba, the full Bayuk line. In this wise, the city salesmen are enabled to give immediate deliveries to their trade and this speedy service greatly was appreciated during the Easter season. A record in sales was made during the week by Elwin A. Geipel, who in one day sold to 58 separate accounts. Fred Brown, manager of the New York office who was on the sick list has returned to his duties. Harvey L. Hirst has returned from an extensive trip centering principally in Cleveland, Toledo and Detroit, and he reported conditions in all these cities excellent, so far at least as the Bayuk line was concerned.

Allen R. Cressman's Sons also benefited during the holiday week by the publicity given the Counsellor through attractive display window cutouts which were liberally distributed. The factory has a large number of orders ahead and continued activity is assured.

W. R. Kelly, formerly manager of the General Cigar Co., covering the Philadelphia territory, is now a member of the sales staff of the Congress Cigar Co., with headquarters in Kansas City, Mo., and will devote his energies to the Missouri River section, taking in the large cities, such as Omaha, St. Louis, and other metropolitan centers. Charles M. Higgins, of Lee & Cady, Detroit, and George B. Scrambling, of George B. Scrambling & Co., Cleveland and Toledo, jobbers, were visitors to the Congress plant during the week. There has just been released an elaborate billboard campaign with beautifully designed copy showing a youth presenting a La Palina to a senior. It is worked out in seven colors and centers about the slogan, "It's Java Wrapped," thus being a logical follow-up of the billboard announcement in colossal letters which during the preceding week struck the eye with the legend, "It's Java Wrapped." R. J. Donnelly, formerly sales manager for Yahn & McDonell, who several months ago joined the La Palina sales force, but whose activities were restrained by illness, has recovered and is back on the street. He reports exceptionally large sales for the La Palina Senator in the new tin packing and also that the jars in which some sizes of La Palina are packed are meeting with favor. Such rapid progress is being made with the sales of La Palina in Philadelphia, following the special local campaign which is in progress, that the firm reports sales far in excess of anticipations. The Bethlehem branch factory is increasing production to the maximum, and is expected to reach the limit before the close of the month, when a daily output of 80,000 cigars will be attained, only the Easter rush having retarded concentration of executive effort on this plant to realize the limit.

El Productos were featured by nearly every retailer in Atlantic City during the week and immense sales were reported, the firm having concentrated to take advantage of the immense and cosmopolitan crowd attracted to the queen of seashore resorts by the Easter festival. Samuel Grabowsky, of the firm, sails for Porto Rico, specifically for a study of leaf conditions there and the placing probably of large orders. The colorful display with its patriotic atmosphere made by the El Producto factory in its new window display, everywhere was in evidence in Philadelphia and most appropriately fitted in with the season

The leaf markets of Pennsylvania and the Eastern states were scrutinized during the week by Jacob L. Krauss of A. Roig & Langsdorf, Marshall and Vine streets. All the road men are sending back occasionally large orders.

Duncan & Moorhead, Chestnut street, above 7th, who are compelled to move because of a termination of a lease, have options on several new locations, not far from the old and a choice of one will be made shortly.

Coincidentally with the activities of Jack Knight, long experienced in the cigar trade on the Men-de-Lion brand, made by M. Eiseman & Sons, 148 N. Front street, there has developed in all the sections he visited a largely increased demand for this already established favorite. It is expected that during the week, there will be determined the equities of Eiseman & Sons and the insurance companies whose policies covered the Eiseman stock destroyed some months ago in its factory at Delaware avenue and Vine street. There is involved over $100,000.

Mahlon R. Zerby, of Yahn & McDonell, has been given the northeastern Philadelphia territory as his field of activity.

The Cigar and Tobacco Dealers' Association has decided to hold its next meeting at the Cafe Louis, 12th and Walnut streets.

Jesse R. Heineman, of Heineman Bros. Baltimore, whose brands, Salome and Lord Baltimore, have wide distribution in Southern territory, made a visit to the Philadelphia trade during the week and was accompanied on his rounds by Jules Jacobs, Pennsylvania representative. The firm also manufactures many well known private brands.

E. M. Laing, of P. C. Fulweiler & Brother, 927 Sansom street, is in St. Louis taking orders for their leaders, Lew Wallace and La Madrid. E. Y. Flickinger is covering the South with these brands.

T. H. Hart & Co., 16th and Sansom streets, now are receiving generous shipments of its leader, Leeda, from the Tampa factories, which for ten months were closed because of labor difficulties. The brand is made in bond and has a large exclusive patronage. It is now being produced in 12 sizes. Harry Jewell, formerly on the sales staff of Duncan &

CONSOLIDATED CIGAR CORPORATION

*Head Office. 81st Street and East River New York*

Deservedly Popular Brands.

G. J. JOHNSON CIGAR CO'S — DUTCH MASTERS
E. M. SCHWARZ & CO'S — MOZART
T. J. DUNN & CO'S — NEW BACHELOR
44 CIGAR CO'S — ADLON
44 CIGAR CO'S — 44
JOSE LOVERA CO'S — LOVERA
S. I. DAVIS & CO'S — El Sidelo
S. I. DAVIS & CO'S — HARVESTER
LILIES CIGAR CO'S — La Azora

TEL. HARLEM 6193 — Expert WINDOW DRESSERS Pictorials, Posters.
"HITCH YOUR WINDOW TO A STAR"
STAR DISPLAY ADVERTISING Co
50 EAST 125 TH ST. NEW YORK.
Expert WINDOW DRESSERS Cut Outs, Set Pieces. — TEL. HARLEM 7850

Moorhead, has joined the organization of T. H. Hart & Co., and is now looking after the trade in Eastern Pennsylvania and Philadelphia. The firm's new low priced smoke, the Quaker Maid, retailing at five cents and formerly at seven cents, is reported as having made a hit wherever introduced.

Several hours after Alonzo Young, 51 years old, a retail cigar dealer at 6305 Woodland avenue, joked with his neighbors, he sent a bullet through his brain and the attending physician reported that death had been instantaneous. Mr. Young had been under a physician's care for some time and the cause of his act is laid to despondency following a nervous breakdown.

Creditors of the Progressive Cigar Co., 12th and Race streets, makers of the Madam Butterfly cigars, met during the week to consider its financial status. Most of the creditors are dealers in leaf, to whom the firm is indebted to the extent of several thousand dollars. Decision was reached to settle claims on the basis of 40 per cent, to extend over several months.

# Putting Reenforced Heads on York County Cigars

## Eliminating an Objectionable Feature—Red Lion Dealer Buys Four Hundred Acres of Lancaster County Tobacco—Red Lion Seeking Federal Building.

RED LION, Pa., April 17.—There are some few jobbers who object to short filler cigars. They tell the manufacturer that the trade complains about the scrap falling out of the head of the cigars. This might happen if the smoker chews on his cigar. However, the short filler manufacturers in York county have eliminated this minor objection by manufacturing their cigars with *reenforced* heads. No matter how much the smoker chews on the end of his cigar now, he will find it to give as much satisfaction as the long filled cigar, and will not be bothered with the scrap getting into his mouth.

### H. E. Rost & Co. Buys Lancaster County Tobacco

Approximately 400 acres of choice Lancaster county binders have been purchased by H. E. Rost & Co. The highest price paid was 15 and 2.

### Red Lion Working for Federal Building

Congressman E. S. Brooks is trying to get an appropriation for a federal building to be erected in Red Lion. The revenue for tobacco and cigars that comes from Red Lion and the surrounding towns represents about half of the total revenue of the county. At present Red Lion alone has 110 cigar factories, not mentioning the tobacco manufacturers and leaf dealers. It is almost a necessity that this end of the county be taken into consideration.

### Manufacturer Returns from South

J. W. Minnich of J. W. Minnich & Co., who was wintering in Florida, has returned to his business in Dallastown and sees a bright future ahead.

The Buffalo Cigar Co. reports new business. H. Morgan Dietz, manager of this firm, returned home after spending a week in the western part of the State.

The P. & H. Cigar Co. is making ready for a big sales campaign under the direction of Sales Manager J. F. Etts.

W. C. Frutiger & Co. report business increasing on their Bank Note cigars.

Tiz cigars, manufactured by Kohler-Snyder Co., are meeting with splendid success.

Sam Herrman & Son have again entered the cigar business and will start operations within the next few weeks.

The new cigar factory erected by P. B. Tyson is completed and will start manufacturing this week.

P. E. Reichard has finished renovating his factory and has added several cigar makers to his force.

Several new accounts were signed up by the Standard Rock Cigar Co. this past week. Business with this concern is again back to normal.

The East Prospect Cigar Co. reports business on its brands through the South as being very good.

Factory Smokers and El Serono cigars, manufactured by M. H. Sevis & Son, of Springvale, are going strong. Larry Sevis, junior member of this firm, recently returned from a two weeks' trip through the states of New Jersey, Delaware and New York.

### Notes of York

C. S. Gable reports receiving new business on his Douglas Fairbanks cigar.

Charles Seiker is busy getting out his orders on his different brands.

R. B. Lloyd Tobacco Co. reports some large sales of tobacco to local manufacturers the past week.

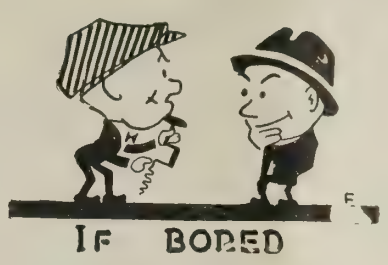
Ajax Cigar Co. on North George street and Seventh avenue have their factory filled with cigarmakers and are busy getting our orders.—ROUNDER.

## Enthusiastic Meeting

CHATHAM, Va., April 19.—About 700 tobacco growers attended a rally held here Monday under the auspices of the Co-operative Marketing Association to hear plans discussed. The meeting was enthusiastic. Former Governor Westmoreland Davis, who is running for the U. S. Senate against Senator Claude Swanson, made an address. John Blanks, of Kentucky, told of the success of the pool plan among the burley growers.—T.

## "No Connection"

Japhina Cigar Co., Inc., of 129 East 109th street, has filed schedules in bankruptcy listing liabilities of $8,247 and assets of $3,920. The concern, which is now doing business under the style of the Japhina Cigar Co. at the above address, has no connection with the bankrupt corporation.


with cigar box dissatisfaction, place your next order with us. Our boxes give perfect satisfaction and add the finishing touch to all good cigars.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

FLOR DE
MANUEL
CIGAR
"THE BLEND THAT MAKES HAVANA MILD"
ALLEN R. CRESSMAN'S SONS, MAKERS PHILADELPHIA

THE TOPIC OF THE DAY

Mild Havana Cigar
Corona size 15c straight
Other sizes
10c straight, 2 for 25c

The ready sales and continuous call for this mild and pleasing smoke proves that it suits the taste of the most particular smoker.

BOBROW BROTHERS, Inc.
*Manufacturers*
Philadelphia Penna.
*Makers of Famous "Bold" Cigar.*

STICK TO Cinco - IT'S SAFE

2 *for* 15c
everywhere

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

**LIVE BRANDS**
**FOR LIVE JOBBERS**

CLASS A, B AND C

*Write for Territory*

**J. C. HECKERT & CO.,** ESTABLISHED 1883 **Dallastown, Pa.**

**THE MEADS TOBACCO CO.**

*If It's* **TOBACCO** *We Have It*

RED LION, PA. U. S. A.

*Write Us* if you need

**PENNSYLVANIA**

*Correspondence Solicited*

**Seedleaf Tobacco Growers Company, Inc.**

LANCASTER, PA.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly

ESTABLISHED 1885

**LANCASTER TOBACCO COMPANY**

**Exporters of LEAF, STRIPS, SCRAPS CUTTINGS and SMOKING TOBACCO**

Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

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# Pennsylvania Tobacco Buying Goes Merrily On

## Only About Twenty Per Cent Left in Hands of Growers—Various Buyers in the Field—Weed Coming Off Bulk in Excellent Style—Cigar Business Showing Improvement.

LANCASTER, Pa., April 15.—Buying of the 1921 crops keeps merrily on and only about 20 per cent of the crop remains in the hands of growers. The following buyers are in the field and have depleted the stock remaining in farmers' hands considerably this week: E. S. Brill, of W. S. Brill & Son, New York; Arthur Weil, of Weil & Sons, New York; John De Hanen, buying and packing for E. Rosenwald & Bro., New York; M. Rosenthal & Co., Lancaster; Ed. Myers, packing at Bareville, Pa.; C. A. Rost & Son, of Red Lion, Pa., with two warehouses in this city; B. F. Good, local packer, Hoober Bros., with a packing house at Bareville; T. J. Owens, also packing at Bareville; Fisher Bros., of Hanover, Pa.; Jacob Siegler, local packer; Morris Levy & Sons, buying and packing for the General Cigar Co.; Long & Taylor, of Landisville, this county, packing for Geo. Berger, of Cincinnati, O., and Philip Wiseman, of this city. Good burning crops are being eagerly sought after and are bringing 11 to 14 cents for wrappers and 2 cents for fillers.

### Same Old Story

Quite a number of farmers refuse to sell at prevailing prices with the certainty that they will sell later at any old price offered them. This happens every year and this one is no exception.

The co-operative concerns are busy packing for the farmers and have all and more work than they possibly can take care of.

So many crops "passed up" by the packers as being either poor or indifferent in burn are being sent to the co-operative associations to be sorted, sweated, and put into cases that the market the coming fall will be glutted with this class of undesirable merchandise. The farmers will learn to their sorrow and pecuniary loss that it doesn't pay to waste money for packing, storage insurance and shrinkage on goods that a legitimate packer wouldn't buy when in its green state.

It's surprising how prices keep up even in spite of the lethargic state of business. Farmers are asking the same price for their tobaccos they did two months ago and in spite of the fact that the fancy crops have been practically absorbed by the different packing interests.

### Not Much Left

Very little good tobacco is left in farmers' hands and in three weeks more there will be nothing desirable to be found in the county.

Being as there is absolutely no export business in sight and no probability of any for maybe a year to come, the writer is "all at sea" as to how to explain what the farmers will do with poor and indifferent tobacco.

No one seems to want it at any price, and my advice through your valued paper, to farmers was and always has been, "raise good crops, take care of them, fertilize properly and sort and handle the tobacco as it should be and they will find buyers ready to pay top market price, and they can market their product quickly." "Sloppy" handled tobacco this year has gone begging for buyers, and hundreds of acres remain in hands of poor growers.

### Sold on Merit

Tobacco today is sold on its merit and at market prices, not like in war times when tobacco, and frozen at that, brought as high as 30 cents per lb., for wrappers and 15 to 20 cents for fillers, the buyers being heavy losers. They learned a lesson in 1917 that will never be forgotten by the packers who lost thousands of dollars and not a single firm or individual packed tobacco in 1917 without losing money.

Inflated prices have ceased permanently and as long as our beloved country is at peace with the world we will never see Pennsylvania tobacco reach 30 cents again.

Louis Kramer, of Bayuk Bros., of Philadelphia, is still scouring the market in search of 1920 packings. This far-seeing and enterprising concern is so favorably impressed with the quality of 1920 Pennsylvania tobacco that in spite of the enormous stock of 17,000 cases in their possession they are still in the market for more. The 1920 tobacco, however, is a thing of the past as far as Lancaster County is concerned. The writer ventures to say there isn't 500 cases in the county in original packers' hands.

### Curing in Good Shape

The 1921 tobacco is curing up nicely and coming off the bulk in sound condition, much sounder than the 1920 crop, and shows an evenness of color surprising to the writer as the curing season last fall was poor. For that reason the crop was not uniform in color. Bulking of the tobacco has remedied that defect and the tobacco being packed from the bulk into cases preparatory to the summer sweat looks beautiful, even in color, sound in leaf and quality excellent. The writer must acknowledge he was agreeably surprised to see the tobacco cure up so well as no one in its green state could imagine it would even up in color. The tobacco, however, has done so and has exceeded my most sanguine expectations.

If the tobacco doesn't damage during the summer sweat we will have some excellent goods the coming fall.

Those who were condemning the crop are now the first ones to acknowledge they were in the wrong and we all look forward to having serviceable tobacco to market next fall.

### A Big Buyer

Ben Mowery, local representative of the Liggett & Myers Tobacco Co., has bought, so far, over a million pounds of 1921 fillers.

C. A. Rost & Son are buying heavily of fillers (1921) in the bundle as also is Michael Hoffman, packer of Marietta, Pa.

Robt. M. Granat & Co., of this city, packers of Pennsylvania tobacco, and growers of Connecticut shade tobacco, have done a big business this week in Connecticut shade tobaccos.

They disposed of over 200 bales of their own raising and are negotiating for the sale of 100 bales more. This bit of news is really refreshing to hear in these dull and uneventful times.

The Pennsylvania Cigar Co., of this city, were compelled to put on 20 more hands to supply the demand for their Little Trooper brand of cigars. This is a nickel proposition, made of exceptionally good tobacco and compares favorably with lots of 7 and 8 cent cigars on the market. It shows that it pays to "give people a run for their money," as this young and enterprising concern is more than 150,000 oversold and in spite of the fact that this is a new concern, having been in existence only two months. The writer predicts "big things" for this establishment if they keep up the quality of their product. In an interview they tell the writer they have bought heavily of tobaccos and are in the enviable position of being able to keep up the quality of their goods for the next two years to come.

### To Carry On Extensive Experiments

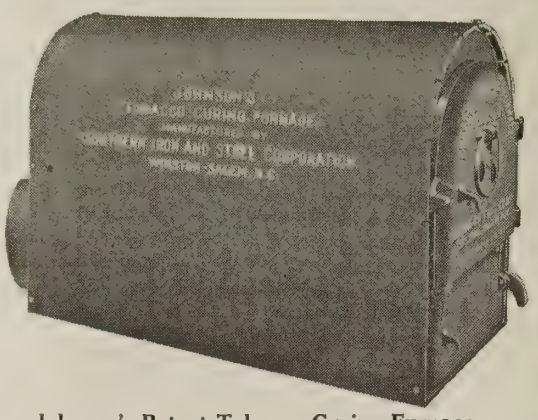
The State Agricultural Department has leased for a period of nine years, three acres from the Hibschman Estate near Ephrata to carry on extensive work. Two acres of this plot will be used for the erection of a modern tobacco barn. Part of the basement will be set aside for the installing of artificial heat and provide for the fermentation of tobacco. A system of fertilizing to extend over the nine year period, has been arranged and it is the belief of the various officials in charge that before long the fertilizing of tobacco as it is now carried on will be entirely revolutionized. The Agricultural Department of this State is making

(*Continued on page* 31)

"YOU PAY FOR A FURNACE WHETHER YOU GET IT OR NOT"

# Tobacco Growers Can't Afford to Run the Risk of a Bad Cure

"JOHNSON'S Patent Tobacco Curing Furnace" meets every requirement. Poor cures reduce your earnings; they make your crops a poor investment. This Furnace is your insurance against failure—it is your guarantee of perfect cures and bigger profits.
"JOHNSON'S Furnace" properly installed in a well-ventilated barn will quickly repay the cost of the furnace in high grade cures.
Millions of dollars are lost each year through destruction of barns and contents by fire, caused by uncontrolled heat. Control of heat in "JOHNSON'S Furnace" is absolutely perfect—the temperature can be regulated to the required degree. Why run the fire-hazard when you can get protection at such low cost.
Now is the time to carefully lay your plans for the coming season. Install "JOHNSON'S Furnace." Act now!
The Johnson Patent Tobacco Curing furnace is the most up-to-date method for curing Virginia Bright Leaf Tobacco.



Johnson's Patent Tobacco Curing Furnace

JOHNSON'S FURNACE
ENDS FIRE RISK, SAVES FUEL
SAVES TIME, BURNS WOOD, BURNS COAL
PERFECT CONTROL OF HEAT

Tobacco is valueless in the green state; it must be cured to be of any value and the better it is cured the greater the value. Plans and specifications of the most perfect tobacco curing barn and heating equipment will be supplied free of charge by the

Southern Iron and Steel Corporation
WINSTON-SALEM, N. C.

## Baltimore Learns How "Waiting List" Is Changed

### Salesman Reveals Secret—Buys "Remnants" to Make Room for Own Brands—Sometimes Resorts to Rearranging Stock—Trade News and Notes.

BALTIMORE, Md., April 17.—Recently a salesman emphasized the fact that one of the biggest obstacles to placing a new brand with the dealer was to be encountered in the waiting list. The waiting list is an aggregation of boxes of cigars sometime piled on the shelf or else dumped into the bottom of the show case. As an opening in the case presents itself the waiting list is usually reduced by one, unless a duplicate of the empty is substituted.

How to skip over the waiting list and get an immediate placement for a brand causes this particular salesman much thought. To remove this obstacle, provided the dealer is willing, in some instances he buys the last few remaining cigars in a box with the privilege of placing his brand in the open space, thus made by emptying a box. Other times, though very rare, by sheer weight of his selling talk he is able to get the next opening. Occasionally by merely rearranging the dealer's show case he can make room for another box, and hence, gets an opportunity to secure immediate placement. Each show case offers a new opportunity to exercise his brain and he admits the game is becoming fascinating, though played every day.

#### The "Boss" in Charge

Although confined to his bed with a severe illness, J. W. McFarland, 618 W. Baltimore street, is not worrying about the conduct of his business, for he knows that his wife is able to care for it in a very capable manner. Since last Spring he has discontinued manufacturing cigars and does not confine his business to private brands alone, but stocks all the popular ones. Despite the cut-rate prices of cigarettes current in many stores Mrs. McFarland notices but little reduction in their sales both by the carton and package.

A campaign calculated to materially boost the sales of Don Maxze cigars, by giving a box of twenty-five 2 for 25 cents size, to all who present or mail 250 bands of that brand, has been launched by the Don Maxze Cigar Co., 206 N. Frederick street. Four popular sizes, ranging from 10 cents each to 3 for 50 cents, are now being distributed, and give the smoker an opportunity to take advantage of this offer, which expires on July 4.

Fire King Conchas, a new size retailing at 5 cents, is receiving the attention of J. H. Brockman and W. H. West of the Geo. Schafer Cigar Co., just now. Geo. Schafer is sojourning at Atlantic City, having left several weeks ago to be there for Easter. Other brands manufactured by this firm are P. of B. Club, Imperio, and Fire King Perfectos.

#### Particular Favorites

Now that Havre de Grace is the mecca for racing fans L. B. Kelly, who operates a first class stand there, came to see the jobbers Friday and ordered a complete stock of high grade smokes. La Corona, Partagas, Hoyo de Monterrey, Gonzalez & Sanchez, Nacirema, El Roi-Tan, and Muriel are particular favorites with the fans.

S. Isaacson, Baltimore street and Fremont avenue, appreciates the value of good window trims as a stimulus to business, and this week has an attractive display in every window. Products of tobacco in the form of Beechnut cigarettes, El Roi-Tan and Nacirema cigars, and Between the Acts little cigars hold the place of honor this time.

Nacirema Eminentes were selected by Wm. Boucher & Sons to pull some extra business during the past week, and their choice proved to be a wise one. This size at 3 for 25 cents and the Supremas at 15 cents each enjoy a splended distribution about town. The sale of Condax cigarettes has considerably increased since the arrival of the new counter display carton. High grade pipes took a decided spurt at this stand last week.

A spring drive on Caton cigars is being carried on by J. F. Obrecht & Co., 211 S. Hanover street, who manufacture and distribute this brand. Their capable sales force is being assisted by well placed ads, and they will no doubt produce satisfactory results.

B. Goldman, 203 W. Saratoga street, has temporarily discontinued manufacturing cigars and is featuring Popper's eight center, Gonzales & Sanchez Senators, Cortez, Garcia Grande, and Cinco, besides his Santiago Palm cigar, which is now packed in tins.

Smokers patronize stands where cigars are kept in proper condition and Goodman & Miller well deserve the splendid clientele they cater to for they have an up-to-date humidor that insures smokes as you want them. P. of B. Club cigars are being featured in the Baltimore street window this week.

#### Visitors

Wm. Best, of the General Cigar Co., addressed the salesmen of Wm. Deiches Co., last week, and announced the new price of White Owls, Inv., $59 per 1,000, retailing at 2 for 15 cents.

Wm. P. Bushell, formerly with the Consolidated Cigar Corp., now selling Dela Casa cigars.

E. W. Harvey, sales manager for the Old King Cole Cigar and Tobacco Co., paid a visit to Lilly & Co., local distributors for Old King Cole cigars.—ORIOLE.

## Increases Line

SANDUSKY, Ohio, April 15.—Fred W. Cook, local tobacconist, has bought the wholesale tobacco, cigar, and candy business of A. E. Bores, of Bellevue, and will conduct it in connection with his Norwalk wholesale business. He will run trucks out over Sandusky, Erie and Huron-cos from the Bellevue store. Mr. Cook is one of the biggest wholesalers in his line between Cleveland and Toledo.

800 CIGARETTES A MINUTE!
PLAIN OR TIPPED
ON
Our New "Triumph Model U-G" Cigarette Machine
More than 5,000 "United" Machines in daily operation throughout the world.
Write today for full particulars on our latest models.
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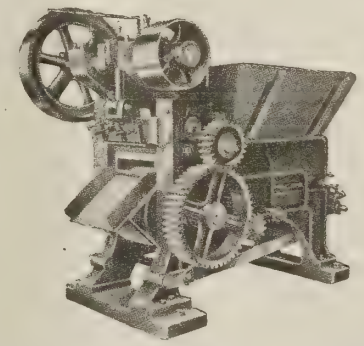
FOR CUTTING ALL KINDS OF TOBACCO
CAPACITY 4,000 LBS. TO 10,000 LBS.
"THE ONLY MACHINE THAT WILL STAND UP AND DO THE WORK"



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Write for Prices
BRIGGS-SHAFFNER COMPANY
FOUNDERS AND MACHINISTS
MACHINE WORK OF ALL KINDS WINSTON-SALEM, N. C.

CIGARETTE FACTORY SUPPLIES
Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
Cigarette paper, tapes, knives, printing ink, sizing, bronze powder, paste, etc.
*Write or phone for quick service.*
New York Cigarette Machine Co., Inc.
2-6 Elm St., New York. Phone Worth 3820

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**Porto Rican Leaf Tobacco**
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*Importers and Exporters of*
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MANATI, PORTO RICO
*Correspondence invited.*
**PORTO RICAN LEAF TOBACCO**

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Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
*Quality, Not Price*
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Members N. Y. Produce Exchange and Steamship Freight Brokers' Association
SHIPPING and FORWARDING AGENTS
to all parts of the world
Lowest Rates and Best Service
Experience, Efficiency, Economy
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NEW YORK, N. Y., Produce Exchange

# Chicago's Cigarette Price War Still on Rampage

## Cut Throat Game Going Stronger Than Ever—Practically All Dealers Selling at Loss, Disregarding License Cost and High Rents—Trade News in General.

CHICAGO, April 15.—The "cut price" cigarette war continues to go ahead stronger than ever and practically all the dealers are now selling cigarettes at a loss. As one dealer remarked, "When a retailer buys cheaper he can sell cheaper. That, in a nutshell, is the story of the present price war." These remarks may be true, but no dealer can operate today selling at cost and paying the city $100 yearly for a cigarette license, along with his high rent and heavy operating expenses.

### White Owl Reductions

The big news item this week was the announcement by the General Cigar Co., Inc., that effective April 24, the selling price of White Owl cigars would be reduced from $65 to $59, less 2 per cent. and the retail price from 3 for 25 cents to 8 cents, 2 for 15 cents. White Owl is one of the largest selling cigar brands in this market.

### New Ten Cent Size

Fred L. Wells, at his two loop stores, is now showing the new 10 cent size perfecto grande of the Romeo-Garcia cigar.

Elias Condax remains at the Chicago office of E. A. Condax & Co., 222 North State street. Orders are coming in fast for Condax cigarettes, which are popular sellers here.

At Ruhstrat-Cowley & Co.'s, Manager Huckett states that there is no let-up on the demand for Charles Denby and La Fendrich cigars, which are their two leaders.

W. D. Fleak, sales manager for Schinasi Bros., has returned from a selling trip through the Northwest, where he found the sale for Natural cigarettes increasing.

Jack Planco came in this week from a three months' tour of the Western and Southwestern states. He is on his way East to the headquarters of Ruy Suarez & Co., New York.

### Cut to 15 Cents

The United upset the retail cigarette business this week when all their stores showed big signs on the windows offering Camels, Lucky Strikes, Chesterfields and Piedmonts at 15 cents. The standard selling price of these brands up to the time the United Stores reduced them to 15 cents has been 16 cents. What the other dealers will do is anxiously awaited by all concerned.

### Has Cheerful News

E. P. Oakes has returned from an extended Southern tour. He reports a good increase in the demand for Gatos and Cressida from the E. H. Gato Cigar Co. of Key West.

### Have Good Line

The A. M. Seckbach & Bro. new store at Wells and Monroe streets finds business very good. Gus Bing, a clever chap, is the manager. They feature such brands as Lozano, D. A. Garcia, Andres Diaz, Medalist, Cuesta Rey, Charles the Great, La Venga, Cyrilla and the brands of the General Cigar Co.

### A Happy Man

Harry Loker, of A. Fuente & Co., Tampa, is happy once more. Harry has the Louis Neumann Cigar Co. distributing Garcia Bouquets to the loop trade. On the south side the Charles Barker Co. is going over strong with Garcia Bouquet and the brand is displayed in many windows. Harry is an eager reader of TOBACCO and awaits with much interest each copy.

### No Kick Coming

Ran into Henry Hamann, Chicago manager of A. Schulte Co. Henry says their business holds up remarkably well and all the local stores are holding their own.

Double packages of Murad, Natural and Melachrino are now sold at 32 cents.

### On the Job

Ernest MacKenzie, who has been on the sick list for quite some time, has fully recovered and is once more busy talking John Ruskin and Flor de Melba to his trade.

Las Vegas, a high grade Java wrapped cigar, is being placed by Grommes & Elson. They are made in Detroit by F. Vega & Co.

### To Open New Stores

M. B. Seigel, of M. B. Seigel, Inc., chain store operators, is very busy these days. On May 1 they will open new retail stores at 111 West Jackson and at the northwest corner of Broadway and Laurence avenue. At present they operate retail stores at 230 North State street, the northwest corner of Dearborn and Lake streets, the southwest corner of Wells and South Water and at 832 West Randolph street. Their general offices are located at 222 North State street.

Ruy Lopez, now Havana filled and Java wrapped, is on sale in many stores. Grommes & Elson, wholesalers, distribute Ruy Lopez locally.

Puncher De Luxe is seen in many of the south side stores. It is placed by H. J. Zeegars, wholesale cigar jobbers.

Business is very good with Sam Task, the retailer, at 847 East 63rd street.

Hotel and restaurant proprietors from all parts of the country will gather in Chicago May 8 to 13 for the Hotel and Restaurant Equipment Exposition at the Coliseum.

Jos. Vanderyacht, the large Duluth, Minn., retailer, now offers to his trade the well-known Romeo-Garcia, mild Havana cigar.

Frank Cohn of Nathan Fox Co., who underwent an operation at a local hospital, has fully recovered and is once more calling on his trade.

La Vona, a new brand with Nathan Fox Co., is getting a wide local distribution. La Vona is made by the J. C. Newman Cigar Co. of Cleveland.

The local sales force of the Louis Neuman Cigar Co. now consists of Harry Loker, A. Cohen and George Schember, ably assisted by Joseph Maunter, the sales manager. Besides the brands mentioned in our recent news letter, they will also distribute Councilman, a 10-cent cigar, and Cubador, a 5-cent smoke.

The old E. Hoffman Co. retail force is still on deck at 180 West Madison street for the Louis Neuman Cigar Co. Tom Mainzer is in charge of the crew. They feature Lozano, La Venga, Garcia Bouquet, Cyro, Cressida, La Palina and Councilman, also a full line of imported pipes and the various smoking mixtures, including the well-known Spillman Mixture that has been so popular here for years.

The General Cigar Co. retail stores all showed full window displays this week of Tuxedo tobacco.

### Featuring Harvester

The Consolidated Cigar Corp. of New York started their newspaper campaign on the Harvester cigar Monday by using quarter-page ads in the Chicago newspapers. Clarence Hirschhorn Co. are the Harvester distributors in this territory. The popular selling sizes are the Record-Breaker at 10 cents, Perfectos, 2 for 25 cents, and De Luxe, 15 cents.

Jack F. Anderson, of Celestino Vega & Co., has returned to the firm's Chicago headquarters after a tour through the Northwest, where he has La Venga widely placed.

Nathan Elson, head of the Nathan Elson Co., is back at the Chicago offices after a visit to the Ben Bey factory in New Orleans.

The store of Jos. H. Slater at 116 North La Salle street shows a window display of 12 sizes of Tom Palmer clear Havana cigars. Charles Andare put in this nifty display.

William Simpson, selling the Prince Imperial line of cigars, was a visitor. This brand is made in St. Augustine, Fla. The 10-cent flat size has a good sale here.

The Miles Cigar Co. now offers the trade three high-priced sizes of the Tuval made-in-bond cigar.

Melachrino, No. 4 size, each cigarette wrapped in individual foil, to sell for 5 cents, are being placed here by the Melachrino sales force. Fifty of these specially wrapped smokes are packed in a decorated tin box.

Several fine window displays of Optimo cigars are seen in the loop windows. Paper window signs featuring the King size at 15 cents are now up on the windows.

The Trans-Pacific Trading Co. is painting large Blue Jay cigar signs on the big south side buildings. Blue Jay is a 5-cent cigar that comes packed in tins of 50.

### Exhibiting New Case

William Rosenfield, who has this section for Salvador Rodriguez, has a new sample case he is showing the trade. It is of solid mahogany and contains 40 sizes of their widely known Charles the Great cigar. "Billy" has just subscribed to TOBACCO and is going to be one of our good boosters.

At the Columbia Theater a large Robert Bacon cigar ad is now shown on the drop curtain. Robert Bacon is that mild Havana distributed by the Grommes & Elson Co.

M. B. Seigel, Inc., will feature in the six retail stores, nine sizes of La Venga cigars, made by Celestino Vega & Co. "Bill" Campbell, the popular Chicago salesman, booked this order Wednesday.

M. B. Seigel, Inc., also closed this week for and will offer in their stores, José Grande cigars and the Romeo-Garcia Club Life short smokes in boxes of 10 that retail at 25 and 30 cents.

### Caused a Shock

The trade was shocked this week to hear of the financial troubles of Jacob Langdorf's Sons of Philadelphia. Fred Suss, the president of the firm, is known to everybody here and his many customers hope matters will be arranged whereby Jacob Langdorf's Sons will continue in business.

Steve Herz of the Reynaldo Cigar Co. is here this week with Ryan & Raphael Cigar Co., who are now placing with the Chicago trade the Reynaldo cigar.

Lyman Baum, general manager of A. Saentalle & Co.'s New York offices, has arrived to spend a week here. Baum is highly pleased over the sale of Optimo in this territory.

A. P. Parker is now working the loop for Franklin MacVeagh & Co. He features Diamond Crown, Karina and Elen cigars.

### Reynaldo

Ryan & Raphael Cigar Co. have received their first shipment of Reynaldo cigars which they now distribute to their trade in 4 sizes. As usual Gus Jacoby has secured a quick distribution of the Reynaldo brand with his customers in the loop.

Don Frame has left for Duluth, St. Paul, Minneapolis and towns in Wisconsin where he will promote the Stephano Format Round cigarette.

Miss Dorothy Connors has returned to the Kimball Segar Shop at 27 East Jackson street.

### Going Strong

Al Spellman came in from the east and departed for Milwaukee, La Crosse, Dubuque, Omaha, Sioux City, St. Paul and Minneapolis. Al. is the big selling star

(*Continued on page* 31)

Herminio Madera

**ALONSO RIERA & CO.**
PACKERS OF
**Porto Rico Leaf Tobacco**
**Importers and Exporters**
*The Tobacco Palace*
SAN JUAN, PORTO RICO

# Who Discovered Tin? A Mystery No Sherlock Holmes Has Yet Solved

Fiction hasn't a strangle-hold on mystery and romance. The business world is full of it; mined with enough nuggets to line the pockets of a dozen best-selling authors with gold.

Take tin, as an example—not the kind we're all after, but the kind we use in thousands of different ways. Here is a mystery that many a scientific Sherlock Holmes has failed to solve. *Who discovered tin?* It's a story replete with romance—but it leaves the question unanswered.

Scientists have delved far enough into the past to discover that tin was used as a metal thousands of years prior to the dawn of civilization. We know that the bronzes of pre-historic ages are tin alloys. The Bible speaks of tin, but the word here is a mismoner or a fault of early translation. The "tin" of the Bible is the Hebrew *bedhil*, a copper alloy in common use by the Egyptians as early as 1600 B.C.

The Greeks were using tin in the first century. So highly did they regard it that they named it after Hermes, messenger of the gods and son of the supreme god, Jupiter. But the real significance of the name lies in the fact that Hermes combined with his numerous titles that of "god of science, commerce, invention and the arts of life." Evidently tin held high place in the commerce of even that far off day. And it must have grown steadily in importance and popularity, because two centuries later the Greeks seemed to think Hermes not big enough to honor so wonderful a metal. So they named it Zeus or Jupiter, than which no higher honor could be bestowed. Jupiter was the supreme god in Greek mythology. Maybe there's solution here for the origin of the phrase "tin god."

The Romans did not distinguish between tin and lead until the fourth century, when it definitely assumed its present meaning as *stannum*. When Julius Cæsar invaded Britain the most valuable plunder he took back to Rome was—tin! Whence, perhaps, came our "He's got the tin!" and its multitude of variations. Tin in Cæsar's day was a precious metal; he had nothing on us—it is still a costly article.

Precious? Costly? It does sound ridiculous when you think of the millions of tin containers used each year and the thousand and one varieties of tin utilities that can be bought for a few cents each. But these are *tin* only inasmuch as washed gold jewelry is gold! These are tin on the surface, sheet iron or steel beneath; the amount of tin to the sheet being so small an ordinary scale wouldn't register its weight! And yet it is enough to last a lifetime. An ordinary pie-tin made *entirely* of tin in sufficient quantity to make it serviceable, would command a price beyond the means of all but the rich.

Despite its age and antiquity, tin in commercial use is still only in its infancy! Despite the billions and billions of tinned containers used annually, in packaging a thousand varieties of products—tobacco, fruit, vegetables, tea, coffee, powders, liquids, paints, etc., etc.—only the outer edge of the field of usefulness has been touched upon. And aside from tinned packages, a tremendous industry has been built up on decorated tinned utilities. Our grandmothers were limited to a few decorated items such as pin trays, lunch trays, picture frames, etc. Today there is hardlly a household utility that can't be bought in decorated metal. We take our sweethearts candy in elaborately decorated metal boxes; our waste-baskets, vases, table sets and what not, are of decorated metal; our flappers carry lunches, cosmetics, knitting, etc., in beautifully designed boxes of tinned metal. And the story has only begun. Even our great artists are finding a new field for their genius in decorated metal utilities. Just recently The Tin Decorating Company of Baltimore, the world's largest makers of lithographed metal products, engaged the services of Harrison Fisher to make the pictures for a new line of candy boxes and metal conceits for milady. Fisher is only one of the great artists whose work this company is to bring out in this new medium, Harrison Cady has done an entire Peter Rabbit story in words and pictures for their new lunch box for children. The reproduction of Stuart's "Washington" on the cover of their Washington Birthday candy box aroused wide comment upon its beauty and exactness of color. And this is only the beginning of a new art. Just as the motion picture opened up a new field for the writer, so has the decorated metal utility disclosed new territory for the artist.

And it isn't so terribly far-fetched to think in terms of *tinned houses* for the future! Why not? We've roofed with it for years!

## Demand Still Growing

MONTGOMERY, Ala., April 15.—The spurt which has characterized the demand for tobacco, cigars and cigarettes for the last few weeks was in evidence again last week in the South Alabama, Georgia and Florida territory of the S. D. Winn wholesale cigar firm. Mr. Winn spent a greater portion of the week in the southern part of Alabama and in North Florida where he was able to get first-hand information regarding business conditions. The strawberry crop is ripening fast in that section, he said, and this is having its good effects.

J. R. Sullivan, salesman for the firm, was in the Georgia and Florida territory also and corroborated Mr. Winn.

## Dark Tobacco Growers' Move

(*Continued from Page 7*)

to lead in this work. The first one of these county chairmen to be selected is Frank Camp, of Todd county, Ky. Mr. Camp is a resident of Trenton and one of the leading citizens of his county and a man who enjoys the respect and esteem of everyone. He was selected at a mass meeting held in Elkton by the Todd county farmers a few days ago, and he has accepted the place. The selection of these county chairmen, and the formation of the county executive committees, will be made as rapidly as possible now, for, as already explained, they are considered the basis upon which rests all of the organization plans.

Judging from the comments which have been made, about the only objection which has been raised has been the five-year pledge required of the tobacco growers. But after thinking it over and hearing it explained that this is the most important clause in the contract so far as giving the organization real power to meet the buying interests, this opposition is rapidly dying out. The farmers see that without having a real control of the crop and that for a period of years, the association could do comparatively little in dictating prices and terms.

And through it all the growers are being made to understand that the association is not offered as a complete panacea for all their troubles. They are told plainly that it is a purely business organization for the purpose of getting them prices on their product that will pay them a reasonable profit on their investment and for their labor. It is also being made plain that the buyers will be treated fairly and all placed on the same footing. Being convinced of this the buying interests are also showing a much more favorable attitude than would ordinarily be expected and a number of them are openly advocating the organization and declare they believe it is best for the buyer as well as the grower.

So, with these conditions already existing, it seems certain that the real drive for members to begin on April 22 will start with a rush and with great enthusiasm and that no serious trouble will be met in perfecting the organization. To do this requires the pledging of two-thirds of the crop of the district on an acreage basis. It is not doubted but that this will be readily secured and there are many who predict that 80 to 85 per cent of the crop will be signed up long before the closing date on October 1.—M. E. BACON.

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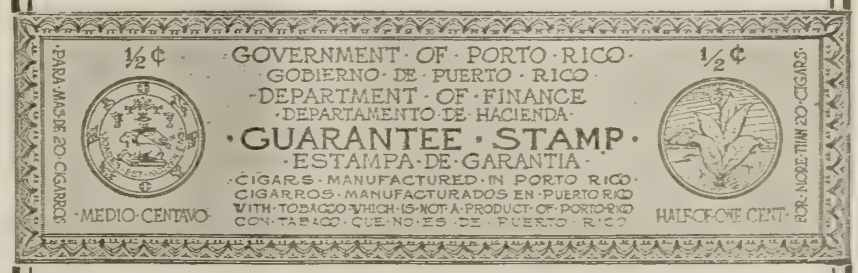


## TAKE NOTICE THAT

**Every Package Containing Tobacco Leaf, Scrap or Cigars Must Display One of the Following Guarantee Stamps:**

### TOBACCO:—

*WHITE—Genuine Porto Rican growth.*
*BLUE—Mixture of Tobacco grown in P. R. and other countries.*
*PINK—Tobacco of Foreign growth.*

### CIGARS:—

*WHITE—Mfd. in P. R. with Tobacco produced in P. R.*
*BLUE—Mfd. in P. R. with Porto Rican and other Tobacco.*
*PINK—Mfd in P. R. with Tobacco not a product of P. R.*

GOVERNMENT OF PORTO RICO

## TOBACCO GUARANTEE AGENCY

*J. F. Vazquez, Agent*

**126 Maiden Lane** **New York City**

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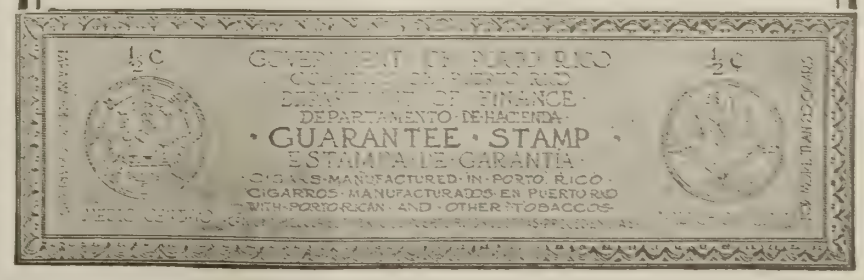

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PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*

CABLE ADDRESS: "Penn," Danville, Virginia CODES USED: Western Union, Arnold's 5 and 15, Lieber's

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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E. B. FICKLEN TOBACCO CO., Inc.

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

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Ample for Redrying by Steam or Natural Season

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BRIGHT LEAF TOBACCO

TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

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W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

*ALL GRADES OF OLD BELT*

LEAF, STRIPS, SCRAPS AND STEMS

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*Dealers in* LEAF TOBACCO

Strips, Scraps and Stems — Samples submitted on request

WILSON, N. C., U. S. A.

PINETOPS TOBACCO COMPANY

PINETOPS, NORTH CAROLINA, U. S. A.

We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.

Cable Address: PITCO, Pinetops, N. C.

## Season Sales at Richmond

RICHMOND, Va., April 15.—Although the Richmond market never closes, the sales of semi-cured tobacco for season of 1921-1922 is about over, only about 4,000 pounds having been sold this week at an average of 20 cents a pound. Our weekly report of sales is now discontinued until next crop, for the sale of which the Richmond warehouses will be open as usual, as none of them have as yet been reported taken over by the "Pool." The total sales of loose tobacco for the season of 1921-1922 were 2,989,040 pounds, sold at $17.36 average per hundred.

It is reported that the farmers "pooled" about 2,000,000; making total semi-cured crop of 1921 less than 5,000,000 pounds, against a crop of twice this size last season.—R. C. MORTON & Co.

## Join Co-operative Body

RALEIGH, N. C., April 15.—Charles L. Smith, district manager of the Universal Leaf Tobacco Co., has accepted the position of district supervisor of graders in the leaf department of the Tobacco Growers' Co-operative Association.

Commenting on Mr. Smith's appointment, R. R. Patterson, manager of the leaf department, said: "We consider him one of the best leaf tobacco men in the business and his reputation among tobacco men in the Eastern Carolina section is unsurpassed."

Mr. Smith entered the tobacco business in 1898 as a member of the organization of the Danville leaf department of the American Tobacco Co., Danville, Va. He severed his connection with the American Tobacco Co. in 1907 to become buyer for the Imperial Tobacco Co., Ltd., on the La Grange, N. C., market, later accepting the position as district manager of the Universal Leaf Tobacco Co.'s market in the Eastern Carolina section.

Another veteran of the tobacco trade who leaves the Imperial Co. for the Tobacco Growers' Co-operative Association is W. I. Skinner, of Greenville, N. C., according to today's announcement by General Manager Patterson, at Richmond.

For sixteen years Mr. Skinner has been branch manager of the Imperial at Greenville, N. C., and is described by General Manager R. R. Patterson as an expert in the tobacco business.

## On Growers' Staff

RALEIGH, N. C., April 15.—Carrying out its avowed intention of obtaining the services of leaders in the tobacco trade, the Tobacco Growers' Co-Operative Association announced today from Raleigh headquarters the appointment of five more well-known tobacco men to its leaf and warehousing division.

W. M. Fallon, for eighteen years branch manager of the Imperial Tobacco Co., at Durham, N. C., joins the leaf department of the growers' association. C. O. Dixon, of Mullins, S. C., well-known to the tobacco trade, has become manager of warehouses for South Carolina. J. S. Neal and John Dixon, prominent warehousemen of Mullins, have transferred their warehouses and will aid the association in the warehousing and leaf departments, respectively.

### Chambers Has Dark Belt

The appointment of P. E. Chambers, of Blackstone, Va., as manager of warehouses for the Dark Belt, assures the Northern territory of the marketing association strong leadership, according to T. C. Watkins, Jr., manager of warehouses for the association.

Hundreds of contracts reaching Raleigh headquarters of the association this week from new members in North Carolina give assurance that the association will increase its present majority to a very high percentage of the tobacco and growers in North Carolina as well as in Virginia and South Carolina.

## Walton with Co-operative

DANVILLE, Va., April 18.—The first deflection in the ranks of the Danville warehousemen was announced Monday when the Tobacco Growers' Co-operative Marketing Association announced that E. L. Walton, of this city, had been employed as manager of warehouses in the Virginia bright belt. Mr. Walton for several years has been manager of Banner Warehouse, one of the eight auction houses controlled by the Danville Warehouse Corporation. The warehouse is under a lease which will not expire for two years. The John E. Hughes estate owns the building.

Mr. Walton's acceptance was not a surprise to some of the local warehousemen. He was among the few Danville men who attended the recent meeting at south Boston when the association's representative discussed terms for the lease or purchase of warehouses.

An interesting report is current here that efforts are being made by leaders of the association to interest Herbert Hoover in the growers' organization.—TETLEY.

## Lease Warehouses

GRETNA, Va., April 18.—Announcement is made here that the proprietors of the two local warehouses will lease them to the Co-operative Marketing Association for operation next season on account of the fact that a large majority of the growers in the surrounding section are against the auction system.—T.

E. V. WEBB & CO. Cable "IRVINE," Kinston, N. C.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT CORRESPONDENCE SOLICITED — COMPLETE FACILITIES SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

H. W. COBB, President
T. W. WEBB, Secretary
Z. V. GWYNN, Vice Pres. and Treas.

**Cobb-Gwynn Tobacco Company, Inc.**

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

## Liverpool Monthly Report and Market Comment

LIVERPOOL, Eng., April 3.—The following figures and comment are taken from the regular monthly tobacco report issued by Edwards, Goodwin & Co., showing tobacco on hand, imported and delivered:

**Virginia**

| | Leaf | Strips |
|---|---|---|
| Stock, February 28.... | 100,647 | 54,894 |
| Imported in March..... | 6248 | 998 |
| | 106,895 | 55,892 |
| Delivered in March.... | 3,377 | 1,122 |
| Stock, March 31..... | 103,518 | 54,770 |

**Western**

| | Leaf | Strips |
|---|---|---|
| Stock, February 28.... | 11,281 | 12,692 |
| Imported in March.... | 244 | 504 |
| | 11,525 | 13,196 |
| Delivered in March.... | 605 | 526 |
| Stock, March 31..... | 10,920 | 12,670 |

**On Hand**

| March 28. | 1921 | 1920 | 1919 |
|---|---|---|---|
| Virginia Leaf..... | 66,468 | 57,187 | 23,396 |
| Virginia Strips.... | 44,267 | 33,479 | 28,253 |
| Western Leaf..... | 12,907 | 14,283 | 5,001 |
| Western Strips.... | 15,165 | 17,032 | 7,774 |

**Quotations**

**Leaf**

PRICES IN PENCE PER POUND

| Leaf | 1922 | 1921 |
|---|---|---|
| Western— | | |
| Filler | —@ 9@12 | —@ 9@14 |
| Medium | 14@18 | 15@18 |
| Good to fine | 19@25 | 19@22 |
| Burley | —@— | —@15@22 |
| Virginia Dark— | | |
| Filler | —@— | —@12@18 |
| Medium | —@— | 20@24 |
| Good to fine | —@— | 25@27 |
| Virginia and Carolina Bright— | | |
| Semi-dark to semi-bright | —@11@15 | —@18@26 |
| Medium bright | 16@24 | 27@36 |
| Good to fine | 25@42 | 37@45 |
| Nyasaland and Rhodesia bright— | | |
| Semi-dark to semi-bright | —@12@16 | —@18@26 |
| Medium bright | 17@20 | 27@30@32 |
| Good to fine | 21@24@— | 33@36@— |
| Western— | | |
| Filler | —@11@15 | —@12@18 |
| Medium | 16@22 | 20@24 |
| Good to fine | 23@28 | 24@28 |
| Burley | —@20@— | —@18@24 |
| Virginia Dark— | | |
| Filler | —@15@20 | —@16@24 |
| Medium | 21@28 | 25@30 |
| Good to fine | 30@36 | 31@33 |
| Virginia and Carolina Bright— | | |
| Semi-dark to semi-bright | —@12@18 | —@20@27 |
| Medium bright | 19@28 | 28@40 |
| Good to fine | —@— | 41@52 |
| Nyasaland and Rhodesia Bright— | | |
| Semi-dark to semi-bright | —@15@22 | —@21@— |
| Medium bright | 23@28 | Nominal |
| Good to fine | —@— | Nominal |

### Market Comment

There was a fair business done early in the month, most grades of Virginia and Western tobacco participating in the demand, but latterly inquiries have been few and March closes with a quiet market.

The sales of Nyasaland have been mostly of low grade non-empire growths, for export purposes, holders of which accepted very low prices. For the home trade, colory, light-bodied leaf was mostly inquired for, also a fair quantity of Indian of empire origin found buyers.

The announcement that the Chancellor of the Exchequer will not make his budget statement before Easter is not contributory to an active demand by manufacturers.

The news from the United States that the tobacco pools being organized in Virginia and Kentucky are gaining support from the farmers, which will cause a change in the marketing and handling of the crops, may have some effect in stimulating the demand for existing stocks.

## Interesting Situation at Danville

DANVILLE, Va., April 18.—Diligent enquiry made here fails to reveal any overtures on the part of the Tobacco Growers' Co-operative Marketing Association for the purchase or leasing of any of the Danville warehouses and it is now believed that the new organization will carry out its proposed plan of erecting somewhere on the outskirts of the city a delivery warehouse of its own. If the organization should see fit to call upon the Chamber of Commerce, however, it is likely that this organization would act as an intermediary and it might possibly bring about some understanding with reference to one of the local warehouses. There are two which have been closed for several seasons which could be secured.

The Milton, N. C., warehousemen have decided to do business with the association. The two Chatham warehouses are also available to the association. At Martinsville the stockholders of farmers warehouse will meet to pass upon the association contract.

Tobacco men here believe that the next big crisis in the affairs of the association will come with the opening of the next season. The first few weeks will doubtless determine the success or failure of the plan. The Danville warehousemen have the assurance that the three large buying firms, the American Tobacco Co., the Imperial Tobacco Co., and the Export Leaf Tobacco Co., will have corps of buyers here next October to follow the loose leaf auction sales. If the prices offered and paid for tobacco in the open market is higher than that which is offered through the co-operative plan it is expected that there will be recessions from the ranks of the association, despite the terms of the five-year contract. If the co-operative marketing scale of prices is substantially the same as that on the open market then this will be construed as a good augury for the association's future success. The organized farmers are holding meetings throughout this section and appear to be enthused over the developments during the past few weeks. They are showing a determination to stand together rarely witnessed before.—TETLEY.

## On Business in Gotham

W. W. Morton, of R. C. Morton & Co., leaf tobacco merchants of Richmond, Va., is in New York this week on a business trip.

C. O. DIXON, President
A. H. BUCHAN, Treasurer
Cable DIBUCO, Mullins, S. C.

**DIXON-BUCHAN TOBACCO COMPANY**

Dealers and Exporters

VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

**JOHN E. HUGHES CO.**

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BRIGHT AND DARK
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Codes
A. B. C., 4, 5 and 5th Improved
ARNOLD'S 5 and 15
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LEAF
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BRANCHES
IN ALL
IMPORTANT
SECTIONS

Established 1898 Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**

INCORPORATED

*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

H. G. Whitehead W. P. Anderson S. H. Anderson

WHITEHEAD & ANDERSON

**LEAF TOBACCOS**

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

Cable Address: "Dorothy" Codes: A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"

*Largest Loose Leaf Tobacco Market in the World*

**W. T. CLARK & COMPANY**

Established 1887

*Dealers in All Grades Bright Leaf, Strips, Stems and Scraps*

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

**GEO. A. LEA & CO. Leaf Tobacco Dealers**

DANVILLE, VIRGINIA, U. S. A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets

Correspondence invited. Cable address: "Lea," Danville, Va.

CABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky. / ENGLAND—Invade, Liverpool.

**ROSS TOBACCO COMPANY (Incorporated)**
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS, REDRYERS OF
**LEAF TOBACCO and STRIPS ON ORDER**
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
FACTORIES — OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

**G. F. VAUGHAN TOBACCO CO.**
BUYERS, REHANDLERS AND REDRYERS OF
**Leaf, Strips, Stems and Scraps**
FOR HOME AND EXPORT TRADE
*Samples Submitted. Contracts Solicited.*
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.
LEXINGTON, KY.

Cable address: "Phelon"
**J. S. PHELON**
***Leaf Tobacco Broker***
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam-Drying Plant
Ninth & Wing Avenue
OWENSBORO. KY.

**W. R. NAGEL & CO.**
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
OFFICE AND FACTORY:
NINTH & FINDLAY STS., PADUCAH, KY.

**J. W. HANCOCK & CO.**
**Dealers and Brokers in Leaf Tobacco**
We correspond in English and German
Hopkinsville, Kentucky, U. S. A.
Cable Address: Hanfall Correspondence solicited

Cable Address—Tansy
Phone—Broad 1915
A B C 5th Edition
Arnolds & West, Union Codes
**TANSY TOBACCO CORPORATION**
*Leaf Tobacco Dealers and Brokers*
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
19 SOUTH WILLIAM STREET, NEW YORK

**W. O. SMITH & CO.**
Cable Address: "Lowbell"
Established 1865
**Freight Brokers and Forwarding Agents**
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
Main Office: 47 Washington St., New York City
Branch Office: 431 Munsey Bldg., Baltimore, Md.

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.
**WRIGHT-HUGHES TOBACCO CO.**
INCORPORATED
**LEAF TOBACCO DEALERS**
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

**TOBACCO SEED**
**Slate Seed Company**
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

# Louisville Tobacco Market Reports

## Sales Fall Off

LOUISVILLE, Ky., April 15.—Total sales this week were 111 hogsheads less than last week. The Louisville Tobacco Board of Trade makes these tabulations:

### Tobacco Sales for the Week and Year to April 14

| Warehouses | Auction sales | Private sales | Total for week | Year Jan. 1 to date |
|---|---|---|---|---|
| Turner | 99 | 15 | 114 | 2,396 |
| Kentucky | 231 | 51 | 282 | 7,370 |
| Main Street | 38 | 79 | 117 | 3,528 |
| Planters-Farmers | 317 | 33 | 350 | 9,022 |
| New Tenth Street | 101 | 12 | 113 | 5,083 |
| Louisville | 152 | 20 | 172 | 5,921 |
| | 938 | 210 | 1,148 | 33,300 |
| Year 1921 | | | 1,127 | 31,311 |
| Year 1920 | | | 916 | 29,225 |
| Year 1919 | | | 631 | 32,664 |

### Classifications of this Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 937 | 83 | 1,020 |
| Dark | 113 | 15 | 128 |
| | 1,050 | 98 | 1,148 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 21,187 | 10,323 | 32,010 |
| Dark | 1,019 | 271 | 1,290 |
| | 22,206 | 11,094 | 33,300 |

### Classification of Sale to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 29,554 | 28,233 | 30,107 |
| Dark | 1,757 | 992 | 2,557 |
| | 31,311 | 29,225 | 32,664 |

### Comparisons with Previous Years

| Sales— | 1922 | 1921 | 1920 |
|---|---|---|---|
| Total sales of new crop to date | 14,500 | 27,049 | 26,951 |
| Sales of new crop to date. Original inspection | 12,040 | 22,478 | 22,300 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley | 218 | ... | ... |
| Dark | 12 | ... | ... |
| Total | 230 | 309 | 232 |
| Percentage of rejections to auction sales: | | | |
| Burley | 26 | ... | ... |
| Dark | 14 | ... | ... |
| Total | 25 | 28 | 30 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 7,038 | ... | ... |
| Dark | 226 | ... | ... |
| Total | 7,264 | 6,223 | 7,301 |
| Receipts— | | | |
| Receipts this week | 685 | 1,067 | 442 |
| Receipts, Jan. 1 to date | 21,665 | 24,359 | 20,661 |

### Official Quotations at Louisville, April 14

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common Lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good Lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Common Leaf (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common Leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium Leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and Selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921 Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common Lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium Lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good Lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common Leaf (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common Leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium Leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and Selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Paducah Market More Active

PADUCAH, Ky., April 14.—The market for loose tobacco has been a little more active than last week, with prices for common and low grades from 50 cents to $1.50 per hundred higher. This is influencing more tobacco to the markets, and while offerings have not been large there has been some tobacco moving all of the time, and the unsold part of the crop is gradually being reduced. The greater part of the offerings are of the low and common grades, but an occasional parcel of quality appears and prices are very firm on all grades of good tobacco. I would quote prices on the loose floors and wagons as follows:

Low leaf, 7 to 10 cents.
Common leaf, 10 to 15 cents.
Good common to medium, 15 to 18 cents.
Medium to good, 20 to 25 cents.

The estimates of the unsold stocks differ very greatly, ranging from 3 to 5 million pounds, and it is hard to say just what they are, but with a continuation of favorable weather conditions, we think we will see the greater part of it marketed by May 1.

The weather has continued wet for the past 60 days and farmers have made very little progress with preparations for this year's crop. Plants are plentiful and growing rapidly, and the indications are that the crop will be planted earlier than usual. As soon as the weather settles and farmers can begin plowing, they will prepare their tobacco land before the corn. Vegetation is growing very rapidly and the land is getting foul, and the probabilities are that the preparations for planting will not be as good as they would have been if farmers could have gotten at it earlier, but no doubt a full crop of tobacco will be gotten out with anything like favorable weather conditions.—W. B. KENNEDY.

## Springfield Average, $17.06

SPRINGFIELD, Tenn., April 15.—Total sales for the week, 323,875 pounds; average price per 100 pounds, $17.06; sold to date of 1921 crop, 6,727,565 pounds; average price per 100 pounds, $19.72.

### Quotations

Common lugs, 2 to 3 cents; medium lugs, 3 to 5 cents; good lugs, 5 to 8 cents; fine lugs, 8 to 12 cents. Common leaf, 6 to 14 cents; medium leaf, 14 to 23 cents; good leaf, 23 to 33 cents; good to fine leaf, 33 to 40 cents.—J. A. CROSSWY, Secretary Tobacco Board of Trade.

**FRIEDBERG BROS., Inc.** LEAF TOBACCO
Dealers in All Kinds of
BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.
We operate in all principal markets of
Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

CABLE ADDRESS, SMITH.

**WRIGHT, SMITH & COMPANY**

Codes Used { Arnolds 5 and 15 / ABC Improved 5th Edition Liebers Western Union

Successors to S. B. SMITH & CO., W. F. WRIGHT & CO.

MAYFIELD, KENTUCKY, U. S. A.

**LEAF TOBACCO DEALERS and EXPORTERS**

Efficient in every respect and well equipped to supply specialties in all grades of fired dark tobacco.
Also especially equipped and efficient in handling export orders whether large or small.

## Heavy Sales at Hopkinsville

HOPKINSVILLE, Ky., April 15.—The local loose floor tobacco market again showed heavy sales for the week, and a somewhat stronger tone was evident. However, it is recognized that the conditions cannot appreciably improve owing to the offerings now being confined almost entirely to tag ends of crops and low grades. Here and there an offering of a small lot of good to fine tobacco is made, and this meets a ready demand and at prices as strong as at any time during the season. Another thing is that the buyers have very largely completed their orders, and most of them are now buying only certain grades. This reduces the buying activity very materially.

For the week J. W. Hancock, chairman of sales, reports total loose floors sales as 819,165 pounds, which brought an average of $12.77. This average is an advance of 44 cents over the preceding week, and for the same week last year it was $8.86.

For the season to date total sales are 18,593,055 pounds, on which the average is $14.78. At the same time last year the sales were 16,264,735 and the average $10.35.

It is estimated that there is still about 1,000,000 pounds of tobacco still in the farmers' hands which will be offered as weather conditions permit. This will keep the market in operation for perhaps another month at least.

Delieveries on purchases made at the barn have also kept up at a lively rate, these deliveries going direct to the houses which bought the tobacco and not being included in the official figures on the market given above. This form of buying has now ceased altogether, and from now on all selling will be over the loose floors for the balance of the present season.

Prices for the week ranged: Trash—$2.50 to $3. Lugs—Common, $3 to 5; medium, $5 to $8; good, $8 to 12; fine, $12 to $15. Leaf—Low, $8 to $10; common, $10 to $16; medium, $16 to $25; good, $25 to $30; fine, $30 to $35.

### Plant Beds Look Fine

Reports from the country are that plant beds for the most part are looking fine and there promises to be plenty of plants for a full acreage. Just yet the farmers haven't indicated their intentions as to the size crop they will put out, but it is expected they will plant a full acreage if weather conditions are favorable. Just now there is some anxiety for fear the plants will become overgrown in the beds before the fields can be prepared. This is due to the frequent rains which have kept the ground so wet that cultivation has been greatly retarded. There are some reports of insect damage to plants in the beds, but prompt measures have been taken in all such cases to kill out the pests and no serious damage is expected from this source.—M. E. BACON.

## Owensboro Market Closes

OWENSBORO, Ky., April 15.—J. S. Phelan, tobacco broker, reports:

Our market closed this week with small offerings, aggregating 45,685 pounds of all grades, making the total sales for the season:

| | Pounds | Average |
|---|---|---|
| Green Rivers | 29,463,205 | $15.18 |
| Burleys | 575,875 | 14.46 |

## Clarksville Average, $14.34

CLARKSVILLE, Tenn., April 15.—J. F. Smith, supervisor of the Clarksville Loose Leaf Tobacco Market, makes report for the week ending Friday, as follows:

Sales for week, 738,660 pounds; sales for season, 10,003,085 pounds; sales last season, 7,203,485 pounds; average for this week, $14.34. Average for this season, $16.53; average for last season, $14.10.

### Quotations

Trash, 2½ to 3c.; common lugs, 3 to 5c.; medium lugs, 5 to 7c.; good lugs, 7 to 12c.; low leaf, 8 to 10c.; common leaf, 12 to 16c.; medium leaf, 16 to 20c.; good leaf, 24 to 30c.; fine leaf, 30 to 37½ cents.

## Hopkinsville Average, $12.77

HOPKINSVILLE, Ky., April 14.—Total sales for the week, 819,165 pounds; average price per 100 pounds, $12.77; sold to date of 1921 crop, 18,593,055 pounds; average price per 100 pounds, $14.78; sold to same time last year, 16,264,735 pounds; average price per 100 pounds, $10.35.—J. W. HANCOCK, Chairman Sales Committee.

## On Trip to Europe

Clyde B. Austin, president of the Austin Co., Inc., leaf tobacco merchants, of Greeneville, Tenn., sailed from New York a few days ago on a three months' trip to Europe. During the greater part of the time Mr. Austin will make his headquarters at the Hotel Savoy, in London.

## Baltimore Market

### Receipts and Sales Increase

BALTIMORE, Md., April 13.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland:—Receipts and sales both decreased the past week, the former being 151 hogsheads and the latter 138 hogsheads, which indicates that only a few hogsheads of the remaining old stock were disposed of.

Prices held firm for all good and fine grades, for which the active demand continues.

Ohio:—Nothing doing.

### Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending April 12:

#### Receipts

| | This Week | Previously | Total | Net to Date | Same 1921 |
|---|---|---|---|---|---|
| Maryland | 177 | 2,108 | 2,285 | 1,347 | 1,789 |
| Ohio | ... | 82 | 82 | 82 | 138 |
| Total | 177 | 2,190 | 2,367 | 1,429 | 1,927 |

Reinspections this week: Maryland, 26; to date, Maryland, 938.

#### Deliveries

| | Maryland: Coastwise and Domestic | Maryland: For. | Maryland: Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 359 | 249 | 608 | 2 | 610 |
| Previously | 1,077 | 1,734 | 2,811 | 180 | 2,991 |
| | 1,436 | 1,983 | 3,419 | 182 | 3,601 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 16,690 | 3,947 | 20,637 |
| Receipts since | 1,347 | 82 | 1,429 |
| | 18,037 | 4,029 | 22,066 |
| Delivered since | 3,419 | 182 | 3,601 |
| Stocks today | 14,618 | 3,847 | 18,465 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This Week | 138 | .... | 138 |
| Previously | 3,349 | 365 | 3,714 |
| | 3,487 | 365 | 3,852 |

Groundleaves to date, 660 hogsheads.

**MAIL POUCH**

The Tobacco that has maintained its

**High Standard of Quality**

*For Over 40 years*

THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.

**Clown Cigarettes and Old Hill Side Smoking**

Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

Cable: Kennedy — Codes: Arnold's 5 and 15, A. B. C. 5th Edition

**W. B. KENNEDY**

PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders or Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield, Ky., and Martin, Tenn.

**THE TRANSCONTINENTAL TOBACCO CO.**
1018 W. Main Street, Louisville, Ky.
*Packers and Exporters*
**Burley, Kentucky, Tennessee, Virginia**
Cable: "ALEDREUX," Louisville, Ky.
Codes: A. B. C. Fifth Edition, Western Union, Bentleys

**To Manufacturers of Scrap and Fine Cut Tobacco**

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

**BARLOW-MOORE TOBACCO COMPANY, Inc.**
Manufacturers of
TWIST, PLUG AND SMOKING TOBACCOS
FOR DOMESTIC AND EXPORT TRADE
Orders and Correspondence Solicited
GLASGOW, KENTUCKY

Cable: Austin, Greeneville — CODES: { Arnold's No. 5 / A B C 5th Ed. Improved

BURLEY BRIGHTS STRIPS SCRAP

**LEAF TOBACCO**
**THE AUSTIN CO., Inc.**
GREENEVILLE, TENN.
*Latest Proctor System*

**Steane, Hartman & Co.**
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY & STEANE
Growers of Shadegrown and Packers of Leaf Tobacco
NO. 235 STATE STREET HARTFORD, CONN.
N. Y. OFFICES 125 Maiden Lane
WAREHOUSE 12-24 Mechanic St.
PLANTATIONS West Suffield, Poquonock, South Windsor, E. Windsor Hill

**A. N. SHEPARD & SON**
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn.
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**B. RAPAPORT**
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
**Fassler & Silberman**
(Incorporated)
109-115 Commerce St., Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.; Southwick, Mass.; Chicopee Falls, Mass.

**M. J. GANS** PACKER AND DEALER IN Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

**L. B. HAAS & CO., Inc.** Established 1853 Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

I. GARDNER, President S. SPITZ, Vice-President JOS. WEDELES, Sec.-Treas.
**MAX WEDELES TOBACCO COMPANY**
DEALERS IN
FINE FLORIDA AND GEORGIA SHADE TOBACCO
QUINCY, FLA.

**EMBRY TOBACCO COMPANY, Inc.**
Growers and Packers Fancy Combination
IRRIGATED FLORIDA TOBACCO
QUINCY, FLORIDA

# Connecticut Broadleaf Tobacco Changing Hands

## Considerable "Driving" and Some Sales Result—Prices Not Reported—Growers Busy Sterilizing Seed Beds—Co-operative Move Giving New Hope to Planters.

HARTFORD, Conn., April 15.—During the past week there was considerable driving on the part of several different buyers, and some sales of broadleaf were made. According to reports there seems to be a wide variation in prices, and some of them are doubted, but where some sales have been made the writer is reasonably sure that the prices were lower than those paid earlier in the season.

The buyers in the field were: L. B. Haas & Co.; Ben Ranney, for E. Rosenwald & Bro.; Meyer & Mendelsohn; Hinsdale, Smith & Co.; Kutinsky, Adler & Co., and Yocum Bros.

A few more growers have started to pack their crops, and some already have finished the work of packing.

Sterilizing outfits have been busy during the week, working day and night shifts, and growers are about ready to sow their seed beds, which are about 10 days later than last year. The large plantations already have their beds started, and plants are beginning to show up well.

Because the hopes regarding their 1921 crop have been so badly flattened out, the growers are loath to again start out with another crop, and were it not for the proposed co-operation association it is possible that many would retire on the profits (?) of the tobacco growing business. Many who leased land have given it up and there is plenty of land that is available to lease and few looking for it. The growers throughout the valley are a pretty blue lot of fellows at the present time.

Bluestein & Adler, who have been running a plantation in South Windsor for the past three or four years, have released it to different parties who are going to try their luck at what seems to be a losing game.

The co-operative movement is the only thing that is "booming" with the growers at the present time and the committee is moving along making plans to "put it across." Meetings have been held in practically each of the tobacco growing towns, and the promoters are convinced that to save the industry, now is the time to put the plan into effect. Reports say that every town is ready to support with fully 75 per cent of the acreage.

Massachusetts is also ready to join in the movement, and it is now almost an assured thing that practically all the tobacco grown by farmers in the Connecticut Valley will be tied up in the association within the next few weeks, and those not in the movement will be the plantations controlled by the dealers, and these are largely growing shade.

Reports are current that some growers have been approached by a house that has been buying extensively 1921 broadleaf, to contract the 1922 crop, at a price reported at 50 cents per pound. Many do not take much stock in such a report, but it comes from reliable sources, who claim that the information was gained from the growers who had been approached. This scheme seems to be a plan to thwart the movement of co-operation, but it is said that the growers did not "fall," but instead, it made them all the more anxious to get the association working at once.

Buyers express different opinions as to the co-operative movement; some think that they would be better off were it going, than to spend their time racing around the country picking up crops from the growers, loading themselves up with undesirable grades which are in all crops and for which there is only a limited call.

It is without a doubt the object of the co-operative movement that instead of the buyer getting the large profits which he has been accused of making, that the grower will get it and naturally retire the buyer on a pension (?).

During the past week the organizing committee was busy whipping plans into shape, and it is expected that the committee when completed will consist of about 30 members, nine of whom will be from Massachusetts and the others from Connecticut.

It is planned to have a representation corresponding, as closely as could be, with the acreage of tobacco. The plan is that Connecticut towns are to have two delegates, or members of the committee. The towns to have two delegates each will be East Hartford, East Windsor, Enfield, South Windsor and Windsor, and perhaps three delegates from Suffield. Towns which will have at least one delegate will be Bloomfield, East Granby, Glastonbury, Windsor Locks, Ellington and New Milford.

In Massachusetts the division was made up more by counties and there will be three from each of the counties of Hampden, Hampshire and Franklin. In Hampden county the towns that grow tobacco are Feeing Hills, Westfield and Southwick. In Hampshire county they are Hadley and Hatfield, and in Franklin county the towns are Sunderland, Whately and Deerfield, where tobacco is grown.

The committee is arranging with Aaron Sapiro to come here and get the plan working on a similar basis to that in the burley districts.

Judge Levi P. M. Hickey is working hard to put the matter "across," and is addressing meetings held in different tobacco growing towns; he was in Ellington Friday and reports say that Ellington is ready to go "over the top."

John Spillane of Buckland, Conn., has been elected president of the Home and Trust Co. of Manchester, Conn., and is succeeding Harry A. Allen, who was the president for the first two years. Mr. Spillane is a well-known tobacco man and has been superintendent of the 500-acre plantation of the Connecticut Sumatra Tobacco Co. for the past 25 years, during which time he has developed the plantation from a $9,000 farm to a $500,000 plantation, which, during the busy season, employs 600 men and women.

## Bert Christian's New Connection

CHICAGO, April 13.—Bert Christian, whose resignation as a cigar department manager of Steele-Wedeles Co., takes effect May 1, has arranged to enter the cigar jobbing firm of Ruhstrat-Cowley Co., 130 West Lake St., as vice-president and general manager. The new connection will take effect June 1. Christian is widely known to the trade here and throughout the middle and northwest. Ruhstrat-Cowley Co. are the distributors here for Mozart, Charles Denby, La Fendrich and Garcia Tampa Smokers. The trade is glad to know of this new connection and both parties are to be congratulated.—H. L. H.

### Opens Milwaukee Branch

MILWAUKEE, Wis., April 15.—The General Cigar Co., Inc., has opened a branch here at 135 Sycamore street.

**W. S. PINNEY & CO.**
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

TRADE MARK

REGISTERED

TRADE MARK

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# OUR 1921 CROP OF FLORIDA AND GEORGIA WRAPPERS ARE NOW READY

*We invite inspection at our offices, or samples cheerfully forwarded upon application.*

## AMERICAN SUMATRA TOBACCO CO.

**131 Water Street** **New York City**

TRADE MARK REGISTERED

Established 1870
Incorporated 1902
Phones Worth { 9547 9548 9549

B. Wasserman Co., Inc.
Importers and Jobbers of
Cigars & Cigarettes
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HAVANA CIGARS
The Leader in All the World's Markets
ROMEO y JULIETA
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Established 1877
PACKERS AND DEALERS OF ALL KINDS OF
HAVANA LEAF TOBACCO
CABLE: ZAIDCOMP;—CODE: A. B. C. 5th ED.
PRADO 125, HAVANA, CUBA

# Up-State Wants Ten Cent Cigars and Cigarettes

## No Matter About Tax, Them Be the Prices!—So Say Consumers, and They Oughta Know!—Those Fatima Boys Were Boosted!—Prepare for Action!—Mac Is Wise Owl.

New York State Capitol District.
Dime-Week, 1922.

"What did that bird ask for, Sam?" queried Jim Stubb, taking an interest in the retail trade o' Stubbs & Ash, Inc., for the first time in three months. "Did he bawl you out for asking thirteen cents for a single two-for-a-quarter smoke, hey?"

"Such a rotten lot o' suckers we are, then!" howled Sam Ash, banging down the lid on the box o' bon tons, "An' I bet yer this here trade should mabbe know it, too! Why that poor shad ast it me for a decent see-gar, y' unnerstan, an' when I should ring up them there lucky thirteen pennies, he yelled for air!

"Yep, I heard him say a dime's enough!" argued Jim Stubb, finding a seat in the Hot Chair Club before the Committee on Revision arrived. These guys want cigars and cigarets for ten cents, eh? No more no less! Seems to be a popular price! Alright, let's be popular, then, and sell 'em stuff that way—it'll make us independent o' profit, though!"

### Al Had Three New Stories!

"That is exactly what I've been doing for fifty years!" insisted Al Metzgar, approaching the Hot Chair Club from the general direction o' Berriman Brothers, Tampa, which is in Florida. "So independent have I been, in fact, that José Villa is sold only to the best houses, where good cigars are still asked for as 'clear Habanas.'

"Before I go, though, I want to tell you just three short stories. They are brief, but bully! No, nothing about flappers or shifters in 'em, either! Simply some yarns I picked up this week along the road. Well,——"

### Some Go, Some Come!

"Good stories, all of 'em, Al!" assented Jim Stubb, leaning back more comfortably in the seat o' the Crystal Gazer, as he lighted another resago. "But they don't begin to compare with one I heard this week myself.

"And it has to do with the ebb and flow o' the tide at the Liggett & Myers' offices, in N'Yawk. Seems that Boss Linn, o' the Cigaret Dep't, has been promoted from State Sales manager to Gen'l Sales Ditto. So an old friend of ours, Col. Owens, comes back to this State to take hold.

"Then, to help Owens, who should get the job but George W. Thompson, who used to have this Capitol District territory before Cap'n Doyle arrived. And Chief o' Staff Spencer, who has been coming and going thru here as assistant to Linn, goes right on up with Linn.

"These changes bring most of Gen'l McKnight's army right back home, where they belong. They know New York State like a Blue Book. And Fatimas and Chesterfields will now get some homeopathic doses o' pep!"

### Lost: No Reward Offered!

"And I can't find him anywhere!" sighed Sir Arthur Dixon, Bart., looking thru the columns o' Tobacco for a possible clue, after placing another Falk Tobacco Co. dummy for Tareytons where the multitude might pass it not. "It's Billy Farrell I'm hunting for, y' know!

"He disappeared down in Hudson. Promised to meet me here in Albany tonight. Can't locate him anywhere. Have called up the hotel in Hudson. They say he left there two days since, bound for the port o' missing men, I expect.

"His route-sheet shows Albany as the week-end designation. And we were to meet and go over some Tareyton affairs. Confound it all, anyway! But, as it is, I must anticipate my return to New Haven in time for Easter, else my wife will post my name as lost, also!"

### John and Bill Get Ready!

"Perhaps the trade will think I'm lost, too, unless I go out on the road soon!" remarked Bill Faust, likewise taking a squint in the pages o' Tobacco for the names of a few new cigar brands. "Been home so long that when I start out next week to sell cigars I'll feel like a tyro."

"You'll be a tyro alright if you don't sell some goods!" hinted Johnny Ryan, sitting down with the Committee on Results. "And I've got to go out myself this week, probably with a Red Lion line o' nickel cigars. Some of our brands are jobbed locally by the Dearstyne Brothers Tobacco Co., but I intend to operate independently."

### Tell the Conservation Commissioner!

"Sure, they should mebbe make 'em sell like White Owls!" agreed Sam Ash, trying to make a customer believe that the new price o' two-for-fifteen wasn't due to a decrease in the war tax brought on by the Genoa Conference and the Washington 5-5-3 ratio. "Such a thing is possible, y' unnerstan, providin' that there new Conservation Commissioner Macdonald ain't heard it that the White Owl is a se-gar, an' not nu live owl!

"For this here Commissioner up there in the Capitol has started it a war on owls. Ordered all his forest rangers to kill 'em on sight! Says they ain't in class with the eagles an' things, but only with them sparrows, starlings, an' goshhawks.

"When Paul Wessels heard o' this, he immediately notified that there General Cigar Co. that some cuss was knockin' Owls. An' Paul intends to walk up the Capitol steps some day this week, an' hand the Commish a White Owl, an' get it his honest opinion, y' unnerstan."

### United They Stand!

"Well, it's my honest opinion that the United Cigar Stores Co. has selected two more good shots in Albany!" mentioned Jim Stubb, throwing away his resago and taking a chew o' Honest Scrap instead. "I see they got the store o' Art Fitzsimmons this week, and next week they take over Ben Norris' cigar business

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

at 785 Madison avenue for an agency, too.

"Up on Central avenue, Number Nine, I think it is, Art Fitzsimmons has always had a pretty fair cigar trade. And now he's signed up with the United to sell their goods only, on their plan o' operation. This plan is a rather enticing one for the retailer, when you come to look it over.

"For, in the first place, they ship a dealer about $2,000 worth of their house-brands, payable when the goods are sold. This will be in thirty days, because the United sends a man around each month to inventory, and when his statement is audited, the bill is due for the past month. Any time, on ten days' notice, this agreement may be cancelled. And the net allowance to the dealer, on all goods sold, is 25% gross."

### What's a Snub-Nosed Thread?

"Sounds like music to me, all this sewing up of the retail trade with United Agencies," sighed Big Bill Lakin, smoking a cigaret (yes, a Camel), instead of a Blackstone, as he really should, "Pretty soon all I'll have to do will be to make one stop in ten with my Waitt & Bond kit—all the others will be signed up like big league players, with somebody or some one.

"Oh, well, I should worry! Here I've got a regular job right now! Just to fix this length o' awning frame, that's all! You see, the snub-nosed thread's been broken off, clean. So I carry it around town with me like a black-jack, looking for a plumber, or somebody, to put a patch on it, else I'll have to buy me a new one, I guess."

### Are Peter Schuylers Really $85?

"But be careful how you buy it see-gars, then!" warned Sam Ash, writing down the list on Peter Schuyler perfectos to ten cents, net. "Only today, y' understan, I should hear it that Schuylers at the G. W. Van Slyke & Horton plant went from $95 to $85 for perfectos an' panetelas. All the way up from Summerville, S. C., George Van Slyke should likely dope this out, an' the very minnit he should arrive in the factory from his winter vacation, down went Schuylers to where M'Ginty also go to!

"An' the dealers got stuck! Lots of 'em bought Schuylers a few days before the drop, but nothin' a-tall was said, y' unnerstand, about that $10 per M discount. No rebates are paid, unnerstan me, on past performances—ask it any book-maker!"

### And Down Go Gato Smokers, Too!

"Yes, I know, but what else can a manufacturer do?" appealed George W. Thompson, he of the E. H. Gato Key Westers, as he waited for the April shower to become less intermittent. "Here this week I get a notice from the office in N'Yawk to offer Gato Smokers at $37.50, on and after May first.

"Former price was $65. Some drop! From three-for-a-quarter to a nickel, at a leap. And is a manufacturer expected to reimburse all jobbers and retailers for stock on hand? Our dealers here in Albany will hardly be affected at all, for the Bruce Macdonald Co., the Dearstyne Brothers Tobacco Co., and J. W. Stevens handle the larger sizes mostly, and these prices remain as at present.

"Sure, I know there's a general tendency to re-mark all sizes. But you know we don't make any shade-grown goods now, and clear Habana stuff won't stand much discount. In Cuba, our Mr. Gato, senior, still buys leaf tobacco, and he reports desirable material at the same high figures as heretofore."—THE SMOKER.

## South Carolina Warehouses Signed to Association

FLORENCE, S. C., April 15.—More than half of the active warehouses of South Carolina, representing an aggregate value of nearly $1,000,000, were tendered recently, the Tri-State Tobacco Growers Co-operative Marketing Association here, when the warehouse committee of the association conferred with a thoroughly representative gathering of the owners and operators of warehouses. Save Lake City and Florence, every important market in the state today pledged its warehouses in part or in full to the association of growers.

Warehouses signed in this initial effort are as follow:

Nichols—Planters warehouse.
Marion—Peoples.
Summerville—Summerville warehouse.
Conway—Horry warehouse.
Aynor—The Farmers, the Huggins.
Georgetown—Georgetown warehouse.
Hartsville—The Farmers, Tedders, Star.
Manning—The Planters.
Loris—The Brick, the Farmers.
Mullins—The Brick.
Pamplico—The Farmers, the Brick.
Kingstree— Central, Scotts, Wilkins, Farmers, Nelson.
Latta—Farmers.
Dillon—Liberty, Farmers, Palmetto.
Lake View—Farmers, Liberty Planters.
Hemingway—Center Brick, Big Four.
Andrews—Farmers, the Brick.
Timmonsville—The Farmers, Banner.
Johnsonville—Center Brick.
Bamberg—The Farmers.
Lamar—Farmer's Friend.
Darlington—Dargans, the Carolina, Price, Center Brick.

Other houses, including Florence, Moncks Corner and Olanta, are understood to have indicated their intention of signing, as has one in Lake City.

"We are gratified tremendously by the results of the first effort in South Carolina," one of the leading officials of the association stated immediately after the meeting.

The first check showed actually 41 houses pledged to the association either for sale or for lease, on the terms of the association. The total values, as placed by the owners of the houses, was $900,000. Individual values ranged from $5,000, as the smallest, to $50,000, as the largest, there being two of them valued at $50,000.

Immediate pledges today represents

(*Continued on page* 31)

"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON
*Commission Merchant*
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE HAVANA, CUBA

PABLO L. PEREZ, Pres. GERALD C. SMITH, Secy
Havana Tobacco Stripping Co.
*Tobacco Strippers and Commission Merchants*
LEALTAD, 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

# PARK & TILFORD

are the

# LARGEST IMPORTERS

of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**

*Dealers*
CAN NOW GET
DILL'S BEST
THROUGH ANY
REGULAR
JOBBER

**J. G. Dill Co.**
**Richmond, Va.**



# MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
# TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA



# CONSTANTINO JUNCO

GROWER, PACKER AND DEALER IN
**All Kinds of Havana Leaf Tobacco**
**129 Lealtad St., cor. Dragones St. HAVANA, CUBA**


## Indiana Cut-Price War Seems to Be Waning

INDIANAPOLIS, Ind., April 15.—Little change appears to feature the local tobacco market, either in prices or general demand. However, the cigarette war seems to be waning to some extent. There have been further price reductions during the past two weeks, but it is believed the bottom, so far as the retail price is concerned, has been reached. Retailers now are making about one cent a package on the cheaper cigarettes and slightly more on the higher priced brands. No one yet has found out who started it all, but everybody seems satisfied and dealers report a sharp increase in cigarette consumption.

Cigar business is good with the local factories. Reports from jobbers here indicate that their salesmen are finding factories throughout the state in much better condition than they have been for months. There appears to be a sharp decrease in unemployment in all sections except the mining districts where thousands have quit their work. Business in those sections is hampered considerably, not so much so now as it will be in another fortnight when the money from the last pay day has been spent.

From all indications the Indiana factories are either putting new brands on the market, or are adjusting former advertised brands, to sell for even money. There seems to be a desire, and it is coming to be well defined, to get away from the odd cent proposition. The manufacturers declare the public has sickened of carting around a whole pocket full of pennies with the war over and some of the luxury taxes removed.

Allegations that the Madison Cigar Company, of Elwood, Joseph Parness, owner, owes debts in excess of $54,000 and that it has committed acts of bankruptcy in making preferential payments to certain creditors, are contained in an involuntary petition in bankruptcy filed against the concern in Federal Court today. The creditors are, Taussig & Co., Chicago; John Staun & Co., Cincinnati, and Henry Miller's Sons, Cincinnati. Officials of the company declare the organization is solvent. Heavy purchases of raw materials, made in expectation of an improvement in the market and inability to realize on outstanding accounts promptly, is given as the cause of the embarrassment, which officials say is only temporary.

Mrs. Yetta E. Dessauer, 74 years old, widow of the late Louis Dessauer, former cigar manufacturer of Ft. Wayne, Ind., died recently at her home after an illness of only two days. She had been a resident of Ft. Wayne 55 years.

Elmer A. Steffen, head of the A. Steffen Cigar Co., of this city, who is also director of the Schola Cantorum, an Indianapolis musical organization, has been invited with his singers to appear in Washington, D. C., the latter part of May in connection with the observance of Washington's second musical week. The organization consists of fifteen Indianapolis male singers.

Several thousand cigarettes were put on sale in the country store operated in connection with the American Legion's Yankee Circus staged at the big coliseum at the State Fair grounds which were donated by the Axton-Fisher Tobacco Co., of Louisville. The company made the offer to furnish the cigarettes to the Marion County Council of the American Legion here as their contribution toward the success of the circus.

A. B. Meyer, of Indianapolis, who has the distinction of having started the first store in the city handling tobacco goods exclusively, died recently at a local hospital after a serious illness of two months. His death was due to a complication of diseases, following ill health of more than a year. Mr. Meyer was associated with his father in the first venture and after the death of the father, he went into the same kind of business with his brother. Years ago, however, Mr. Meyer tired of the tobacco trade and entered the coal and building supply business, in which he remained until his death.

## South Carolina's New Warehouse Law

COLUMBIA, S. C., April 15.—The new tobacco warehouse law which went into effect with the governor's approval fixes the warehouse charges at 2½ cents instead of 5 cents. The new law requires that all tobacco be graded and tied, and this means almost double the number of piles of tobacco on the warehouse floors. The 2½ cents rate was designed to meet any increase in the cost of handling the tobacco that might arise from the increase in the number of piles. The new law follows:

Be it enacted by the General Assembly of the State of South Carolina:

Section I.—Amend Section 2601, Civil Code of Laws, 1912, by striking out all of said section and inserting in lieu thereof the following, to be known as Section 2601. Section 2601. The charges and expenses of handling and selling leaf tobacco upon the floor space warehouses in this State shall not exceed the following schedule of prices, to wit: For auction fees fifteen (15) cents on all piles of 100 pounds or less, and twenty-five (25) cents on all piles of over 100 pounds. For weighing and handling, ten (10) cents per pile for all piles of less than 100 pounds, and ten cents per pile for all piles of less than 100 pounds, and ten cents for each additional 100 pounds; for commissions on the gross sales of leaf tobacco in said warehouses, not to exceed two and one-half per centum. The proprietor of each and every warehouse shall render to each seller of tobacco at his warehouse a bill, plainly stating the amount charged for weighing and handling, the amounts charged for auction fees and the commission charged on such sale; and it shall be unlawful for any other charge or fees exceeding those herein named to be made or accepted.

Section 2.—All acts or parts of acts inconsistent with the provisions of this act are hereby repealed.

Section 3.—This act shall take effect immediately upon its approval by the Governor.

*Jobbers! Attention!*

# ITALIAN CIGARS

We offer you a splendid opportunity to handle the high grade
WELL SEASONED
**CAVOUR**
**The REAL ITALIAN CIGAR**
Get in touch with us
**Cavour Cigar Co., Inc.**
Phone Canal 8242 **428 Washington St., New York City**

# Tampa Clear Havana Factories Better Situated

**Position Improved by Stabilized Havana Leaf Market and Tariff Question — Manufacturers Better Prepared to Figure What They Can Afford to Offer—Trade Tidings.**

TAMPA, Fla., April 15.—The Tampa manufacturers of clear Havana cigars have not been having as easy a time as those who also put out shade grown wrapper goods. For many years the Tampa made clear Havana cigar has had no competitor in its class; but there still remain many smokers who refuse to follow after strange gods. With the Havana leaf market stabilized and the tariff question practically settled, these manufacturers are now better able to figure what they can afford to offer, and they are finding the smoking public responsive to their efforts. Jealous as these manufacturers always have been and still are of the reputation of their clear Havana goods, it's a cinch that they are not, at this late date, going to offer any goods not up to their long established standard; and they are now able to see hope of reward in the near future, recompense, for the past weary months of waiting. The public has never lost confidence in any Tampa made cigar. And the systematic campaign that the cigar manufacturers' association of Tampa are now entering into is well calculated to put them far ahead of any mark they have ever attained in the past.

### In Big Factory

The New York-Tampa Cigar Co. is well settled in its big factory at 2nd Ave. and 19th St., Ybor. Vice President Davis has returned to New York, and Manager Levy is effectively occupied. In one section of their big building they are turning out the "Made in Bond" brands of the Francisco Arango & Co., recently acquired. The other section is occupied by the forces moved over from West Tampa. Altogether it is taking more than 700 employes to keep their little ball rollin', and if orders continue as they are now coming in, this factory, which can accommodate over 1,000 workers, will soon be too small. Incidentally they are holding on to their old location in West Tampa, in the event is should be needed.

### Enjoying Vacation

Capt. Joe Lozano is enjoying his first vacation in over a year and a half, and is renewing his acquaintances with his family in New York. No doubt he can, at times, be found in their Fifth Ave. office. His visit may be extended indefinitely, for the producing end is being looked after by H. S. Foley, who knows well how to keep the wheels turning. The good turned out by F. Lozano, Son & Co. need no introduction. They are of the same high grade prized by the fastidious smokers for, lo, these many years.

Leo Tavliccio of Chicago has taken over the distribution of the Cuban Special, put out by A. del Reo, the Cuban Special Cigar Co., and has sent in some liberal orders.

Vilchez & Williamson are venturing into the 5 cent market, and are putting out the Spot Blunts, shade Wrapper, four and three quarter inch cigar and banded at $34. These and Mi Marca are going good in New York City, and N. Dewald of Savannah, Ga., is finding a ready market for them in his territory.

C. T. Morris, representing F. Lozana, Son & Co., over the southern states has packed his grip and departed on his opening campaign for the firm.

R. S. Tatum, vice president of A. Yanez & Co., spent Saturday in Tampa, leaving Monday for Savannah and other Georgia points, and the Carolinas.

R. B. Diaz, manager of A. Yanez & Co., reports that business is improving all along the line. Their distributor, L. J. Hackett, of Louisville, Ky., is wiring rush repeaters for Stubs and Marines.

Frank R. Diaz of V. Guerra, Diaz & Co., accompanied by Mrs. Diaz, left yesterday for New York City where they will remain for about three weeks. Mr. and Mrs. Diaz will stop en route in Charlotte, N. C., where they will spend the Easter holidays with their son, Frank Diaz, Jr., who is attending school in that city.

Among the recent changes noted is that in the firm of Ramon Alvarez & Co., Julius A. Jones, one of the partners, who has also been office manager for V. Guerra, Diaz & Co., has resigned that position, and is now giving his entire time to the interests of his own firm. Their La Flor de Ramon Alvarez and the Tampa Commercial, which is their 5 cent article, is enjoying a share of the general revival in trade.

José Arango, of Cyrilla fame, has returned from his flying trip to the Windy City.

Don L. Farmer, of A. Fuente & Co., is spending a few days at his factory before returning to his headquarters in Atlanta. Mrs. Farmer, who has been visiting her parents here, will return to Atlanta with Don.

Edward C. Everett, of Marsicano Cigar Co., will leave for New York shortly.

### Klanese Food Shops, Inc.

CHICAGO, April 15,—Klanese Food Shops, 5077 Broadway, has been incorporated, to deal in cigars, tobacco, food products, etc. Capital stock, $5,000. Incorporators: H. D. Levin, E. S. Zernes and Sam Wodika. Correspondent: Samuel Wodika, room 1712, 111 W. Washington street.

### Ownership Changed

GUTTENGERG, Iowa.—J. H. Rademacher has sold his cigar and billiard business to Mike Hess.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

Miss Tampa Cigars
*"Deliciously Irresistible"*
From 10c. up
Manufactured by
A. YANEZ y CA., Tampa, Fla.

PERFECTO GARCIA
& BROS.
Manufacturers of
*World's Finest Havana Cigars*
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

*As we say, there's still open territory, but we want more than just "a representative"*

THE MENDELSOHN COMPANY, INC.
2700 WOODLAND AVENUE, CLEVELAND, OHIO

PARAMOUNT

ABOVE ALL

SAN FELICE

*For Gentlemen of Good Taste*

The Nation's Choice For a Quarter of a Century

2 for 15c

The Deisel-Wemmer Co.
*MAKERS*
Lima :-: Ohio

HEYWOOD, STRASSER & VOIGT LITHO. CO.
Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
Selling Representatives
ADOLPH FRANKAU & CO., INC. | B. B. B. CO. (CANADA), LTD.
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Western Representatives
PAUL PIERSON | ALBERT ABENHEIMER
139 North Clark St., Chicago | Windsor Hotel, Denver, Colo.

# Cleveland's Cut-Price War Limited to One Sector

## Business Fair Despite Crazy Competition Manifested by Slashing Prices—"Championship" Conversation Leads to "Smoke" Sales—Improvement Slow But Manifest.

CLEVELAND, O., April 15.—Nothing overwhelmingly important caused the tobacco trade to sit up and take notice this week. The weather continues fair and so is business—fair. Prospects of a championship team enliven the spirits of the boys and afford good openings for conversation that invariably leads to business. Improvement is slow, to be exact, but it is nevertheless manifest. There is hardly a dealer in town but what will tell you that business is better, if not a whole lot better, then a little bit better, but better anyway, which is some encouragement, at least.

The cut-price war on Prospect avenue still continues, but as yet is limited to there. Though it may spread to other regions, we believe that other dealers do not recognize the advisability of selling their merchandise at or below cost.

### The Return of Henry George

Henry George, that old, popular 5-cent cigar, is coming back to Clevelanders in a most impressive manner. Advertisements all over the city herald the return of the once, and now, popular cigar. The Pyle & Allen Co. has the distribution rights to the Henry George brand for this section.

### Opens New Dance Hall

A. P. Lang, well-known cigar man of Painesville, Ohio, near here, is rapidly completing his new dance hall and cigar stand at Mentor Beach. The new project will be open to the public by the first of the month. Mr. Lang's venture is an assured success from the start because Mentor Beach is one of the most popular resorts and driving rendezvous in this section and because Mr. Lang himself is a business man of the highest degree.

### White Owls Two for Fifteen Cents

The Cleveland trade has been notified through the Wallace & Schwartz Co., local distributors of the General Cigar Co. line, that White Owls could now be had at $59. White Owls would be sold, then, at 2 for 15 cents.

### A Visiting Hustler

Mort Hammer was in town this week pushing hard behind the E. H. Gato brands. Mort always leaves town with a pile of orders, for he's a real hustler and the Gato brands are real favorites and steadfast repeaters.

### Jobs El Tavio

Joe Klein, Cleveland's newest in the jobbing line, has taken on the El Tavio cigar for distribution here. The brand is made by F. Greenberg, long associated with the Romero Diaz brands.

### Consult the Business Doctor

Some Cleveland tobacco dealers might do well to consult the business "doctor" who diagnoses sick business establishments at a free clinic at the Cleveland Advertising Club. Leading business "doctors" from all over the country presided and also prescribed at the clinic. "Dr." William Maxwell of Orange, N. J., formerly vice-president of Thomas A. Edison, Inc., and an expert on salesmanship, prescribed today. The "patients" wrote their "symptoms" on cards and passed them up to Mr. Maxwell, who prescribed therefor. One answer, in particular, impressed me as being applicable to tobacco trade conditions. "What responsibility has the manufacturer in moving goods he sells to the retailers?" was the question asked. Here was Mr. Maxwell's answer: "Legally none. But he has a business responsibility to the retailer and to himself. The manufacturer can't expect to enjoy prosperity by loading up the merchant with goods he can't sell. The manufacturer can't put brains in the head of a retail dealer when none exist, but he can and should supply some selling plan." Rather aptly put, I thought. Wonder if the business clinic could solve the cut-price ailment?

### With J. B. Moos Co.

James Maler, formerly with the Berdan Co., of Toledo, has joined the sales force of the J. B. Moos Co. Jim will push the sales of Chancellors, Kelly's Bouquets and La Preferencias throughout western Ohio and northern Indiana.

### Being Featured

The Colonial Hotel cigar stand is putting on a big display this week of Chancellor and Kelly's Bouquet cigars. Both of these brands are distributed here through the J. B. Moos Co.

### O. K. Again

Charles Frederichs of the J. B. Moos Co., here, has fully recovered from his recent illness and is fully set to "hit the pace" again. The boys have surely missed Mr. Frederichs and will be ready to welcome him in their midst once more.

### Returns from West

Grover Mendelsohn got back today from a short Western trip. Mr. Mendelsohn reports business great on all brands, especially on Paramounts, which have been coming to the fore with leaps and bounds.

### Comes to Town

J. W. Ryan, selling the Lucia cigar for the Ryan & Raphael Co. of Chicago, was a visitor in town this week. J. W. has the Lucia brand in every worthwhile store in the city and business is always good with him and his cigar. Lucias are distributed in this section by the Baer-Wolf Co.

### Features Pipes

The Marshall Drug Co. is showing in its windows an attractive display of pipes. Prominent among these are the S. M. Frank French briar pipes, which were selling special at 39 cents for the week only.

### Opens New Store

The Eastern Cigar Co. of Akron has opened its new store at 278 South Main street. Levin and Cohen, the big "guns" behind it all, say that it will be a credit to the Eastern chain; a greater compliment for it cannot be created.

### Pleased With Sales

Graham Davis of the General Cigar Co. paid Cleveland a visit this week. Mr. Davis was more than pleased with the way the General products are being received by Cleveland smokers. The Wallace & Schwartz Co. distributes the General Cigar Co.'s line here.

### Dry Slitz Promoters in Town

I. Kempner and A. Grau of the Standard Cigar Co. are in town this week to push things relating to Dry Slitz stogies. These two individuals will be agreeably surprised when they see how far this brand has already intrenched itself into the affections of Cleveland smokers.

### P. & T. Representatives in Town

John Bant of Park & Tilford got in town the other day. Mr. Bant found sales of Mi Favoritas and Telegrafos here to be most encouraging. Ben Block and J. B. got together and talked over

(*Continued on page* 31)

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC

# Key West Key Notes

### Factories to Get Plenty of Water Now

KEY WEST, Fla., April 15.—The most progressive step made in Key West in many years was made Friday evening when the city council voted on a record vote the granting of a franchise to Carl Aubuchon Co. for the installing of a system of sewerage in this city. The company to install and operate the system and the city to rent the same for a period of thirty years at a rental of $89,000 per year, and at the end of the thirty-year period the system to become the property of the city. The entire cost of the system is estimated at $620,000. The sewerage system and the need of a fresh water flow have been the only draw backs to the progress of Key West. The water question has been settled to the degree that it is now being arranged to have water brought here from the Everglades of Florida by way of the Florida East Coast Railway. The lack of water was one of the causes of several factories leaving here for Tampa some years ago. With fresh water facilities it will be small wonder that several factories will now return.

The factories are working fairly well this week. At the E. H. Gato factory it was learned that the factory reopened on Monday and the orders now being received are such that the factory will continue to work steadily for several weeks to come. The Mi Favorita and Cortez report conditions as usual. These factories are working steadily.

The Co-operative Cigar Co.'s factory did not open for business this week as was expected. The president of the company, M. Vazquez, states that several minor details necessitates the postponing of the opening for a few days longer.

The amount of $5,000, which has been subscribed, has been paid in. The capital stock of incorporation of the company is $50,000, and as the laws of Florida require that 10 per cent of the incorporation figures must be paid in before the opening of the factory, this has been done. The license to operate has been received and the tobacco which was bought in San Antonio re los Banos, Cuba, has arrived.

Anselmo Baez, who was for many years associated with the M. Perez Co., is treasurer of the Co-Operative Cigar Co. Mr. Baez was bookkeeper with the M. Perez Co. until this company removed its factory from this city to New York early this year.

At the factory of Thompson & Co. it was learned that this company is working up to its maximum production and the force has been increased to meet the increased business.

Mrs. Josephine Rawson, widow of the late E. B. Rawson, at one time a prominent cigar manufacturer of this city, died at the home of her neice, Mrs. L. W. Bethel, on Monday, April 10. Mrs. Rawson was the aunt of Hon. Jefferson B. Browne, at one time Collector of the Port of Key West and at present Chief Justice of the Supreme Court of Florida.

## Chicago Leaf Tobacco Topics

CHICAGO, April 15.—The trend of leaf tobacco sales in the Chicago market has shown little change during the past week, members of the trade here state. Some of the local houses report a slight betterment. The market continues along spotty lines, with manufacturers buying only sufficient to meet their requirements for the time being. However, many houses report that these requirements are showing a growing inclination and that the manufacturers are turning out quality products, most of which are meeting with a fair demand.

It is true that the consumption of leaf tobacco is picking up gradually. Dealers state that while the improvement is only slight, the turnover of leaf is better and steadier than it has been in the recent past, indicating that the manufacturers are selling and doing a better business.

Several of the leaf house salesmen traveling territory adjacent to Chicago report conditions in the cigar manufacturing plants in this section of the country as better then they have been thus far this year. In Chicago alone, the cigar manufacturing business is picking up. Among the smaller manufacturers recently it has been noticed that forces of cigar makers are being increased. This increasing of output is not being done on a large scale.

A. W. Kaercher & Co. report that they have been doing a fairly good business and that indications point toward a steady and healthy growth in demand for leaf. Harry Van Gelder, travelling representative of this house, who has been in the city for the past week, after a business trip of five weeks, left the city with a pack of new samples to cover Southern Michigan and Indiana. He will be gone about three weeks.

Leo Tuska, a Chicago leaf broker, is back here again, calling on the trade after spending some time at French Lick Springs. Mr. Tuska is very optimistic and feels that the crisis in the leaf business has long since been passed.

E. Hecht & Co., 164 West Lake street, are showing a very good looking lot of prime wrappers just now. This company recently received a shipment of these wrappers.

John H. Meyer & Son, one of Chicago's oldest leaf houses, which has the enviable record of having been located in one office for forty years, is doing a fairly good business. This company, like many others of the Windy City, is living up to its optimistic attitude and states that business has been showing signs of improvement recently.

Members of the trade in the West are now receiving visits from Richard Wedeles, of Wedeles Bros., 178 West Lake street, who is booking good orders on the Pacific Coast.

With the base ball season on again in Chicago, and White Sox Park being talked of on all corners, the leaf men feel that the increased summer consumption of cigars has begun, for they say that there are a lot of men who smoke cigars at a base ball game of an afternoon who ordinarily are working in offices where they cannot smoke.

A. I. Berstein, New York City packer, made a stop in Chicago last week while calling on the trade in the Central West. He was optimistic and looks forward to a gradually increasing betterment condition in the trade.

## St. Louis News Notes

ST. LOUIS, Mo., April 15.—The cigar and tobacco trade during the past few weeks has been quite satisfactory and has been showing some improvement over the corresponding period last year. Medium priced cigars seem to be more in demand than those of a higher price. Cutting in prices, not only in cigarettes but in cigars as well, is being done by some of the stores, principally the drug stores. They are having sales on many of the best brands and also those of unknown brands.

The wind attained such a velocity on Friday that a plate-glass window valued at $170 was blown in from the front of the Jacobson Cigar Co.'s store at Eighth and St. Charles streets.

Rudolph B. Artmann, a collector for the Peter Hauptmann Tobacco Co., confessed this week that his report of having lost $1,046.83 of the company's money in a hold-up recently was not true. He said that he had lost the money in a gambling machine. In explaining the loss of the money, he said that he had gambled on a slot machine in which one drops quarters and takes a chance of winning various sums of money. He said he had lost considerable and took the money from the tobacco company to make up for his losses.

F. M. Lopez, of Garcia & Vega; George W. Stocking, of Marelino Perez & Co., and C. E. Taylor, sales manager of M. Malschrino & Co., were recent visitors in the city.

Window displays have been noticed this week at the Stickney-Hoelscher Cigar Co., of La Palina; Garcia & Vega brand, at Dangler & Hatz; Emanelo, at Moss & Lowenhaupt's; Niles & Moser Hand Made, at the Wm. A. Stickney Cigar Co. store; the Cortez at Louis Friedmann's, and Treaty Bond at C. P. Stanley Cigar Co.


OPTIMO

BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37TH STREET
BROOKLYN, N. Y.

HIGH GRADE CIGAR LABELS AND BANDS

170 WEST RANDOLPH ST., CHICAGO, ILL

723 BRYANT STREET, SAN FRANCISCO, CAL.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

PERFECT LITHOGRAPHY

CIGAR LABELS BANDS

American Box Supply Co.

383 Monroe Avenue Detroit, Mich.

Exclusive Selling Agents For
THE CALVERT LITHOGRAPHING CO.

5th INTERNATIONAL TOBACCO TRADE

**EXHIBITION**

To be held in

**LONDON, ENGLAND**

MAY 8, 9, 10, 11, 12 & 13, 1922

ORGANIZED BY

The Leading Organ of The British and Colonial Tobacco Trade

**TOBACCO**

(ESTABLISHED 1881)

Your opportunity to show and sell

MACHINERY (working exhibits)

NOVELTIES (Pipes, cigarette holders, leather goods, etc.)

TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS

Write now for full particulars to

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THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
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ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE NEW YORK

OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.

PASBACH-VOICE

LITHOGRAPHING CO. INC.

ART LITHOGRAPHERS

GRAND STREET AND MORGAN AVENU

BROOKLYN, N. Y.

CIGAR-LABELS—CIGAR BANDS

Cable, "Maxherz"

MAX HERZOG

TOBACCO BUYER

165 Water St., New York


# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S.S. Siboney* —*April* 18

| | Cases |
|---|---|
| N. Y. & Cuba Mail S. S. Co. | 80 |
| Grosvenor Nicholas & Co. | 15 |
| Park & Tilford | 41 |
| G. S. Nicholas & Sons, Ltd. | 4 |
| United Cigar Stores Co. | 14 |
| B. Wasserman & Co | 14 |
| Acker, Merrall & Condit Co. | 16 |
| Duncan & Moorhead | 4 |
| Alpers & Mott | 8 |
| G. W. Faber, Inc. | 29 |

### Tobacco from Cuba

*S. S. Paloma* —*April* 16

Jose M. Tarajano.....6 bales

*S.S. Siboney* —*April* 18

| | Bales |
|---|---|
| J. Bernstein & Son | 507 |
| D. Hevia & Co. | 5 |
| Jacob Sutter & Sons (Chicago) | 17 |
| H. Duys & Co., Inc. (Canada) | 20 |
| H. Duys & Co. | 25 |
| American Cigar Co. | 200 |
| Ernest Ellinger & Co. | 20 |
| Stern-Mendelsohn Co., Inc. | 250 |
| E. Rosenwald & Bro. | 10 |
| S. Ruppin, Inc. | 48 |
| Lewis Cantor (Philadelphia) | 10 |
| N. Y. & Cuba Mail S. S. Co. | 421 |

| | Barrels |
|---|---|
| E. Spingarn & Co. | 53 |
| S. Ruppin, Inc. | 97 |
| S. Weinburg (Philadelphia) | 10 |
| Hinsdale, Smith & Co. | 70 |
| Morris Rosenberg & Co. | 10 |
| D. Hevia & Co. | 5 |
| H. Duys & Co., Inc. | 30 |
| American Cigar Co. | 46 |
| Max Schwarz | 31 |
| Friend & Co. | 56 |
| Ernest Ellinger & Co. | 40 |
| W. K. Gresh & Sons (Norristown) | 10 |
| N. Y. & Cuba Mail S. S. Co. | 50 cases |

| | Packs |
|---|---|
| J. Bernstein & Sons | 68 |
| Yocum Bros. | 17 |
| Leimdorfer & Dale | 20 |
| P. Lorillard Co. | 435 |
| Nussbaum & Bower | 25 |
| Max Schwarz | 1 |
| Pa. Warehouse & Safe Deposit Co. (Philadelphia) | 55 |
| Jose Xosio (Chicago) | 13 |
| S. Weinberg (Philadelphia) | 5 |

### Cigars from Porto Rico

*S. S. Maracaibo* —*April* 11

Infanzon & Rodriguez.....18 cases

*S. S. Cornelia* —*April* 13

José Pastrana & Co.....3 cases

*S. S. Philadelphia* —*April* 17

| | |
|---|---|
| Porto Rican American Tob. Co. | 116 |
| United Cigar Stores Co. | 40 |

*S.S. Ponce* —*April* 17

| | Cases |
|---|---|
| Porto Rican American Tob. Co. | 103 |
| United Cigar Stores Co. | 81 |
| Porto Rican Express Co. | 3 |
| Jose Pastrana & Co. | 2 |
| Villar, Lanza & Co. | 4 |

| | Bales |
|---|---|
| Durlach Bros., Inc. | 25 |
| American Cigar Co. | 484 |
| Isidoro Cohen | 1 |
| Pedro Costa | 5 |
| Portocuba Corp. | 44 |
| S. Rossin & Sons | 20 |
| E. A. Jacobs | 31 |
| Stern-Mendelssohn Co., Inc. | 7 |

| | Barrels |
|---|---|
| Durlach Bros., Inc. | 40 |
| American Sumatra Tob. Co. | 440 |
| Rosenstadt & Waller | 100 |
| Isidoro Cohen | 9 |
| Pedro Costa | 107 |
| Portocuba Corp. | 70 |
| S. Bookman | 18 |
| Max Gans & Sons | 14 |
| Stern-Mendelsohn Co., Inc. | 86 |
| Porto Rican Express Co. | 1 |
| American Cigar Co. | 4 cases |
| American Cigar Co. | 67 tierces |

### Tobacco from Porto Rico

*S. S. Philadelphia* —*April* 17

| | Bales |
|---|---|
| Rosenstadt & Waller | 40 |
| Durlach Bros., Inc. | 53 |
| Hamburger Bros. & Co. | 8 |
| P. Lorillard Co. | 600 |

| | Barrels |
|---|---|
| Porto Rican American Tob. Co. | 25 |
| Hamburger Bros. & Co. | 196 |
| Rosenstadt & Waller | 113 |

### Tobacco from Puerto Plata

*S.S. Huron* —*April* 18

Markland & Reed ..... 20 bales

### Cigarettes from Kingston

*S.S. Tivives* —*April* 13

British American Tob. Co. .... 1 case

### Tobacco from Smyrna

*S. S. Winona* —*April* 16

Liggett & Myers Tob. Co.....649 bales

### Tobacco from Piræus

*S. S. Megali Hellas* —*April* 13

Bank of Athens.....828 cases

### Tobacco from Palermo

*S. S. Providence* —*April* 14

Cusimano & Co.....24 bags

### Tobacco from Rotterdam

*S.S. Westerdyk* —*April* 18

| | Bales |
|---|---|
| Manus, Muller & Co., Inc. | 95 |
| H. Duys & Co., Inc. | 26 |
| H. Duys & Co., Inc. (In Bond to Canada) | 31 |
| L. Goldberg | 1 |
| W. Van Doorn (New Brunswick, N. J.) | 1 case |

### Tobacco from Antwerp

*S. S. Finland* —*April* 16

American Express Co.....1 case

### Cigarettes from Antwerp

*S. S. Huronian* —*April* 13

Galle Cigarette Co.....2 cases

### Tobacco from Hamburg

*S. S. Morristown* —April 11

Equitable Trust Co. .....822 Bales

### Cigars from Liverpool

*S. S. Cedric* —*April* 16

A. C. Fetterolf .....1 case

### Cigarettes from Liverpool

*S. S. Cedric* —*April* 16

| | Cases |
|---|---|
| Quebec S. S. Co. | 6 |
| Kinney, Duke Tob. Co. | 4 |
| British American Tob. Co. (Petersburg) | 11 |
| British American Tob. Co. (Richmond, Va.) | 21 |

### Tobacco from Liverpool

*S. S. Pannonia* —*April* 12

Universal Leaf Tobacco Co....162 bales

*S. S. Cedric* —*April* 16

A. C. Fetterolf.....3 cases

### Tobacco from London

*S.S. Maine* —*April* 10

Bank of United States .....2 Cases

### Tobacco from Durban

*S. S. Royal Prince* —*April* 12

Smith Kirkpatrick & Co.....1 Case

### Licorice Root from Smyrna

*S. S. Winona* —*April* 16

Brown Bros. & Co.....122 bags

### Turkish Pipes from Constantinople

*S. S. Acropolis* —April 10

J. Corakian & Son.....5 Cases

### Tobacco Stems from Londonderry

*S. S. Eastern Guide* —*April* 15

Geo. A. Henshaw & Sons.....855 bags

### Clay Pipes from Glasgow

*S. S. Rhode Island* —*April* 15

Linder Meyer (Boston).....176 boxes

### Briar Wood from Marseilles

*S. S. Providence* —*April* 14

Vassar Freres.....1,198 bags

## Directory *of* TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Cigar Bands from Cuba

*S. S. Toloa*
M. Schwarz .....1 Box

**Cigarette Paper from Barcelona**

*S. S. Manuel Calvo* —*April* 17

| | Boxes |
|---|---|
| United Fruit Co. (Transit to Puerto Cortes, Honduras) | 10 |
| United Fruit Co. (Transit to Puerto Barrios, Guatemala) | 20 |
| Hard & Ritter | 10 |
| Victo Suarez Fernandez (Havana) | 10 |
| Salomon Betancourt (Vera Cruz) | 55 |
| Zaldez Nes Co. (Vera Cruz) | 28 |
| Fabrica Yuacateca de Tobacco (Progreso) | 32 |
| M. Penchete & Co. (Vera Cruz) | 37 |
| | Bundles |
| Juan Lorenzo (Vera Cruz) | 48 |
| Miguel Meragrega | 14 |
| José Laporta Valor (Havana) | 45 |
| | Cases |
| International Trading Co (Vera Cruz) | 128 |
| Pablo Miguel Costas (Havana) | 66 |

**Cigarette Paper from Liverpool**

*S. S. Cedric* (week ending) —*April* 15
British American Tobacco Co..32 cases
*S.S. Pannonia* (week ending) —*April* 15
British American Tobacco Co...37 cases

**Cigarette Paper from Liverpool**

*S. S. Pannonia* —*April* 12
British American Tobacco Co..37 cases

**Cigarette Paper from Marseilles**

*S.S. Benchurch* —*April* 15
P. J. Schweitzer ..... 1 case

**Cigarette Paper from Havre**

*S.S. Touraine* —*April* 7
Equitable Trust Co. ..... 46 cases

**Cigarette Paper from Dunkirk**

*S.S. Olen* —*April* 18
Rose & Frank Co. ..... 15 cases

## Would Investigate Bureau of Internal Revenue

WASHINGTON, D. C., April 15.—An investigation of the affairs of the Bureau of Internal Revenue by the Senate Judiciary Committee would be authorized by a resolution (S. Res. 270), which has been introduced by Senator King of Utah.

The resolution calls attention to allegations (1) that there is waste, inefficiency and extravagance in the administration of the Bureau, due, in part, to the demoralized condition brought about by attempts to reassign and replace personnel for partisan purposes, (2) that recovery and collection of delinquent taxes amounting to hundreds of millions of dollars is being delayed through the assignment of personnel to the work of auditing claims against the Treasury for refund of taxes already collected and claims for tax exemption, and that such claims are being injudiciously allowed to the detriment of the Government, (3) that tax attorneys and lobbyists, some claiming to have political influence, are carrying on negotiations with officers of the Bureau in regard to allowances of claims, which negotiations preclude a judicious examination of and action upon such claims and will result in scandal and disadvantage to the Government.

The Judiciary Committee would be directed to investigate these charges and to report to the Senate whether it would be advisable to make a public record of tax exceptions and tax refund claims, which have been decided or are pending before the Bureau, and whether it would be advisable to establish a court or public tribunal for the handling and allowance of claims for tax exemptions and refunds filed with the Bureau. The committee would be directed also to recommend effective measures to relieve the Bureau from the influence of partisan politics. The resolution was allowed to lie on the table.—LAMM.

### Italy's Tobacco Supply

At the present time the Italian Government spends 480,000,000 lire annually for raw tobacco, of which only 180,000,000 is spent at home, the other 300,000,000 going to foreign tobacco growers.

To date Italy has made the most progress in the growing of light tobacco, of which she uses 6,000 quintals annually. In the southern province of Leccese about 20,000 acres are now under cultivation and this about supplies the local demand.

## Chicago

(*Continued from Page* 16)

on the sales force of the San Telmo Cigar M'f'g Co., of Detroit, and he books many fine orders for La Resta, Pony and Joan of Arc.

### Pleased With Sales

Max Fruhoff, vice president of the San Telmo Cigar Mfg. Co., Detroit, paid Grommes & Elson, their distributors here, a visit. He was well pleased over the local sale of Joan of Arc, La Resta and Robert Bacons.

Tony Kleiner, now with A. S. Valentine & Co., of Philadelphia, was seen around the loop.

Large Piedmont cigarette ads are shown this week in the Chicago newspapers.

Havanettes, the 5 for 15 cent headless cigar made by P. Lorillard Co., are good sellers with Nathan Fox Co., the distributors. They are listed at $23.50 to the trade.

John R. Perry, head of the Perry Pipe Co., 208 North Canal street, has returned from a visit to New York.

José Diaz, head of the Preferred Havana Tobacco Co., and Lopez Hermanos arrived early this week on very important business.

### Tuxedo in Lime Light

The American Tobacco Co. started a large newspaper campaign this week on Tuxedo tobacco. Quarter-page ads now appear in all the Chicago newspapers.—H. L. H.

## South Carolina Warehouses

(*Continued from Page* 25)

more than one-half of all the tobacco warehouse properties of the state, both in actual count of the floors and in physical value, according to comparison of the check with the annual report of the commissioner of agriculture of the state.

Dr. J. Y. Joyner, of Raleigh, N. C., who has been a moving spirit in this organization since its inception, opened the meeting and presided. He introduced Aaron Sapiro, attorney of the association.

Mr. Sapiro presented the uniform contract, which the Tri-State association has signed with North Carolina and Virginia warehousemen, and is similiar to the contract used now in the Kentucky belt. Every warehouseman was given a copy to follow. Paragraph by paragraph he explained the entire contract, terms of dealing, means of operating, and other details. When he concluded his address and called for questions, there were few questions asked.

The response to the call for signatures was immediate and quite general. Nearly an hour was added to the meeting for the execution of the contracts.

Other representatives of the association here for the occasion include M. O. Wilson, of Raleigh, secretary of the association, F. C. Watkins, Jr., of South Boston, Va., chief of the warehouse division of the association, T. B. Young, director from Florence in the association, Bright Williamson, of Darlington, who has been a leader in the movement.

The meeting was thoroughly representative, the spirit was good without a single show of antagonism on the part of the warehousemen towards the association, and most encouraging results in the conclusion.

W. W. Coleman, W. W. Purvis, and A. A. Munn, of Pamplico, announced when signatures were called for, that they were a committee which the Pamplico warehouses had authorized to act for them, they having anticipated this meeting and prepared for it. They pledged two of the biggest warehouses of Florence county to the association. F. J. Kirby, of Scranton, said Scranton had heard that Lake City was an uncertain factor in this deal, and his business men had held a meeting and authorized him to tender the association in this meeting a free site for a warehouse, which Scranton would erect for the association if the association preferred.

Several others spoke very encouragingly for the association and pledged their properties, services, or any other aid within their possession to insure the success of the growers organization.

The plan of operation, to purchase or lease these warehouses, is for the association to issue its stock and bonds to cover the liability. They will be serial, or in classes, redeemable over a period of years. To retire these, a small assessment will be made on the tobacco which the association handles for the individual grower. As these outstanding obligations are absorbed, their equivalent in common stock will be issued to the individual grower in proportion to the tobacco the association handles for him. The association wants to do the fair thing by the warehousemen, Mr. Sapiro emphasized many times in the course of his talk.

Mr. Sapiro's presentation of the contract impressed his audience generally as very fair and attractive. He did not hold out any promises or false hopes or give any false information, as one could best judge, about the affairs of the association, its ability, or plans. He said the association would like to buy the warehouses and pay cash on the spot for everyone of them but is not able now to do it. He said frankly the association is going to build warehouses where it cannot procure them and it may need them. It has $1,000,000 offered them now for this purpose and will build one at Wilson, N. C., and one at Danville, Va. It will not build them where it can possibly avoid the necessity. Also, it wants the services of the best of the warehousemen, who are popular with the grower, know the local conditions and tobacco, and have the experience.

He was not at all "mealy mouthed" about telling them also the association does not want any warehouses from anyone who does not believe in both the contract and the association.

## Cleveland

(*Continued from Page* 28)

the "good news," another way of saying that Mi Favoritas and Telegrafos are real favorites here.

### United Vacates Store

The United Cigar Stores Co. was forced to vacate the store at East Fourth street and Euclid avenue, due to the present building being torn down to make place for a new structure.

### Spends Week in Manhattan

Samuel E. Schwartz of the Wallace & Schwartz Co., accompanied by his wife, spent last week in Gotham. Mr. Schwartz writes that both he and his wife are having a fine time in the big city.

### Lines up Seventeen Jobbers

H. L. Sidall, the well-known cigar broker, got in last week after a Western tour comprising the states of Michigan, Illinois, Iowa and Wisconsin. During his trip Mr. Sidall succeeded in landing seventeen jobbing accounts for his Judge Taft cigar. Some work! we'll tell the world.

### Charles Denbys Going Big

The Charles Denby cigar is surely going "great guns" in this city. It is still living up to its reputation as the "billboarded cigar."

### Among Those Present

Louis James, who covers Trumbull and Mahoning counties for the J. B. Moos Co., got in town yesterday. Lou has some wonderful stories to tell about the way the Moos brands are going in his territory.

### Checks In

M. Wilson, with his fine lot of Anndora samples, got in town the other day. Anndoras are seen in all the live spots in town and all the dealers report lots of repeat business on them. In other words, Anndoras satisfy the old customer and create new ones.—HERB.

## Pennsylvania

(*Continued from Page* 14)

rapid strides toward modern and scientific farming, and in a few years will be of wonderful help to growers of every commodity in the State.

### Cigar Industry Getting New Grip on Life

The cigar manufacturing industry is taking on a new lease of life and while business is not normal, it shows a vast improvement this week, a step in the right direction, and we will not have reason to complain of business in a few short months. Every indication points that way and the writer's honest belief is that business will be normal in the very near future.—DICKIE.

**Telephone Canal 1198** **Cable Adverb New York**

**Yale Brevda & Son**

**LEAF TOBACCO DEALERS**

**We handle Turkish, Greek, Russian, Chinese, Virginia, Ohio and Burley Tobacco.**

*IMPORT AND EXPORT*

**135 Grand St., New York**

## CLASSIFIED ADVERTISEMENTS

**Learn to say "COMBATE" (Combat)**
The COMBATE TOBACCO CORPORATION was incorporated in Porto Rico on December 28, 1921, and is taking charge of the greater part of the leaf and manufactured tobacco business of its President, Mr. Javier Alonso Riera. Although its name is new its personnel averages over 30 years' experience in the tobacco business.
Before doing any business in tobacco either in Porto Rico or in Santo Domingo ask for the references of the Directors of "COMBATE" and write to the main office at 14 Tetuan St., San Juan, Porto Rico; or see Mr. J. A. Riera at the Hotel McAlpin sometime this month.

**SPECIAL 3 FOR 10c CIGAR or stogie size manufactured by us. Excellent proposition for wholesale cigar jobbers only. Address "Special," care Tobacco.**

**CIGAR MANUFACTURERS take notice. I carry in stock regularly an elegant line of stock cigar bands. Write for samples. Prices low. Address "Elegant," care Tobacco.**

**DISTRIBUTORS**, agents and salesmen wanted for the best selling cigarette ejector holder on the market. State the territory you are interested in. Smokers' Novelties, Inc., 1400 Broadway, New York.

**FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.**

**AJAX CIGAR CO., YORK, PENN. We are manufacturers of good cigars in Class A, B and C grades, and invite inspection of our products from reliable jobbers.**

**FREDERIC LEDERER**
**TOBACCO**
106 FRONT ST., NEW YORK
*Cable Address: FRELEDER*

*BRANDS THAT BUILD UP BUSINESS*

VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIAL
S. H. FURGATCH Y CA., 75th Street & Avenue A., New York

**H. DUYS & CO., Inc.**
*Headquarters for*
***Sumatra and Java***
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142 WATER ST., NEW YORK

Telephone 3956 John — Cable Address—MARQUESE, New York
JULIUS MARQUSEE & SON, Inc.
***Leaf Tobacco***
141 WATER STREET NEW YORK
Warehouses: New Milford, Conn., Lancaster, Pa., Dayton, O., Viroqua, Wis.

**PERCIVAL R. LOWE, Inc.**
Leaf Tobacco Brokers
155 Water Street, New York

*"THEY LEAD THE LEADERS"*
**GRAHAM-COURTNEY MILD HAVANA BLEND**
26 Sizes
Acker, Merrall & Condit Company
61 West 13th St., NEW YORK

**CIGARETTE PAPER**
*Imported French in Bobbins, Reams and Booklets*
Peter J. Schweitzer, 220 5th Avenue, N. Y.

**METROPOLITAN TOBACCO CO.**
OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

| | |
|---|---|
| Main Depot | 22 Fourth Avenue, New York City |
| Harlem Branch | 179-185 East 116th St., N. Y. C. |
| Brooklyn Branch | 649-657 Warren St., Brooklyn, N. Y. |
| Williamsburg Branch | 287-291 Graham Ave., Brooklyn, N. Y. |
| Yonkers Branch | Hudson & Clinton Sts., Yonkers, N. Y. |
| Staten Island Branch | 1180 Castleton Avenue, West New Brighton, N. Y. |
| Jamaica Branch | 22-28 Bergen Avenue, Jamaica, N. Y. |
| Patchogue Branch | 114-116 Ocean Avenue, Patchogue, N. Y. |
| Bronx Branch | 4581 Park Avenue, New York City |
| Newburgh Branch | Cor. First & Chambers Sts., Newburgh, N. Y. |

ESTABLISHED 1888
**STANDARD LEAF TOBACCO CO.**
ELIAS BUNZELMAN, Proprietor
IMPORTERS AND DEALERS IN LEAF TOBACCO
Tel.: John 3881 — 244 & 253 PEARL STREET, NEW YORK

**PORTOCUBA CORPORATION**
IMPORTERS AND PACKERS OF
PORTO RICO and HAVANA TOBACCOS
DEALERS IN DOMESTIC TOBACCO
207 Pearl Street, New York
Warehouses: HAVANA, CUBA — UTUADO, P. R.

IN ITS CLASS
LARGEST SELLING CIGAR IN THE WORLD
FACTORY OUTPUT 225,000 DAILY
R.G. SULLIVAN'S **7-20-4**
FACTORY MANCHESTER N.H.
AT WHOLESALE IN NEW YORK AND NEW JERSEY BY
S. MONDAY & SONS, 34 SOUTH FIRST ST. BROOKLYN, N.Y. RUTH & DRISCOLL 99 JOHN ST. NEW YORK
JERSEY CITY TOBACCO CO., JERSEY CITY, N.J. J. SCHENKER 72 SUMMER AVE. BROOKLYN, N.Y.
HUDSON COUNTY TOBACCO CO. JERSEY CITY, N.J.

**EL DALLO**
*"Each Cigar In Its Own Humidor"*
Made ONLY by
WERTHEIMER BROS. Baltimore, Md.

**CIGAR BOX LABELS**
**BANDS AND ADVERTISING**
*American Lithographic Co.*
NEW YORK

STEFFENS, JONES and CO.
DOMESTIC LITHOGRAPHERS IMPORTED
STOCK LABELS AND STOCK BANDS
36 East 23d Street New York

**L. KEHLMANN CO.**
229-239 WEST 28TH STREET
NEW YORK CITY
PRINTED AND EMBOSSED
**LABELS, WRAPPERS, ETC.**
FOR THE CIGARETTE, CIGAR & TOBACCO TRADE

**E. ROSENWALD & BRO.** IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
145 WATER STREET, NEW YORK

# TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXIII. No. 26 NEW YORK, APRIL 27, 1922 Per Annum $3.00 Per Copy 10c.


## The Tobacco Jobbers' Conference at Washington

**Representatives from All Over the Country Meet and Discuss Price-Cutting Evils Now Rampant in the Tobacco Industry —Situation Clearly Defined by Managing Director Charles Dushkind of T. M. A.—Petition Submitted to Federal Trade Commission.**

WASHINGTON, D. C., April 26.—More than 60 tobacco jobbers gathered in Washington yesterday at the instance of the Tobacco Merchants' Association to discuss the submittal to the Federal Trade Commission, in accordance with its trade practice submittal plan, the evils which exist in the tobacco industry. Representatives at the conference came from every section of the United States.

Jesse Bloch, president of the Tobacco Merchants' Association, opened the conference as temporary presiding officer and he made a few remarks of greeting to the delegates on behalf of the association, under whose auspices the conference was inaugurated. Mr. Bloch expressed gratification at the large attendance and spoke briefly of the situation which has been growing rapidly recently in the tobacco industry of price cutting and other trade evils. He called attention to the fact that one branch of the tobacco industry cannot prosper without other branches prospering.

In connection with the conference, Mr. Bloch said that the plan of action which was suggested by Charles Dushkind, counsel and managing director of the Tobacco Merchants' Association, seemed to be feasible, which includes the submittal to the Trade Commission of some of the practices in the trade. Mr. Bloch said that whatever the conference did it would have the absolute backing of the association.

Following Mr. Bloch's talk, Robert R. Davis, of Syracuse, N. Y., was elected chairman of the meeting. Mr. Davis made a few remarks in which he expressed the hope that the conference would do some good, further stating that no one has any desire to violate the law, but there should be, he said, some way out of the evils that are now apparent in the trade.

Mr. Davis then introduced Mr. Dushkind, who read a very clear statement of the situation, in which he said:

### Address by Charles Dushkind

Charles Dushkind delivered the following address at Washington Conference of Tobacco Jobbers, April 25:

At the outset permit me to say a few words on behalf of the National Association which I have the privilege to serve as Counsel and Managing Director. I refer, of course, to the Tobacco Merchants Association of the U. S.

The T. M. A. may proudly point to its past record of activities and achievements in the interest of the industry which it represents. There are, however, certain trade evils that neither the T. M. A. nor any other association, observing the law of the land, can undertake to eliminate.

#### The Price-Cutting Evil and Its Causes

One of these evils is "price-cutting." This has become particularly intense in the last two years. Undoubtedly in most cases it has been due to the heavy decline in the volume of tobacco business. Some of the jobbers, unmindful of the fact that the tobacco trade has merely been undergoing the same business depression that has caused a slump in all industries, and suspecting that their business was falling off as a result of competition and price-cutting, have been led to enter upon price-cutting campaigns, with the consequences that usually follow such practices.

Another cause that unqusetionably contributed to the situation is the general downward movement of prices necessarily brought about by the readjustment of commerce from the War basis to a peace-time basis. But those who are familiar with the tobacco trade, however, should know that tobacco products have never risen, either during the War or since then, to the high level of prices that other commodities have gone up to and that a good part of the purchase price of every package of cigars, cigarettes and tobacco is the Internal Revenue Tax imposed by the War Revenue Law which is still in force.

#### Deflation Can Only Follow Inflation

Where there has been no inflation there can be no deflation. The Tobacco Industry kept its hands clean and its cards on the table when industrial America was permeated with the spirit of Grab. Surely the consumer should not penalize the industry that gave him a square deal when his hands were tied—not if he recalls past circumstances and is made acquainted with present conditions.

But the slashing of prices of leading tobacco brands as a means of attracting trade for other commodities, has been the principal cause of all price-cutting eras in the Tobacco industry. Wholesale Grocers, Druggists, Confectioners and other Wholesale Merchants are running tobacco departments merely as a side-line, looking for little or no profit from tobacco products, but using the leading brands simply as a bait to draw trade for their other departments.

As an example of what the Tobacco Industry must contend with I may cite a recent case where clothing people advertised that they were selling Camel and Lucky Strike cigarettes at 10c. a package. Now we all know that the manufacturers' net prices for these cigarettes are $6.80 less 10 and 2%, or at the rate of 12c. a package. These people have deliberately advertised the sale of these brands of cigarettes at a loss of 2c. on each package (that is, if they got them for the manufacturers' net price,) for no other purpose than to lead the public to believe that theirs was a bargain house where all their wares were sold at equally low prices.

#### Rank Deception

Is this fair competition? I emphatically say "No." It is rank deception, not competition. They are not only deceiving their customers or prospective customers, but they are creating confusion, distrust, and suspicion in the tobacco business.

The consumer who pays 16 or 17c. for a package of these cigarettes in the retail cigar stores is led to believe that the retailer is profiteering. The retailer who pays in the neighborhood of 13c. or more for the same cigarettes, thinks that the jobber is making excessive profits and therefore is due for another squeeze, while the jobber, on the other hand, suspects that such sales are instigated by the manufacturers as an advertising scheme, with an incredible disregard of the interests of the jobbers and retailers who distribute his products, for it is indeed hard to believe that any merchant would deliberately sell staple commodities of standard values such as Camel or Lucky Strike cigarettes and lose 2c. on each package, if not more. But this is an absolute fact, nevertheless.

Yet, if the manufacturer who produces these goods and the jobber who sells them to these clothing merchants should endeavor to cut off their supply or stop this fraudulent practice, the law would step in and say that both the manufacturer and the jobber has "unlawfully connived, combined, conspired and confederated together to restrain trade and commerce," and brand them both as criminal conspirators.

#### Fair Competition Stimulates Trade

Moderate price-cutting, when resorted to by business rivals as a means of competing for trade, is not unhealthy; it puts life into competition and operates as an effective stimulant to business. But when price-cutting ceases to be moderate and becomes reckless and ruinous, it no longer constitutes a fair method of trading, and instead of acting as a stimulant to business it has quite a contrary effect. It not only forces a great many out of business, but it discourages those that remain in it. This is particularly true in the Tobacco Industry where price-cutting has become so universal that the reduced prices are no longer looked upon by the purchaser as bargains, but are regarded as the regular standard of prices for the commodities.

#### Manufacturers Cannot Control Resale Prices

There seems to be a general impression that it is within the power of the manufacturer to stop price-cutting and to make the selling of tobacco products more profitable. This is a mistaken notion and the sooner it is discarded the better.

Undoubtedly, the success of manufacturers depends in a large measure upon the prosperity of the distributors of their products whether jobbers or retailers and upon their good will, their friendly interest in the brands they are selling. Nor can there be any doubt, that brands used as price-cutting leaders will, slowly perhaps but surely nevertheless, decline in volume of business. One dealer advertising a so-called "cut price" sale invariably causes other dealers to cut below him in retaliation with the result that before long all the dealers in the community are forced to sell the particular article at a price which yields no profit. Dealers will not continue to handle an article at an inadequate profit and much less at a loss, if they can help it; surely they will not eagerly hand it out over their counters, so that there is every incentive for the manufacturer to coöperate with his distributors to the end that they might make a fair profit on his products. The manufacturer, is however, precluded by law

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## Strauss & Co., Inc., Buys Property

ALTOONA, Pa., April 22.—A deal has been completed by which the wholesale cigar and tobacco house of W. H. Strauss & Co., Inc., has acquired from J. B. Boyer of this city, the property at the northeast corner of Green avenue and 10th street, and will possibly this year erect on the site a large wholesale building.

Strauss & Co. about a year ago leased the property from Mr. Boyer and converted the double dwelling which occupied the site into a wholesale establishment, in which the business of the concern has since been conducted. It was anticipated at the time the property was leased that the corporation would eventually buy it, as it is admirably adapted for a wholesale house and is in the heart of the wholesale district.

The ground is 60 by 75 feet in dimensions and when a new building is erected it will occupy the entire site. Secretary-Treasurer J. F. Kauffman states that it has not yet been determined whether or not the new building project will be carried out, and the plans for the building have not been prepared. It will depend upon the cost of the building operations.

Strauss & Co., Inc., is one of the largest wholesale tobacco institutions in this part of the state. The main establishment is located in Johnstown.

## Permanent Organization

(*Special Telegram to* TOBACCO.

WASHINGTON, D. C., April 26.—Tobacconists attending the price cutting conference here on Tuesday night, today effected a permanent organization to deal with the trade commission to be known as the National Committee of Wholesale Tobacconers. By-laws were adopted, and an executive committee of nine was appointed to act for the committee. The members of the executive committee appointed were as follows: George W. Barnes, J. P. Manning, E. A. Davis, William Derches, Jr., J. Vipor, J., George Frings, W. W. Ansbach, G. L. Statman and J. T. Woodhouse. E. A. Davis was named permanent chairman of the new committee.—LAMM.

## The Tariff Bill

WASHINGTON, D. C., April 26.—Some of those who have been in closest touch with the tariff situation feel that the bill will become law, if no unforeseen circumstances arise, about the first of August. This opinion is predicated on the bill being under discussion on the floor of the Senate during the months of May and June and the bill being in conference for the month of July. The understanding here seems to be that the Democrats do not wish to unduly delay the passage of the bill because many of them, as well as the Republicans, have political fences which need mending seriously.—LAMM.

## Petition in Bankruptcy

DULUTH, Minn., April 22.—George O'Sullivan, cigar store owner, has filed a bankruptcy petition. He lists liabilities at $9,560.69 and assets of $2,900, all exempt, consisting of $400 in household goods and a $2,500 insurance policy.

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Watch the new Flor de Melba sell! Flor de Melbas have always been tremendously popular. But in all of our 45 years of highest quality cigar making we've never seen a cigar that quite meets the desires of all classes of smokers as does this new Flor de Melba.

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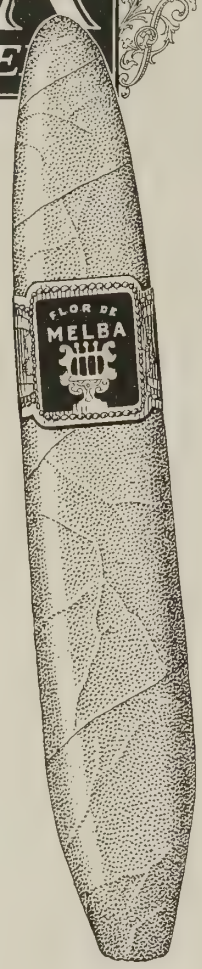


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***Largest Independent Cigar Factory in the World***

***AS A SAMPLE.*** Put boxes of Flor de Melba Minnow sizes at your customers' elbows. At 5c each they will attract buyers and show them the good things they may expect in the larger shapes and sizes.


## Tobacco Jobbers' Conference

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from effectually controlling the resale prices of his products.

You may be told by smart lawyers and wise merchants that some way can be found to fix and maintain prices without running counter to the law, but let me tell you that under the existing statutes and the decisions of the Supreme Court there is no way to accomplish such results by means of concerted or coöperative action, without violating the law. An examination of the records of litigations will show that every method, scheme, subterfuge or evasion that may possibly be conceived of has already been tried and condemned by judicial authority.

### Beech-Nut Case Cited

Some people seem to think that, under the Beech-Nut decision, it is within the law for manufacturers to maintain resale prices by cutting off the supply of jobbers who undersell. In my judgment the Beech-Nut case has left this important question in no clearer light than it appeared prior to this decision. Let me quote to you the concluding paragraph of the Supreme Court Decision in the Beech-Nut case and you will readily see that the producer's right is the bare right to refuse to sell to those who fail to maintain resale prices, without the right to adopt coöperative methods of securing information and making his wishes known, that might make this right to refuse to sell available and effective. Thus the Supreme Court says:

"The order should have required the company to cease and desist from carrying into effect its so-called Beech-Nut Policy by coöperative methods in which the respondent and its distributors, customers and agents undertake to prevent others from obtaining the company's products at less than the prices designated by it.—

(1) "By the practice of reporting the names of dealers who do not observe such resale prices.

(2) "By causing dealers to be enrolled upon lists of undesirable purchasers who are not to be supplied with the products of the company unless and until they have given satisfactory assurances of their purpose to maintain such designated prices in the future.

(3) "By employing salesmen or agents to assist in such plan by reporting dealers who do not observe such resale prices, and giving orders of purchase only to such jobbers and wholesalers as sell at the suggested prices and refusing to give such orders to dealers who sell at less than such prices, or who sell to others who sell at less than such prices.

(4) "By utilizing numbers and symbols marked upon cases containing their products with a view to ascertaining the names of dealers who sell the company's products at less than the suggested prices, or who sell to others who sell at less than such prices in order to prevent such dealers from obtaining the products of the company; or

(5) "By utilizing any other equivalent coöperative means of accomplishing the maintenance prices fixed by the company."

### The Federal Trade Commission Can Provide Remedy

What then is the remedy, is the important question? There is no remedy that would absolutely stop price-cutting except by legislation legalizing price maintenance. But I believe that there is a middleground between price maintenance and ruinous price-cutting—price-cutting that demoralizes business and destroys competition. The Federal Trade Commission can, and I am confident that after acquainting itself with the true situation it will lead the tobacco jobbing trade to the middle ground.

While the Federal Trade Commission has no power to regulate prices, it does have the power to stop price-cutting when such price-cutting reaches a stage that is destructive of competition, and constitutes "unfair methods of competition."

I maintain that when staple goods of standard values are sold at, or below, cost, it must be perfectly obvious that the practice is indulged in for sinister purposes, for it is safe to assume that no man is engaged in business for philanthropic reasons, and it makes no difference whether the purpose is to destroy a rival, or to injure the good will of a popular brand, or to attract trade to other lines of merchandise which yield a satisfactory profit, the practice is vicious. It is certainly unfair and should be condemned under Section 5 of the Federal Trade Commission Act.

### The Cost of Production

When I speak of cost, I mean, of course, the price paid for the goods plus ordinary and reasonable operating expenses, for it is quite elementary that as the cost of production to a manufacturer includes his reasonable overhead, so must the cost of a commodity to the jobber include his rent, his clerks, his salesmen, his bookkeeping, his wagons and deliveries, and all his reasonable and necessary overhead items.

It must be borne in mind that the Federal Trade Commission has been created not alone to stop "unfair competition," but to stop "unfair *methods* of competition"; that is, the method or means by which an *unfair end might be accomplished.*

That the Commission has fully recognized this conception of its functions is abundantly demonstrated by the constructive service that it has rendered on more than one occasion, as well as by its decisions, its public utterances, and its adoption of the "Trade Practice Submittal" plan. A few references will be sufficient to demonstrate that, while the Commission is most diligent in enforcing the law of the land, as enacted by Congress and interpreted by the Courts, the Commission's genuine ambition is to help rather than retard the progress of legitimate business.

### Price Maintenance

In a report submitted by the Federal Trade Commission to Congress in 1919, advocating the passage of a price maintenance bill, the Commission said among other things:

"The Supreme Court has made it clear that, in the present state of the law, the maintenance of a resale price by the producer is a restraint of trade and is unlawful.

"Such being the judgment of the Supreme Court, the Federal Trade Commission has enforced the law, even though it may have appeared to operate inequitably in some cases. In its enforcement of this rule, the Commission has been mindful that the cutting of a recognized resale price on well established and identified articles has been, at times, *indulged in for unfair trade purposes. When so unfairly used, such price-cutting is attempted* to be cloaked as lawful competition and justified by the Supreme Court decisions.

*"Thus, both price maintenance and price-cutting under certain conditions are found to be unfair and business men are perplexed.*

"The consuming public does not enjoy benefits by unfair price-cutting to compensate it for injuries following demoralization caused by price-cutting. *This for the reason that, in the long run, unrestrained price-cutting tends to impair, if not destroy the production and distribution of articles desirable to the public.*

"There must be a common ground wherein the rights of producer, purveyor and consumer may each be fully secured and equity done to all. The search for such ground has been a task of the Commission and results in the following conclusions:

(1) That producers of identified goods should be protected in their intangible property right or good will.

(2) That the unlimited power both to fix and to enforce and maintain a resale price may not be made lawful with safety.

(3) That unrestrained price-cutting is not in the public interest."

### To Promote Healthy Competition

These are the words of the Federal Trade Commission, the tribunal whose good offices we propose to seek to save the tobacco jobbing trade from ruin and disaster if not from complete destruction.

The Federal Trade Commission, while faithfully enforcing the law against price maintenance combinations, has thus demonstrated in no uncertain way that it stands for healthy rather than ruinous competition; that its ambition is to build and preserve industry rather than destroy

it; that it believes in fair trading rather than in reckless rivalry. May we not, therefore, assume with reasonable certainty that the Commission will not let the tobacco jobbers' complaint against demoralizing trading methods go unheeded; that it will not act with indifference on our plea for a chance to exist; that it will not fail to provide the remedy that the situation demands; that it will not permit the jobbing trade and the business of thousands of smaller manufacturers to be destroyed.

### The Jobber as an Indispensable Distributing Agent

While I do not know whether or not the middleman, or the jobber, can be readily dispensed with in other industries, I do know that in the tobacco industry the jobber performs an indispensable function and cannot be eliminated without destroying the business of thousands of the smaller manufacturers of cigars, cigarettes, or tobacco.

In the tobacco business the jobber renders a needful service to both the manufacturer and the retailer. Without him the thousands of smaller manufacturers would be unable to reach the retailer, and through him the consumer, and the consumer would be unable to procure that which he desires to have.

The large manufacturer, controlling national brands, may perhaps be able to make direct deliveries, for his brands are so popular and so strongly intrenched that they cannot readily be dispensed with by the retail trade, without suffering substantial loss of business, and hence the retail trade would necessarily be obliged to buy in such quantities as would warrant direct deliveries by the manufacturer. The smaller manufacturer, on the other hand, cannot possibly market his products without the jobber, for though his aggregate volume of business may be substantial, it is nevertheless so widely spread that no retail store can sell enough of his brands to stand the cost of direct deliveries, or to induce purchases in shipping quantities. Without the jobber these brands would be quickly dislodged. It follows therefore that to save the jobbing trade from destruction would mean the saving of the thousands of smaller manufacturers from ruin and disaster.

### Has Wide Application

The problem is not one that concerns merely the distributing branch of the tobacco industry, but it clearly affects the manufacturing branch as well as the entire industry including the man who raises the raw leaf.

I believe therefore that the entire situation should be submited to the Federal Trade Commission in accordance with its "Trade Practice Submittal" plan and that we should ask for a rule condemning as unfair methods of competition within the meaning of the statute the practices of selling staple brands of cigars, cigarettes, or tobacco of a standard value at, or below, cost as an inducement to purchase other commodities, such as groceries, drugs, candies, and other articles; or for the purpose of stimulating sales of privately owned or controlled brands; or with a view to inducing or encouraging retailers to slash retail prices on leading brands; or to use any staple brand of cigars, cigarettes, or tobacco as a leader—a fighting brand—selling it at cost, and sometimes below cost, in order to divert trade from competing concerns; or selling, as regular standard goods, surplus War stocks which are usually stale, damaged and deteriorated and purchased at less than cost of production, without clearly disclosing the fact to both retailer and consumer that such stock is not of the reglar standard goods.

All of these practices and many more, which will undoubtedly develop in the course of the contemplated proceeding, cannot but have a tendency to, and in fact, do, injure, destroy and lessen competition.

When I speak of cost, I mean, of course, the price paid for the merchandise plus an appropriate proportion of all reasonable ordinary and necessary expenses of operating the business, including all ordinary and reasonable overhead charges.

### Wholesome Competition Only Desired

Such ruling may perhaps be regarded as a restraint upon trading but, while public policy and public welfare demand that every person shall have the right to engage in any lawful business or occupation without restriction or limitation, yet it is equally essential for the good of the people and for the protection of industry that ruinous competition and reckless trade-wars which are always claimed to be carried on not in restraint of trade, but in the exercise of free competition, should be restricted by law.

People speak of the freedom to compete in the same strain as they speak of personal liberty. But the welfare of society demands that even our personal liberty should be restricted. In civilized communities even our natural rights are limited to the extent that public good and public policy demand.

We do want free competition, but we want the kind of free competition that gives every man an equal opportunity to produce, to buy and to sell his merchandise in an open market unrestricted and unrestrained by his competitors. We want free competition that is restricted and regulated by the rule of fair trading and by a due regard for the right of others to exist and to do business.

### Remarks by Hon. Jos. E. Davies

Joseph E. Davies, former chairman of the Federal Trade Commission, and a well known authority on the Trade Commission law, who has been co-operating with Mr. Dushkind, made some remarks to the conference. He said "price cutting below the cost of production, to lessen competitive sales, is an unfair method of competition."

Mr. Davies told the conference that from the study which he has made of the situation, the wholesale tobacco jobber is an essential to preserve competitive conditions in the industry. He pointed out that while the big tobacco manufacturer might be able to get along without the jobber or the middle man the small manufacturer could not do this. He said that he was impressed by the thought for the middle man which is being given by the Tobacco Merchants' Association. He expressed the belief that Mr. Dushkind has evolved a plan which will give some relief to the industry.

"The situation in the industry," he said, "must be very serious and so considered to bring so many delegates to Washington to attend the conference." Speaking further of the middle man, Mr. Davies said that the middle man is not a parasite, which seems to be the general opinion today, but this is only an unthinking criticism. It would be impossible, he said, to do away with the middle man. The wholesaler is rendering a distinct service, Mr. Davies told the conference, of which he should be proud. Mr. Davies then discussed briefly the anti-Sherman law, the Clayton act and the Federal Trade Commission act.

The Federal Trade Commission has the duty, Mr. Davies said, of preserving competitive industry, and then he spoke at some length of the trade practice submittal, which has been undertaken in various industries by the Trade Commission.

There is undoubtedly trouble ahead for some tobacco jobbers and tobacco associations, according to Mr. Davies, and he made especial note of the fact that the Washington conference was not called to uphold any complaints pending at the Trade Commission for alleged violation of the law. The conference, Mr. Davies said, has nothing to do with former violations.

### Committees

At the conclusion of the morning session Mr. Davis appointed the following committee on organization: J. P. Manning, H. A. Beck, L. O. Hamilton, J. T. Woodhouse, J. S. Deben, C. B. Leidersdorf, and W. M. Chalmers.

Mr. Davis also appointed the following committee on resolutions: P. A. Booco, Lee Marx, George W. Barnes, Arthur E. Harmes, R. D. Burnett, David Straus, and G. O. Bretscher.

At the conclusion of the morning session Mr. Dushkind invited all of the delegates to a luncheon on behalf of the Tobacco Merchants' Association. Following the luncheon an afternoon session was held at which the whole subject was discussed by a number of the delegates. A petition was then drawn up which was finally approved by the conference and which is being submitted today to Col. Nelson Gaskill, chairman of the Federal Trade Commission. The petition briefly sets forth the situation and asks the commission that a date be set for a trade practice submittal for the tobacco industry.

## The Petition

The petition filed with the Trade Commission by the tobacco conference was as follows:

BEFORE THE FEDERAL TRADE COMMISSION:

To the Honorable, The Federal Trade Commission, Washington, D. C.

And now come your petitioners who respectfully submit the following facts for your consideration.

That they are citizens of the United States and are engaged in the wholesale business of selling tobacco products—commonly known in the tobacco trade as tobacco jobbers—that their names, places of doing business and the names of their firms are respectively as follows:

That the foregoing petitioners have organized themselves into a committee under the name of the National Wholesale Tobacconist's Committee at a meeting held in Washington on the 25th day of April, 1922, for the purpose of presenting to the Honorable, the Federal Trade Commission, or other proper governmental agencies, the serious and destructive conditions that exist in the wholesale branch of the tobacco industry which conditions are not only a serious detriment to the jobbing trade but to the entire tobacco industry with resultant damage to the public interest.

### General Organization of the Tobacco Industry

Divisions of Functions in Industry.—Your petitioners respectfully represent that there are four different functions clearly defined in the organization of the tobacco industry, to wit:

(a) The growing and production of tobacco;

(b) The manufacturing thereof;

(c) The wholesale distribution thereof;

(d) The retail distribution thereof.

### Conditions in Production

That in the growing of tobacco a large acreage is utilized in New England, New York, Pennsylvania, Ohio, Kentucky, Tennessee, North Carolina, South Carolina, Wisconsin, Georgia and Florida, aggregating approximately 1,500,000 acres, in the cultivation of which over 300,000 farmers are engaged, and that this industry affects a substantial agricultural interest in the United States.

### General Conditions in Manufacture

Kinds of Tobacco Manufactured.—That in the manufacturing branch of the industry there are produced the following tobacco products: cigars, cigarettes, tobacco (both smoking and chewing of various types); and in a relatively small volume, snuff.

That the relative values of the total production of the three classes of tobacco products, as represented in retail prices are approximately as follows:

| | |
|---|---|
| Cigars | $550,000,000 |
| Cigarettes | 500,000,000 |
| Tobacco | 500,000,000 |

These figures are given on information and belief, but are generally recognized as substantially correct in the trade.

### Brands and Trade Marks

That it has always been customary from time immemorial for manufacturers of the various tobacco articles to pack and put up their products in small parcels or packages for sale to the consumer bearing various distinguishing labels, brands, symbols, figures, trademarks, or trade names and through extensive advertising methods and through various other ways and means, the consumers of such tobacco articles have been induced, persuaded and procured to recognize, demand, request and call for such articles, by such distinguishing names, labels, brands, trade-marks or trade names as aforesaid, so that no dealer in such goods could or can successfully carry on or conduct such business without handling and supplying the consumers with the various tobacco articles bearing such names, brands, labels, symbols, trade-marks or trade names.

### Competitive Conditions in Manufacture

That in the manufacture of cigars, cigarettes and tobacco the major part of the total production in the United States is produced by probably less than 100 large manufacturers, that the remainder is produced by approximately 12,000 smaller manufacturers with relatively small capital. Your petitioners further allege, upon information and belief, that as respects quality, economy in costs of production, and price the smaller manufacturers can and do successfully compete with the large manufacturers.

### General Conditions in Distribution

Your petitioners respectfully represent that all wholesale merchants in the tobacco industry do make purchases of different brands of cigars, cigarettes and tobaccos from different manufacturers located in different states of the United States; that such products are necessarily transported in interstate commerce; that in the sale of their product in very large measure the jobbing trade extends beyond the confines of single states, and that such jobbers, including your petitioners, are respectively engaged in interstate commerce.

Your petitioners respectfully represent that in the United States there are at least 500,000 retail stores in which cigars, cigarettes and tobaccos are sold; that the total annual sales of tobacco by the said retail stores amount to approximately $1,550,000,000, and that the average annual sales of retailers in the United States therefore amounts to about $3,000 a year, or about $60 per week; that in this amount handled by each retailer there are probably a hundred, more or less, different kinds, brands, and varieties of cigars, cigarettes, and tobacco, each of which by reason of its peculiar blend, taste, aroma or make-up has a particular clientele, the demands for which vary greatly in different communities; that the weekly purchases of retailers are, therefore, made up of a very large variety of different classes, each class or brand necessarily constituting but a small part of the retailer's requirement; that the purchases of the retailer are controlled by the demands in the community and that it is a practical necessity for every retailer to carry any and all stocks for which there is any demand whatsoever so that that demand may be served; that, therefore, the purchases of the retailer are in widely variable assortments of scores of different kinds of tobacco, cigars, and cigarettes from as many different manufacturers scattered all over the United States.

### The Tobacco Wholesaler Is Essential to the Maintenance of Competition

The wholesale tobacco trade in the United States is an essential part of the competitive system in the industry. The tobacco wholesalers render an invaluable service to the smaller manufacturer, to the retailer, and to the buying public in the following ways:

1. *They preserve in competition thousands of smaller manufacturers.* Lack of capital makes it utterly impossible for the small manufacturer to maintain a selling organization, to establish distributing warehouses, to assume credit risk, to pay freight charges to distributing points, and the other expenses attendant upon direct distribution. The wholesaler, not only furnishes to the smaller manufacturer quantity orders, stabilizing his production, but also through quantity rates brings the goods more cheaply to the consuming markets. He distributes many lines of numerous manufacturers, and is thus able to apportion the overhead and other expenses among the many items, thus greatly reducing the unit cost of marketing and keeping the goods of the smaller manufacturer in vigorous competition with those of the large manufacturer. With their warehouses located in every part of the United States the jobbers afford a co-operative distributing system of tremendous value to the small manufacturers, and even to the large manufacturers, which could not be duplicated, even by the large manufacturers, except by enormous warehouse duplication, and great economic waste. Without the wholesaler, or some other agency per-

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NEW YORK, THURSDAY, APRIL 27, 1922

## ELIMINATE THE STICKERS

To serve a purpose of the internal revenue law, why should each box of cigars be ticketed particularly?

Apparently, the government would not lose anything by the elimination of the little sticker that oft times is prejudicial to the dealer.

Officially, the chief concern of representatives of the treasury department is to insure the collection of maximum taxes. But, if revenue is undiminished, if collections are just as easy and business can be accommodated somewhat, where is the objection to the omission of a sticker?

Internal revenue taxes, per thousand, are imposed on cigars according to assumed retail prices. As arranged by law, for the purposes of taxation, cigar classifications A, B, C, D and E in effect are determined by the manufacturers. Not exactly in accord with prices obtained at the factory but with reference to what the retailer will get, a manufacturer fixes the classification of the cigars he makes. "And the cigars are so tax paid."

Affixed to every box, a revenue stamp tells the story. The classification of the cigars, whether A, B, C, D, or E, is shown unmistakably by the lettering on the revenue stamp. For verification of the manufacturer's statement, that the cigars in the box have been duly tax-paid, what more do officials of the government require?

It is a penal offense to remove, from the factory, boxes of cigars not stamped. The manufacturer is compelled to keep books in a specified way. His records must be accurate and complete. He has to account for every pound of tobacco he buys. To prevent the government from being defrauded of a cent, each cigar factory is subject to inspection and supervision. A manufacturer could not be successful in any attempt to stamp his cigar boxes improperly.

For the government the so-called classification sticker is not a necessary safeguard. To dispense with the sticker entirely would not reduce in the least the income that the national treasury derives from taxes on cigars.

From the tax collector's point of view, the sticker does not appear to be helpful.

Small is the first cost of the tiny placards. The labor of emplacing them does not add greatly to a cigar manufacturer's expenses. If, throughout the trade, only factory proprietors were affected, probably no complaint concerning the stickers would be made.

Yet a little thing may be very irritating.

To jobber and retailer, at times, the stickers are prejudicial and vexatious. Injustice is done, dealers are provoked and sales are retarded.

Pasted on each box, the manufacturer's printed announcement of the price at which the cigars should be retailed, obviously, may be unfair to the retailer.

Though the retailer is not penalized by law for failure to adhere strictly to the prices indicated by the stickers, the printed statement on the box may cause an honest dealer to appear in quite an unfavorable light before a prospective customer.

A hesitating buyer, seeing the little placard on the box, would believe that the sticker declared the right price under all circumstances throughout the country. If asked to pay anything above the indicated price, he would regard the retailer as a profiteer.

By attaching stickers to the boxes, the manufacturer practically fixes prices. In this price fixing, however, not everything is taken into account. Distance, the expense of transportation and conditions of purchase are not fully considered in many instances.

If, in addition to the manufacturer's price, plus the jobber's profit, a retailer, 2,000 miles away from the factory, has to pay, directly or indirectly, $2 per thousand or more, perhaps, for freight charges, is it right to expect him to ignore his freight bills when he decides at what price he will sell the cigars?

Excepting, possibly, one or two extremely popular, strongly supported, widely advertised brands on which the turnover is very rapid and large, $35 per thousand is about as high as the average retailer can afford to pay for cigars to be retailed at five cents each.

Properly enough, because of ability to buy in big quantities, companies operating chain stores, though retailers, can obtain from the manufacturer cigars at prices as low as those offered to the most favored jobber. Suppose a manufacturer had cigars that he refused to sell for less than $34 per thousand. On the boxes would be stickers, stating: "The cigars herein contained were manufactured to sell for not more than five cents each and are so tax paid." Such cigars the chain stores could buy and retail profitably at a nickel each. But the smaller retailer, on the other side of the country, buying from a jobber and paying shipping charges, may find that cigars of the same brand and size will cost him $40 or more per thousand. Yet, on the boxes he gets, the stickers will say that "the cigars herein contained were manufactured to retail at not more than five cents each." In selling such cigars he either must lose a good part of his legitimate profit or undertake the thankless task of telling each buyer why he has to ask more than the indicated price.

One effect of the stickers is a restriction of sales.

Unless the manufacturer can make adjustments that equalize prices to retailers in all parts of the country, the stickers on the boxes will retard the national distribution of brands.

The tendency of the sticker is monopolistic. Without actually bringing monoplies into being, it creates conditions that prevent retailers, not so favorably situated, from buying certain priced cigars.

It is conceivable, too, that the sticker could be used by the unscrupulous in efforts "to skin the consumer."

By paying a tax on a higher classification to obtain the unjust profit associated with selling "long shots" to the unsophisticated, a complaisant manufacturer and crafty dealers might connive to offer showy, trash-filled cigars for sale in boxes adorned with stickers certifying that "the cigars herein contained" were manufactured to retail at more than fifteen cents each and not more than twenty cents each.

Including the increased internal revenue tax necessitated by placing the deceptive cigars in Class D, the trick merchandise actually would cost the dealer less than he would have to pay for worthy goods in Class C.

To a customer who didn't know the ropes, the sticker on the box might offer a convincing argument.

During the "period of prodigal spending" that followed the war, it was notorious that dealers induced more than one manufacturer to declare and tax-pay medium grade cigars into higher classes so the seller could gain a larger profit.

It is a mistake to suppose that the sticker on the box always will serve to protect the ultimate buyer. In one way the sticker may vex the dealer who seeks no more than a fair profit. Reversely, it can be employed to camouflage an imposition on the public.

For the proper collection of internal revenue taxes on cigars, according to classification, the sticker is quite unnecessary. Why, then, should the sticker be retained?

Packs of cigarettes, sacks and cans of smoking tobacco, containers of snuff and wrappings of plug are not ticketed with any statement of the manufacturer relative to the price at which the article should be retailed.

Though he has to pay for the internal revenue stamps that must be emplaced on bottles of proprietary medicines, perfumes and cosmetics, the patron of the drug store isn't given the manufacturer's printed declaration of the price at which the stuff should be retailed.

Is it fair or right that, of all the things on which internal revenue stamps are required to be emplaced, only cigars are invidiously distinguished by a sticker affixed to each box?

If the stickers serve no useful purpose, if they are objectionable, on occasion, to many in the trade, can any good reason be urged for the continued use of stickers?

Because of conditions existing in the cigar business throughout the country today, the merchant wants to see value and salability; before he will buy extensively, he must have assurances of selling at a fair profit; he is looking for attractiveness combined with quality that will cause the customer to come back for more.

Manufacturer, jobber and retailer certainly are interested in the revival and improvement of trade. Directly or indirectly, everyone in the cigar business is, or should be, willing to assist in the removal of disadvantages.

If the elimination of stickers is earnestly sought, the desired result can be accomplished most easily and quickly by concerted action.

## APPROACHING IMPROVEMENT

The brightening of the sky is the first indication of dawn. About the tobacco industry, as yet, the atmosphere is not entirely roseate. The pessimist still sees things that are darkly suggestive. But some of the gloom has been dispelled. The outlook becomes more favorable. Encouraging signs are noticed. The situation, generally, presents a more cheerful aspect. Approaching improvement is heralded. "Coming events cast their shadows before." Business is getting better. Prosperity is returning. Soon, we may have good times, again.

The subsidence, the demoralization of export trade, the world wide depression of business, naturally and inevitably affected the tobacco industry.

Compelled to endure prolonged adversity, the tobacco industry has stood the ordeal better, perhaps, than the wise ones expected.

Of the great industries of the United States, tobacco is accused of suffering the least, financially, during the lean years.

Since the war, the tobacco industry had setbacks; it shared the ills common to agriculture, manufacturing and commerce, the world over; it had troubles of its own; it had days of tribulation, weeks of distress, months when "business was rotten"; nevertheless, each year, it made some progress; it maintained prestige, it demonstrated enduring importance; it came through a trying period proudly asserting its vitality. As it emerges now from the shadow of adversity, it is ready to advance, unhesitatingly. Into the sunshine of prosperity, betokened by the dawning of better conditions, the tobacco industry will go, prepared to succeed more importantly.

"Plan ahead, endeavor to do more and worry less," is the preachment to all in the tobacco industry, to-day.

★111

# one-eleven cigarettes

*In a new package that fits the pocket—*
*At a price that fits the pocket-book—*
*The same unmatched blend of*
*TURKISH, VIRGINIA and BURLEY Tobaccos*

*Three Friendly Gentlemen*

10¢ *for* FIFTEEN

© Guaranteed by
The American Tobacco Co.
INCORPORATED
—Which means that if you don't like "111" Cigarettes, you can get your money back from the dealer.

★111 FIFTH AVE.
NEW YORK CITY

## Cigar Factory Statistics

WASHINGTON, D. C., April 24.—The Bureau of Labor Statistics, Department of Labor, has compiled figures showing the emplyoment and wages paid in 52 cigar factories during the months of March, 1921, and March, 1922. According to the Bureau's figures, there were 15,163 persons employed in these 52 cigar factories in March, 1921, as compared with 15,225 employed in March, 1922, which is an increase of 0.4 per cent. The payrolls in these factories amounted to $291,517 in March, 1921, as compared with $264,696 in March, 1922, which is a decrease of 9.2 per cent.

The Bureau also shows a comparison between the employment and wages paid in 56 cigar factories in the months of February and March of this year. In Februady 15,506 persons were employed, increasing slightly in March to 15,837, an increase of 2.1 per cent. The pay rolls in February amounted to $258,450 in these 56 factories, as compared with $275,667 paid in March, showing an increase of 6.7 per cent.

The Bureau has the following to say in connection with changes in wage rates and per capita earnings in the cigar industry during the period from February 15 to March 15, 1922:

"A decrease of 14 per cent in wage rates, affecting 55 per cent of the employees, was reported by one establishment. Two-thirds of the employees in two factories had respective decreases of 10 per cent and 5¾ per cent. An increase in per capita earnings of 4.4 per cent was shown when February and March figures were compared."

## Connecticut Leaf Meeting

HARTFORD, April 25.—At the annual meeting of the Conn. Leaf Tobacco Association held at the Hotel Bond Thursday, April 20, E. A. Hatheway, of the firm of Hatheway & Steane, was elected president. Maurice Hartman, of the firm of A. & S. Hartman, was elected vice-president. Gordon W. Stewart, of the firm of A. N. Shepard & Son, was elected secretary and treasurer.

A vote of thanks was extended F. B. Griffin for the services and untiring energy he has used during the last few years in which he acted as president of the association.

It was voted that the following act as delegates to the National Cigar Leaf convention which is to be held at Atlantic City: A. Hartman, W. M. Kahn, Gordon W. Stewart. Alternates: William Fuller, Maurice Hartman, William S. Huntting.

## Prize Radio Contest

On Wednesday, April 19, between 7.30 and 7.45 P. M. there was broadcasted from the Westinghouse Station at Newark, N. J. (WJZ) a very interesting and instructive talk on Pipe Smoking and Pipe Smokers, by Geo. R. Wilson. Wm. Demuth & Co., the World's Largest Makers of Fine Pipes, had announced that $100 in cash prizes would be divided among amateur radio enthusiasts submitting the most accurate reports of this talk. This is the first time that a prize has been offered for accuracy in "listening in" on the radio telephone, and many zealous amateur operators responded to the spirit of competition.

Letters from prominent municipal officials and well known business men, tell of "listening in" parties which were formed to hear this novel lecture. It is estimated by the Westinghouse Electric Co., and Wm. Demuth & Co., that no less than 1,500 amateur receiving stations within the Metropolitan district, listened to this talk.

All reports mailed on or before April 24, will be eligible for the prizes.

First prize, $50; second prize, $25; next five prizes, $5 each.

The judges are: Wm. Demuth, of Wm. Demuth & Co.; Rhey T. Snodgrass, of Snodgrass & Gawness; S. Lee Henderson.

Prizes will be awarded and mailed to the winners on May 10.

## Consolidated in New Quarters

Using its own service department for the task of moving, the Consolidated Cigar Corporation shifted its head offices on Monday from its building at 81st street and East End avenue, to its new location in the Heckscher Building, Fifth avenue and Fifty-seventh street. The move was made with practically no interruption of the corporation's office routine; the staff has settled down in the new quarters and continues to work like a well-oiled machine.

The Consolidated occupies the entire seventeenth floor of the Heckscher Building, a splendid suite with light on three sides and a magnificent view of the city from the windows. The central portion of the floor is used as a reception room. On the left or western side are the general offices and the accounting department, on the northern side are the treasurer's office and auditor's quarters. In the northeastern corner is a commodious directors' room, while the other officers of the corporation have their quarters on the eastern side. The corporation's new home is an unusually handsome one. Its new telephone number is Circle 4282.

## To the Sumatra Mecca

Julius Marqusee, and H. A. Kramer, of Julius Marqusee & Son, Inc., leaf merchants, 141 Water street, are scheduled to sail May 2, on the *Aquitania* for Amsterdam. The corporation of Julius Marqusee & Son own the important Java marks, Wedi Birit (Krian) Djoewiring and Ketandan. These marks are of great importance to the American cigar manufacturer, and the house of Marqusee has secured them for several years to come.

## Trade Associations

WASHINGTON, D. C., April 25.—A subcommittee of the Senate Judiciary Committee composed of Senator Cummins of Iowa, Senator Nelson of Minnesota and Senator Walsh of Montana, has been appointed to hold hearings and take up the Edge bill for the control of trade associations. No date has yet been set for the hearings.—LAMM.

## Kline Back in Town

E. A. Kline, 152 West 42d street, manufacturer of the well known Medallist cigar, returned last Friday from a successful trip to Philadelphia, Baltimore and Washington. He secured new accounts and many repeat orders. Mr. Kline plans to attend the T. M. A. convention, May 24 and 25, accompanied by his father, Jacob Kline, of Cleveland.

## To Have Durham Cigar Factory

DURHAM, N. C., April 22.—The Fulton-Pou Cigar Co., a newly incorporated concern, will open a factory in Durham by the first of May, employing 50 people with an output of 40,000 cigars daily. The company is capitalized at $100,000 and will be given over exclusively to the manufacture of Pinehurst Cigars, a brand which has become well known and popular in Durham as well as elsewhere.

## Business Improving

Simon Batt & Co., cigar manufacturers of 152 West 42nd street, report an improvement in business. La Verdad and Palo are holding their own.

### A "Practical" Gift

Wedmore—What's the idea of giving your fiancee a cigarette case? Does she smoke?

Gadboy—Oh, no; but she's just about to break off and send my presents back and I can use it myself.—*Greensboro News.*

FALK TOBACCO COMPANY, Inc., NEW YORK
RICHMOND, LONDON

***The Largest Cigar Store In The Largest City and the Most Prominently Located Cigar Store In the World Displays its Cigars in Wooden Boxes***

THE above photograph shows a window of the United Cigar Store in the Flatiron Building, New York.

The fact that this great store devotes an *entire* window to a display of box brands is a noteworthy tribute to the superior eye-drawing qualities of the WOODEN CIGAR BOX. It also proves that with retailer as well as with smoker the wooden cigar box remains the accepted standard packing for cigars.

The compact, convenient shape of the wooden box permits of the most unique and striking display effects in window as well as on the counter.

The wooden box is the *only* container for cigars that enables the smoker to make prompt selection for shape and color.

(Advertisement)

## Tobacco Securities

By Marketwise

TUESDAY MORNING, April 25.—While the feverish activity throughout the list of a week ago has abated in a measure, the good tone continues and the substantial gains made by the tobaccos have in the main been held. Figures reached and net changes for the more active of the listed tobaccos are as follows:

| | | |
|---|---|---|
| American Sumatra | 35 | —1 |
| American Tobacco | 190¼ | — ⅝ |
| American Tobacco "B" | 136⅞ | + ⅜ |
| Consolidated Cigar | 28½ | — ⅞ |
| General Cigar | 73⅝ | — ⅜ |
| Liggett & Myers | 170 | + ⅛ |
| P. Lorillard | 148½ | +2⅞ |
| R. J. Reynolds "B" | 48 | +1⅛ |
| Tobacco Products | 69¾ | —1½ |
| United Retail Stores | 51⅝ | +2⅝ |

MacAndrews & Forbes common continues to improve steadily and from the way the stock acts it is probable the forthcoming annual report will be favorable.

American Cigar common has simmered down to a close market; the stock seems cheap even allowing for the reduced dividend rate. There is quite some of the preferred in the market and this issue is selling out of line with other tobacco preferred stocks.

Schulte Retail Stores had a move of its own this week. Recent figures for the first three months of the year show that sales are over 4 per cent ahead of the corresponding period last year. In view of the reduction in prices, the quantity of goods sold is even greater than the above figure. This company does not publish an earnings statement, but figuring on the basis of the relation of sales to net profits of its competitor, United Cigar Stores, the company should be earning in the neighborhood of $4 to $5 per share net on the common stock.

United stock has been offered down as low as 130 recently on the Board and odd lots have been offered cheaper "over the counter." In view of the general move in tobaccos, stock purchased around present prices should prove cheap as soon as the directors decide to pay dividends; there never has been any question that United Cigar Stores is making the money to pay them.

## Big Tobacco Plans Started in Richmond

RICHMOND, Va., April 22.—With a capital of $5,000,000 preferred stock, 50,000 shares of no par value common stock and 5,000 shares of no par value manager's stock, an application was filed with the State Corporation Commission yesterday for a charter for the Southern States Tobacco Co., which will operate in Virginia, North Carolina and South Carolina, where it will build or acquire a number of plants, particularly in the bright belt.

The temporary officers are James Mullen, president; Lewis C. Williams, vice-president, and Guy B. Hazelgrove, secretary-treasurer. Permanent organization will be effected shortly, and it is understood that a number of Richmond tobacco men will be among the permanent officers of the company.

The Southern States Tobacco Co. will be a service company to redry, rehandle and store tobacco for growers, associations, merchants or manufacturers, and it is destined to become an important branch of the tobacco industry of the three States where its activities will be centered.

No definite statement regarding the company's plans could be given out by the temporary officers, two of whom, Williams and Mullen, acted as attorneys in presenting the papers to the State Corporation Commission.

### Inactive and Unlisted Stocks

Closing Prices Tuesday

Reported by Stone, Prosser & Doty

| | Bid | Asked |
|---|---|---|
| American Cigar Com. | 65 | 71 |
| American Cigar Pfd. | 82 | 87 |
| American Mach. & Fdy. | 220 | 250 |
| American Tobacco Scrip. | 128 | 130 |
| Bayuk Bros. Com. | 32 | 36 |
| Bayuk Bros. Pfd. | 92 | 98 |
| British-Amer. Tob. Co. | 16½ | 17½ |
| Conley Foil | 11 | 13 |
| Eisenlohr & Bros. Com. | 60 | 67 |
| Eisenlohr & Bros. Pfd. | 89 | 93 |
| Geo. W. Helme Com. | 144 | 151 |
| Geo. W. Helme Pfd. | 108 | 111 |
| Hav. Tobacco Com. | 1/16 | 3/16 |
| Hav. Tobacco Pfd. | ¾ | 1 |
| Imperial Tobacco Co. | 12¼ | 13¼ |
| International Cigar Mach. | 23 | 28 |
| Johnson Foil | 85 | 100 |
| J. S. Young Com. | 80 | 90 |
| J. S. Young Pfd. | 90 | 100 |
| McAndrews & Forbes Com. | 101 | 105 |
| McAndrews & Forbes Pfd. | 94 | 98 |
| Mengel Co. Com. | 37 | 40 |
| Metropolitan Tobacco | 95 | 125 |
| Philip Morris | 9 | 11 |
| Porto Rican A. T. Co. | 57 | 63 |
| Porto Rican A. T. Scrip. | 60 | 80 |
| R. J. Reynolds "A" | 70 | 80 |
| Schulte Retail Stores | 34 | 37 |
| Tobacco Prod. Export | 4½ | 6 |
| Tobacco Prod. 8% Scrip. | 99 | 102 |
| Tobacco Prod. 7% Scrip. | 99 | 101 |
| United Cigar Stores | 105 | 130 |
| Universal Leaf Com. | 125 | 130 |
| Universal Leaf Pfd | 101 | 104 |
| United Profit-Sharing | 1 | 1¼ |
| U. S. Tobacco | 45 | 47 |
| U. S. Tobacco Pfd. | 107 | 111 |

### Tobacco Retailers' Association, Inc.

ALBANY, N. Y., April 25.—The Tobacco Retailers' Association of this city has been incorporated. Capital stock, $25,000. Incorporators, C. E. Kirk, R. L. Binder and A. Butler. Attorney, A. S. Ury, Albany.

### Am. Paper Cigar Box Co., Inc.

MILWAUKEE, Wis., April 22.—The American Paper Cigar Box Inc.; capital 50 shares preferred $100, 1,000 non par common. Incorporators, H. J. McCabe, H. B. Mortier, Fred R. Wright.

### TOBACCO STOCKS

Closing Prices Tuesday

Reported by Tucker, Anthony & Co.

| | Bid | Asked |
|---|---|---|
| American Snuff | 133 | 134¾ |
| American Snuff pfd. | 94 | 96 |
| American Sumatra | 34½ | 35 |
| American Sumatra pfd. | 62½ | 65 |
| American Tobacco | 139¼ | 140 |
| American Tobacco "B" | 136 | 136¼ |
| American Tobacco pfd. | 100⅞ | 101 |
| Consolidated Cigar | 25 | 28 |
| Consolidated Cigar pfd. | 60 | 62 |
| General Cigar | 74 | 74½ |
| General Cigar Deb. pfd. | 100 | 101 |
| General Cigar pfd. | 100 | 105 |
| Liggett & Myers | 160 | 170 |
| Liggett & Myers "B" | 160 | 170 |
| Liggett & Myers pfd. | 113 | 114 |
| Lorillard, P. | 149 | 150 |
| Lorillard, P. pfd. | 106 | 113 |
| Tobacco Products | 69¾ | 70 |
| Tobacco Products pfd. | 91½ | 93½ |
| United Cigar pfd. | 106½ | 109½ |
| United Retail Stores | 51⅝ | 51⅞ |

## General Cigar Shows Steady Earning Power

Recent strength in common shares of General Cigar Co., Inc., reflects growing appreciation of the company's position and business prospects rather than possibility of an immediate increase in the present dividend of $6.

During last ten years, earnings, after taxes and interest, have averaged better than $1,900,000, which, after providing for dividends on total amount of preferred and debenture preferred outstanding December 31, last, says the *Wall Street Journal*, was close to $7 a share on the 181,040 common shares.

In the nine years since 1912, there was put back into the business from earnings, after payment of dividends, $4,985,616, the equivalent of over $27 a share on the common.

### Earnings Record

Following gives net, after taxes and interest, and surplus, after dividends, for last ten years:

| | Net | Surplus |
|---|---|---|
| 1921 | $2,113,885 | $228,550 |
| 1920 | 3,040,419 | 1,652,448 |
| 1919 | 2,772,933 | 1,384,846 |
| 1918 | 1,659,886 | 585,726 |
| 1917 | ..... | 267,862 |
| 1916 | 1,313,865 | 239,705 |
| 1915 | 1,472,982 | 398,822 |
| 1914 | 1,554,796 | *448 |
| 1913 | 1,508,369 | †227,209 |
| 1912 | 1,374,967 | ‡306,847 |

*After writing off $180,188 from goodwill and appropriating $300,000 for capital reserve.

†After charging off loss of $132,000 on G. L. Storm & Co. and appropriating $100,000 for capital reserve.

‡After appropriating $100,000 for capital reserve.

### Growth of Resources

Since 1912 capitalization has been increased $6,920,000 by issue of debenture preferred and additional common stock. This coupled with the $4,985,616 put back into property from earnings, made net gain in resources $11,905,616.

Following gives position December 31, last, compared with the close of 1912:

| | Des. 31, '21 | Dec. 31, '12 |
|---|---|---|
| Working capital | $14,051,650 | $5,727,727 |
| Property account. | 22,282,783 | 18,363,752 |
| Deb. pfd. at cost. | 178,848 | ..... |
| Stock for emp. | 207,770 | ..... |
| Def. charges | 171,903 | 119,828 |
| Total | $36,892,954 | $24,211,307 |
| Less funded debt. | ..... | 60,000 |
| | $36,892,954 | $24,151,307 |
| Less reserves | 1,436,031 | 600,000 |
| Total resources. | $35,456,923 | $23,551,307 |

### Position of Preferred Shares

Average net, after taxes and interest, for last ten years has been more than five times dividend requirements on the $5,000,000 preferred, selling around 102 Net working capital at the close of 1921 was equivalent to $281 on these shares and book value, after deducting goodwill, was over $350 a share.

After allowing for preferred dividend, average net was over five times dividend requirements on 44,200 shares of debenture preferred. Net working capital, after deducting $5,000,000 preferred, was equivalent December 31 to $205 on the debenture preferred. Net tangible assets available for this issue, after allowing for the preferred, were equivalent to $285 a share.

This debenture preferred, which is selling around 100, is convertible into common share for share.

### Ever Moist Cigar Box Co., Inc.

CHICAGO, April 22.—The Ever Moist Cigar Box Co., 211 West Lake street, has been incorporated. Capital stock, $6,000. Incorporators, J. C. Rogers, A. L. Myers and S. Silberman.


**Tobacco Stocks**

**American Cigar**
**Amer. Tob. Div. Scrip**
**Geo. W. Helme**
**MacAndrews & Forbes**
**Mengel Company**
**Porto Rican Am. Tob.**
**R. J. Reynolds**
**Schulte Retail Stores**
**Tobacco Products Scrip**
**United Cigar Stores**
**Universal Leaf Tob.**
**Weyman-Bruton**
**J. S. Young**

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

**Stone, Prosser & Doty**

*Specialists in Tobacco Stocks*

**52 William Street, N. Y.**

Tel. Hanover 7728-37



CHANCELLOR Cigar

For years distinguished by its excellence
The Acknowledged Leader
Among Mild Sumatra-wrapped Havana Cigars

## Tobacco Jobbers' Conference

(*Continued from page* 5)

forming these identical functions, it would be impossible for the small manufacturers to market their goods at a reasonable cost, and they would inevitably be driven out of business. The large manufacturer might perhaps dispense with the wholesaler, because he controls National brands, and might be able to make direct deliveries, for his brands are so popularly and strongly intrenched that the retail trade must have them or suffer substantial loss of business. Because of that fact, the retail trade would be obliged to buy in quantities sufficiently large as would warrant direct deliveries by the manufacturer. This increase in quantity purchases by the retailer would of itself exclude the brands of the smaller manufacturer. It is respectfully submitted that the policy of this Government has always been to protect individual opportunity and to maintain competition, rather than to permit the development of conditions which tend toward the concentration or monopolization of the production of any commodity in the hands of a few.

2. *The wholesaler protects the re-retailer and tends to prevent the monopolization of retail distribution.* The wholesaler furnishes warehouse facilities adjacent to the consuming market, thus assuring to the retailer quicker and more economic delivery, and in smaller quantities, than could be secured through the manufacturer. This enables the retailer to conduct his business with smaller capital, in turn reducing the cost of doing business. It makes immediately available to the retailer, at all times, a supply of fresh goods, thus increasing the goodwill of his trade. The wholesaler maintains for the retailer a large assortment of goods, not only giving him a wide selection of competitive items, but maintains such goods in competition so that the retailer can secure the benefits of open free competition in every market. Thus by maintaining his many sources of supply, and by enabling him to do business with a minimum of capital, which consequently reduces cost, the wholesaler protects the retailer and frees him from the domination of a few manufacturers, and the heavy burden of overhead expenses which would make it difficult for the smaller retailers particularly to remain in business.

3. *The wholesaler protects hte public interests.* By furnishing a system of distribution for the small manufacturer, far less expensive than he can himself supply, the wholesaler maintains competition which Congress and the courts have repeatedly declared to be vitally in the public interest. By reducing the cost of selling for the small manufacturers, he enables the consuming public to secure the benefits of lower prices. By pooling in practical effect the requirements of retailers at the economic points of demand, the wholesalers tie up far less capital than would be required if the retailers were compelled to carry full stocks and to depend upon factory shipments for replacements. Thus economic waste of capital is avoided, and the cost of doing business reduced with resulting benefits to the public. At the same time the cost of distribution is reduced, the consumer is likewise assured of the benefit of a fresh and certain supply.

Upon the facts herein stated, it is obvious that the wholesaler in the tobacco industry, by reason of the necessary economic functions he is performing better, more efficiently, and more cheaply, than is done by other agencies, is a factor of great public importance, and the interest of the public demands the continued existence and development of the wholesale branch of this industry. Your petitioners respectfully allege and believe:

(a) That no other system of distribution can distribute more cheaply and economically than the existing system of wholesale distribution, and

(b) That it is the only method of distribution which will conserve the competition of the manufacturer of tobacco and preserve to the public the benefits of free competition among manufacturers as well as among retailers.

Your petitioners, therefore, respectfully allege that it is to the public interest that the wholesale branch of the tobacco industry should be preserved in a clean, healthful and vigorous condition and should be protected from the encroachments of unfair methods of competition and unfair trade practices which might impair its usefulness and threaten its destruction.

### Unfair Methods of Competition Which Exist in the Tobacco Jobbing Trade

Your petitioners allege and respectfully show to the Federal Trade Commission that in the wholesale tobacco trade there have grown up and developed grave and serious abuses, which not only seriously impair the usefulness of the jobbing trade, but which tend to the destruction of that fair and decent competition that should exist to maintain the function of the jobber to serve the public in the competitive order of industry.

1. That the unfair practice has developed in the industry whereby by means of special discounts, rebates, concessions or allowances, jobbers are inducing and encouraging certain retailers to sell staple brands of cigars, cigarettes or tobacco at abnormally low prices, for the purpose of destroying competition in the retail trade. That the same practice is being followed for the purpose of injuring such brands, or for the purpose of hurting or destroying competitive brands, thereby lessening competition among producers or manufacturers.

2. In various communities there has developed among certain jobbers a practice of selling staple brands of cigars, cigarettes, or tobacco of standard values at actual cost, or below cost, for the sole purpose not of meeting legitimate competition, but of destroying, injuring, and lessening competition.

3. That certain jobbers who handle a wide variety of commodities, besides cigars, cigarettes and tobacco, have engaged in a system of unfair price discrimination in that they are selling at cost, or below cost, certain standard staple brands of cigars, cigarettes or tobaccos, for the purpose of inducing the retailer to purchase other commodities than tobacco, upon which they make up the losses sustained on their sales of tobacco products. That such practices are indulged it with the purpose and effect of lessening the competition and injuring those engaged exclusively in the tobacco business.

4. That staple brands of cigars, cigarettes or tobacco of standard values are being sold by jobbers throughout the country at, and below, cost for the purpose of securing increased sales of their own privately owned or controlled brands upon which they make up the losses sustained on the sales of the staple brands.

5. That the practice has become common among jobbers all over the country of selling staple brands of cigars, cigarettes, and tobacco of well-known and standard values, at, or below, cost for the sole purpose and with the effect of injuring and lessening the sale of competitive brands of the same class or type of goods.

6. Your petitioners further allege that it is the practice among certain jobbers who carry a varied line of goods, including cigars, cigarettes and tobacco to discriminate as between different commodities, and to sell at, or below, cost staple brands of cigars, cigarettes or tobacco, without adding thereto the appropriate proportion of the ordinary and reasonable expenses of operating the business, including overhead charges for the purpose of injuring, lessening and destroying competition.

7. That there has developed in the wholesale tobacco business the practice of selling staple brands of cigars, cigarettes, or tobacco at, or below, cost by wholesale druggists, who are engaged also in the liquor business, for the purpose of enlarging their volume of business in order to secure permits for the sale of increased quantities of liquor.

8. That certain deceptive practices have grown up since the War whereby stale and old cigars, cigarettes and tobacco exported to Europe during the War which have been returned to this country and disposed of as surplus War stock are sold by jobbers in a stale and deteriorated condition, without disclosing the age and condition of the goods, thereby deceiving the public: That such practice results in unfair competition with the standard goods of the same brands as well as competing brands, and that similarly staple brands of cigars, cigarettes, or tobacco, which have for some reason become stale, damaged or deteriorated are being sold without disclosing the fact that they are stale, damaged or deteriorated.

9. That in several other ways there have developed trade practices in the jobbing trade which are unwholesome and destructive of fair and legitimate competition.

10. Your petitioners further show and allege that all of the aforesaid practices have a tendency to and actually do injure, lessen and destroy competition and that said practices have been and are being indulged in for the purpose of injuring, lessening and destroying competition and that said practices constitute "unfair methods of competition" and are violative of the statutes in such cases made and provided.

Your petitioners respectfully submit this as and for an informal complaint, complaining of the unfair methods of competition hereinabove set forth, the exact facts in each case being unknown to the petitioners, but being available to the commission upon its investigation. Your petitioners, however, verily believe that were a large number of formal complaints to be issued pursuant hereto, single proceedings would not present all of the facts and that more complete, constructive and expeditious remedy could be applied through the effort of the trade itself to eliminate these practices by and through the co-operation of the Federal Trade Commission, pursuant to its rules made and provided.

Wherefore, your petitioners pray

First.—That pursuant to the established rules of the Honorable, the Federal Trade Commission, the Federal Trades Commission institute proceedings in the premises under the Trade Practice Submittal Plan to deal with the situation hereinabove set forth.

Second.—And for such other and further relief as the commission may deem just and proper in the premises.

Respectfully submitted,

NATIONAL WHOLESALE TOCACCONIST'S COMMITTEE

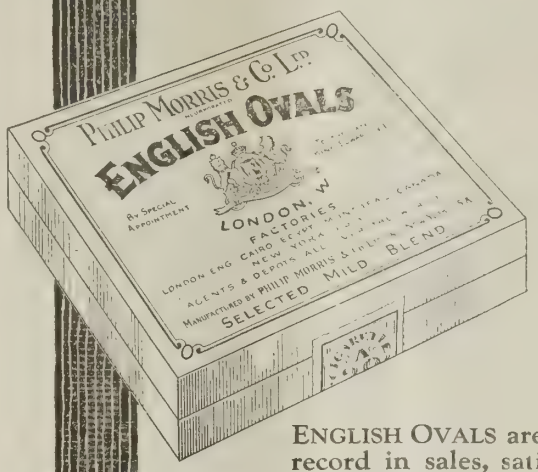
### Satisfactory Meeting

According to the general consensus of opinion the conference will prove to be successful in its undertaking.—LAMM.

## Two Popular Brands

Benito Rovira Co., cigar manufacturers at 311-315 East 62nd street, reports that business is fair. Maurice Robinson is traveling through New England, reaching Boston last Friday, and R. F. Donovan is planting Lafayettes and La Confesions in Texas.


ENGLISH OVALS
CIGARETTES
*Blended in the Good Old English Way*




Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

*Made by the makers of*

Philip Morris
BOND STREET CIGARETTES
In the Little Brown Box

*"The Ultimate in Cigarette Luxury"*

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

Every Bayuk Cigar
is made to four square
with the critical smoker's
idea of honest value for his money
**BAYUK BROS., INC.**
Originators of the
BAYUK INIMITABLE BLEND and BAYUK INCOMPARABLE BRANDS
*PHILADELPHIA*
**New York: 119 Lafayette Street** **Phone Franklin 3166**

**Prince Hamlet** **Mapacuba**
**Philadelphia Hand Made**
**Havana Ribbon**
**Charles Thomson**

# Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

## Diamond·F
## PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write us today for samples and let us send you a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond·F

Diamond State Fibre Company
**Bridgeport,** (Near Philadelphia) **Pa.**

# Philadelphia Business Enjoys Slight Revival

## Indications Point to a Final Return of Long Looked for Prosperity—Trade Shows Tendency Toward Higher Quality—Five Cent Brands Developing Good Market.

PHILADELPHIA, April 25.—True to expectations, the week brought with it some slight revival from the quietness which immediately followed the Easter rush, and this recovery is most pleasing to the retailers, not so much in itself because at best the gain of the week over the preceding was a slight one, but principally because it indicated the business trend which the trade has been counting on to restore prosperity at an early date. So far as the retailers, and particularly those in the central section of the city are concerned, they enjoyed during the week a larger gain in transient and in counter sales than in the box business, a condition of affairs, of course, due to the fact that Eastertime stocks had been exhausted and that the smoker again is in the market for fresh supplies. In this trade there is evident a tendency toward higher priced goods, or rather higher qualities since prices steadily are receding. But at the same time there is an increasing market for the old time five center, for which this city was notable, and Bayuk Bros. in particular, who are now concentrating sales activities on the Charles Thomson five-cent leader, find their offering everywhere taken up eagerly.

It is rumored that in the near future there will come an important announcement from another manufacturer of particular interest to the five-cent smoker. Exact information at this time is withheld.

In the meantime the several brands of five-cent goods which have been introduced into the market are all enjoying large and increasing sales.

Buying of cigarettes seems to have been stimulated by the general reduction of prices, particularly in carton lots made by the chain stores. Smoking tobaccos and pipe sales, too, are increasing, but not to a very large extent.

All of the largest local factories continue to operate to full or near full capacity, and those which have cultivated national distribution are to some extent oversold. Conditions throughout the South and the West are reported to be particularly notable in their improveme and there is no longer a shadow of doubt, even among the least sanguine, that the future holds business that will quite measure up to what may be taken as a fair normal.

In the leaf trade, buying continues rather sluggish and prices are not very firmly held. The bright side of the situation during the past week was the appearance of a larger number of inquiries than for some time, and of course, this change is a matter of great satisfaction to the leaf brokers. They do not anticipate a rush, but they do believe that henceforth every month will show an improvement over its predecessor.

Despite a discouragingly small attendance at the recent meeting, or rather the near meeting of the Cigar and Tobacco Dealers' Association held at the Café Louis, its officers are still determined to continue their efforts towards organization, and another session has been set for Wednesday night of next week.

### Sign New Lease

With the signing of a lease during the week by Duncan & Moorhead for the property, 622 Chestnut St., the firm is about closing its second score of years of business in this immediate locality and it is hopeful that it will round out a half century of business life in the new premises. Possession is to be taken by them about June 1. They are slightly less in size than the store and warehouse now occupied at 722 Chestnut street, but they will permit the firm to carry an equally large amount of stock and to continue its retail stand. The surviving member of this firm is S. Steward Moorehead, who with Jacob Duncan established the business some forty years ago. Mr. Moorhead had been on the sales force of the tobacco and cigar department, and Mr. Duncan was in the accounting room of the Blackwell Durham Tobacco Co., better known as the Bull Durham, when it was taken over by the Union Tobacco Co., of Philadelphia, and subsequently by the American Tobacco Co. The Blackwell Durham Co. was located at 603 Chestnut street, in the old Ledger building in the early 80's, subsequently removing to 511 Chestnut street. Upon its discontinuance in business, Duncan & Moorhead took over the cigar end of the business and established the present firm of Duncan & Moorhead. Mr. Moorhead, who was the active figure in the organization of the Philadelphia Tobacco Jobbers' Association, has been an active figure in the cigar business of his immediate neighborhood since 1882.

The Post Cigar Co., of 2729 Bank street, claims a production of 100,000 cigars weekly. The Bank street factory is in charge of A. Cohen, formerly with Eiseman Brothers, manufacturers of the Men-de-Lion. During the week, the firm for the first time invaded outside territory. It has appointed Phillip Elich of this city, a representative in Washington, D. C., to call on the retail and jobbing trade there and it reported a few days after his appointments a repeat order for the considerable amout of stuff he took with him.

Creditors of R. Schaatz, proprietor of a retail business in Race street, near Broad, are desirous of getting into conference with him over their claims which run into several thousands of dollars.

Jacob Brooks, who over a year ago opened a cigar stand at 204 South 9th street, has made such rapid strides in the manufacture of his Cuban cigars that he has found it necessary to acquire additional premises at 230 South 9th street. The new quarters will be devoted exclusively to the manufacturing and the store at 204 South 9th street, partially devoted to manufacturing and sales rooms. In the new factory, there will be employed fifteen cigar makers for the manufacture of La Ileta and the Brooks Smokers. All of the cigars are Cuban handmade, the Brooks smoker being a five-cent proposition and La Ileta ranging in price from ten to three for fifty cents. A large number of the Brooks specialties are being distributed over the counters of the Continental Drug Store in the Continental Hotel.

A new cigar factory with headquarters in the building occupied by Samuel Halpern and the A. B. Cunningham stores at 37-39 North Second street, was opened during the week by John P. Kilfeather of Hyperion fame. The main factory established in 1895 by the present proprietor is located at 120 Meadow street, New Haven, Conn., and the local quarters will be devoted to the manufacturing of the firm's leader. It is expected that shortly the new factory will be running with large capacity. The Hyperion's new factory is an up-to-date sanitary, daylight illumined plant and will facilitate the speedy production of this high grade, pure Havana brand in its eight sizes.

W. M. Charles, formerly of the Consolidated Cigar Corp., has been added to the sales organization of Allen R. Cressman's Sons and will represent them in the Newark-Bayonne district.

Harvey L. Hirst of Bayuk Bros. returned during the week from a trip through New England where he found business conditions so far as the distribution of Bayuk products are concerned, most satisfactory.

W. H. Bailey, jobber, 2nd and Arch streets, together with L. Tucker of Weisert Bros., St. Louis, spent the larger part of last week in Baltimore where they opened a number of new accounts.

Charles Schavrien, well known in New York tobacco circles, made the rounds of the trade during the week.

The court has appointed as receiver in bankruptcy of Jacob Langsdorf, Sons, Samuel Greenwald. It is understood that liabilities aggregate about $140,000.

Central restaurants are featuring the private brands of José Alvarez, 58 South

Second street, the DuBarry, which is now being made in five sizes.

Importations of the new Cuban crop are now being received by M. Calves, 131 North Third street, who during the winter months made a purchasing trip to the Islands. The new stock is reported to be of excellent quality and of splendid, free burning character, with fine silken texture, and elegant color. Martin H. Myers, salesman for the firm has returned from a trip through New York.

Two capital successes have been scored in recent weeks by Charles A. Krull, jobber, 2nd below Arch street. They are, the New Currency, extensively advertised by placards and show window displays, and on sale now in the majority of retail establishments, and the Krull brand which bears the name of the firm. For both repeat orders have been received in every place in which they have been introduced. Co-operating with the Krull Co., the P. Lorilard Co., manufacturers of the New Currency, will take advantage of the display opportunities presented by the unusually large bodied automobile truck used by the company's delivery service to paint signs, showing a box of the New Currency, in heroic proportions, against a background of red, which will accentuate the display.

New Currency propaganda also is being carried on extensively by Sol Cohn, of 1215 Filbert street.

Velenchik Bros., 134 North Third street, general dealers in leaf, have completed packing of the 1921 Pennsylvania crop, in preparation for the summer and fall distribution. Harry L. Velenchik has just returned from a trip through Pennsylvania.

Charles M. Hipple, of Hipple Bros., Third below Race, has been in Lancaster giving his attention to the packing in his warehouses of a large crop of Pennsylvania leaf. Just before going to Lancaster, Mr. Hipple made a similar expedition into the Connecticut field, having packed 3,000 cases in the Hatfield (Mass.), warehouse.

Increased production is reported from the new El Tedella factory recently opened by Joseph Levy on Bank street, above Chestnut street. Mr. Levy is widely known in the trade.

The Vetterlein cigar factory at Cooperburg, Pa., has resumed full time operation.

During the week William Johnston, former partner of the late Thomas Martindale, wholesale grocer and cigar dealer passed his 80th milestone. In a celebration at his home in Roslyn, in a building more than 200 years old, he was joined by his wife, four sons and fourteen grandchildren. From the Johnston estate, there was taken limestone used in the building of Independence Hall.

# York County Favors Proposed Shipping Changes

## Cigar Manufacturers Deeply Interested in Classification Question—Representatives Attend Hearing in New York—Box Factory Working to Capacity—Trade Notes.

RED LION, Pa., April 25.—C. S. La Motte, President of the Red Lion First National Bank and B. S. Sentz, Superintendent of the Consumers' Box Co., were the representatives sent to New York to the hearing of the Official Classification Committee regarding the proposed change in the regulation of cigar shipping cases. These men represented the York County Cigar Manufacturers' Association. The members of this Association are in favor of the proposed plans with a few exceptions, and if the change comes about it will save the cigar manufacturers considerable time; make stronger cases and will assure less looting of cigars while en route. The one main feature they want done away with is the ropes in the case; these ropes serve no purpose whatever, as many of them are broken or worn through before they reach destinations. Two extra pieces of strapping around the case, with the boards cleated together with corrugated cleats in connection with them being tongued and grooved, are the suggestions offered by this Association, and then we will have a case that will reach its destination in first class condition. This case can be built by the Cigar Box Manufacturers at the same cost of the old style case.

The Consumers' Box Co. reports that it is working full time, and this alone is evidence of business conditions improving. This concern occupies a three story concrete building.

Due to the steady increase of business the Red Lion First National Bank, the oldest in this city, will erect a large marble bank building on the corner of Main and Broadway. This bank building is to be 200 feet long by 150 feet wide, and five stories high; the first floor will be occupied by the bank and the other floors will be fitted up for offices. The plot was recently purchased from C. A. Rost, a leaf tobacco merchant, for $25,000. The new building is estimated to cost approximately $250,000. Many of the local cigar and tobacco men are stock holders and directors of this bank.

It is said that the sales of "Honest George" cigars, manufactured by the Bob-White Cigar Co., are steadily increasing. This brand is made of high grade shorts and is put up in a neat packet containing five cigars.

The Kaltreider Cigar Co. has added saveral more cigar makers to its force in order to meet the demand for its cigars.

The P. & H. Cigar Co. announces that J. F. Etts, of Buffalo, will assume the duties of general sales manager for the "O-San" cigar May 1. This cigar is made in nine different sizes and retails from 10 cents to 3 for 50 cents.

Stewart F. La Motte of the Super 5 Cigar Co., left this week for an extended trip through the New England States in the interest of his concern.

J. C. Winter & Co. report receiving a large order for their cigars from Japan; shipment will commence about May 1.

A. C. Frey & Son report that business is steadily increasing and that they are working full time.

W. H. Snyder & Sons advise that they are receiving duplicate orders of their Pollyana cigar.

M. H. Sevis & Son are working over time to fill their orders on El Sereno cigars.

L. E. Sentz and M. S. Downs the largest cigar manufacturers in Felton, are working overtime to fill their orders.

Demand for Old Abe cigars are steadily increasing according to reports from the manufacturers, T. E. Brooks & Co.

I. H. Rojahn, member of the firm A. F. Fix & Co., returned home after spending two weeks with their jobbers in the South.

White Spot cigars, manufactured by H. J. Throne & Co., of Freyville, are meeting with great favor and duplicates are coming in regularly.

Acme Cigar Manufacturing Co., which was taken over by C. H. Roseman, is working full time and the cigars are finding a ready market.—ROUNDER.

## Tilfords Going Strong

Irvin Studwell, manager of Park & Tilford's cigar department, 529 West 42nd street, says that the new factory is a proven success. The sales force has placed Tilford's with many live jobbers and repeat orders have already begun to come in. Production is keeping pace with the growing demand. John Vant, Mr. Studwell's assistant, is in Michigan, and D. J. Mahoney, is traveling through New England. The house has had a good month and business is picking up speed slowly, but surely. Mr. Studwell plans to attend the T. M. A. convention in Washington May 24 and 25.

## More Cheerful Outlook

S. H. Furgatch, of S. H. Furgatch & Co., 75th street and Avenue A, New York, says that the cigar business is fair, and that he is more of an optimist than ever as to the future.


EL PRODUCTO

Next to quality, smokers think of shape. El Producto is a quality cigar in 10 shapes and sizes.

Keep your eye on your own El Producto sales. Then you will KNOW that it is a profitable line to push.

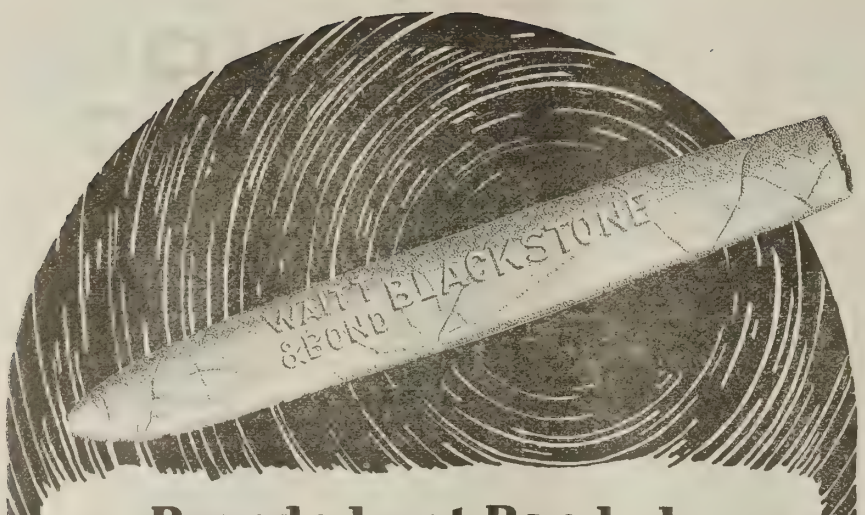
G.H.P.Cigar Co.
Philadelphia, Pa.

*for real* *enjoyment*

THE NEW CHANGE TRAY
*Made by*
THE BRUNHOFF MFG. CO.
Cincinnati, O.

Cigar Cutters, Tobacco Cutters, Cigar Lighters, Box Lid Openers, Box Lids, Cigar Can Covers, Show Cases.
*High Class Merchandise and High Class Advertising Go Together*
New York Office, 113 Maiden Lane

CIGAR MACHINERY
Wolverine Bunch Breakers
Wolverine Cigar Packers
For Boxes of 50 and 100,
Bundles and Round and Square Tins
WRITE FOR DESCRIPTIVE CIRCULARS
Pulte-Korreck Machine Co.
GRAND RAPIDS, MICHIGAN




**Branded not Banded—**
**The Londres Shape**

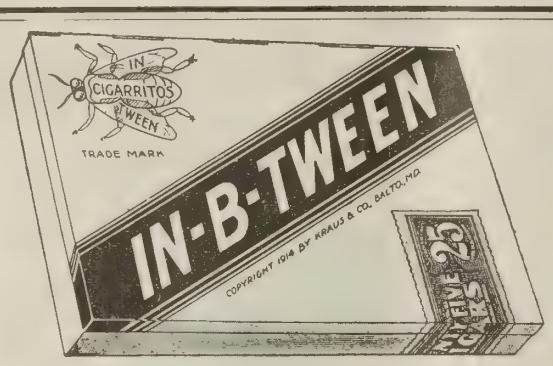
We have no quarrel with the band, no criticism of other shapes. This is the popular Blackstone.

For forty years it has gained favor and maintained quality. Today it is the most hygienically made cigar of its class in the world and sells easily wherever it is established.

Long Havana filler, Sumatra wrapper. Vigorously advertised in newspapers and on the boards.

**Blackstone**
2 for 25¢ **CIGARS** *Also makers of* TOTEM 8¢ *cigar*
WAITT & BOND, Inc., Newark, N. J.

Five in Foil 25c.




Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

**KRAUS & CO., Inc.**
BALTIMORE, MD.

*A Jobber writes:* "Your Pro Patria Cigar was a wonderful success—the quality and aroma suited my trade."

**PRO PATRIA CIGARS**
are made in 14 sizes from $60 to $130.
**PRO PATRIA IS A MILD HAVANA CIGAR**
**Jobbers can have exclusive territory.**
*Samples Cheerfully Submitted.* *Don't Delay—Write at Once.*
EPICURE CIGAR CO. 3492 3rd Ave., New York

**HEYWOOD, STRASSER & VOIGT LITHO. CO.**
Manufacturers of High Grade
**CIGAR BOX LABELS, BANDS and TRIMMINGS**
Selling Representatives
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Western Representatives
PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

# Baltimore Dealers Called On for Special Taxes

## Must Meet State's Demand for Cigarette License Tax Despite Prevailing Profitless Prices—Some Doubt Wisdom of Renewing License—Trade Improved Here and There.

BALTIMORE, Md., April 24.—Tobacco merchants are human beings, and so classified, and they must pay taxes, 'though the thought of it incidentally causes no enthusiasm, and occasionally produces a grouch. This week local tobacconists will be called upon to pay tribute to the state in the form of a dealers and cigarette license. On account of the profitless prices prevailing on cigarettes many dealers are questioning the advisability of renewing their licenses. Others hoping that the war will terminate soon are paying the tax, reluctant to give up the sale of an article which usually means quick turnover.

There is no decided improvement in business noted, although conditions have favored several stands. Hotels and restaurants are usually busy, due to the Pan-American Conference and the Races. The mild weather of the past week has materially increased patronage at the resorts and suburban clubs.

### Congratulations

Banks of telegrams, letters of congratulation, and floral offerings were on the desk of Wm. P. Farrell, manager of the Southern Hotel, who celebrated last week. Mr. Farrell has been managing hotels for 35 years, and is the dean of local managers. The inevitable cigar was at a more cocky angle than usual, but so great was his surprise at the tributes on his desk that it fell to the floor when his jaws relaxed.

At the "Men's Corner," located in each of Read's eight stores are the following offerings to please the smoker. E. V. Perfectos at $1.95 per box of 50; Ad Club Perfectos, at $3.19 box of 50; Garcia de Ora, and Hawley, Cazadora shape, at 5 cents each retail. Mr. Lowenthal is always providing something attractive for the patrons.

### Favors Five Centers

The manufacturer who is willing to take a little less profit temporarily, and give the public a good nickel cigar will benefit most in the long run, according to R. Hentschel, Gay and Saratoga streets, Lucebanny, Skill, Los Cruzados, and Fort McKinley cigars are distributed by this firm, and since the mild weather has improved business at the resorts and shores, are gaining a wider sale.

A substantial box trade has been developed by I. Nathan, 104 Rollins building, through personal consumer solicitation. In addition he operates a stand in the Fidelity building, as well as in the U. S. building, where S. Goodman assists him in keeping La Tessina, Don Julian, Puros, Royal, Rosa del Rancho, and Martinez cigars before the public.

### Sports Increase Trade

Since the athletic sports have been resumed at Homewood field for the Spring schedule, R. G. Loy, University Parkway, notices an improvement in business. Monogramed pipes and cigarettes are popular with the University men, while Admiration, El Roi-Tan, Cortez, Gonzalez & Sanchez, and Nacirema cigars are selling well with the fans.

Dan Bowers of Bowers & Ottenheimer, 102 W. Lombard street, has returned from an extensive trip from the South where he met with considerable success selling Royal Bard, Universal Victor, Cardenia, and Yellow Stone Park cigars. His partner, Leo Ottenheimer, leaves this week for the Cumberland district where the products of this firm are largely distributed.

### New Club House Soon

The drive launched by the City Club to make every member a stock holder of the new Club House has been very successful and ground for the new building will be broken about May 15. In the absence of executive secretary Geo. A. Mahone, who is on a trip to New Orleans, Miss Ziegler is ably providing for the numerous dinners and smokers being held in the dining room.

With the hotel booked to capacity for the next two months Pink West, manager, is busy finding ample space to satisfy requests for transient accommodations. Every department of the hostelry is well patronized and the cigar counter with its complete stock of high grade brands is coming in for its share of the business, at the Bayou hotel.

### A Gala Event

Opening day at the Belmar Pharmacy, Belmar avenue and Belair road, was a gala event for the visitors who were treated to cigars and ice cream by Ferd. Pross, owner. This display of hospitality proved a magnet that resulted in a volume of business that surpassed all expectations, and quite a dent was made in the stock of cigars, cigarettes and tobacco.

### Fan Favorites

In another week the ponies will be running around the oval at Pimlico and the two stands of L. J. Beeli will profit considerably from the patronage of the racing fans. Muriel, Nacirema, Cortez, Robert Burns, and Monument Square cigars are a few of the popular brands that have proven to be favorites with the fans.

Muriel cigars have the place of honor at Oriole Park where 10,000 fans saw the Orioles take the opening game from Rochester last Thursday. The location is directly under the score board, and only a blind man could miss it. Bambino tobacco at 15 cents per package is well advertised at the grounds.

### Visitors to the Trade

Jesse R. Taylor, V. P. of the American Tobacco Co., visited the trade under the guidance of Jim Powell, local branch manager.

E. A. Kline, manufacturer of Medallist cigars, interviewed distributors of that brand here.

Harry W. Boston, accompanied by J. Wilson, took orders for Milano pipes and smokers' articles.

Howard R. Stevenson, representing E. Rosenwald & Bro., of New York, visited the local leaf dealers and manufacturers. —ORIOLE.

## Mayer Back on the Job

Samuel Mayer, president of the American Exchange Cigar Co., 1059 Third avenue, is back at his desk again after three weeks in the Mt. Sinai hospital, following an operation. Harry Jacoby returned last week from a trip to Baltimore, Washington, Atlantic City and other points. He secured several new accounts and all his old trade gave repeat orders for the Rosa del Rancho brand. Sidney Cohen, sales manager, is still in the Middle West.

**B. Wasserman Company**
announce that they have discontinued handling the La Palina brand of Cigars.

# Pennsylvania Tobacco Selling Has Slackened Up

**Only Few Thousand Acres Remain in Hands of Growers—Weed Coming from Bulk in Surprisingly Fine Style—Packers Highly Pleased—Pumping Pep Into Cigar Production.**

LANCASTER, Pa., April 22.—Buying of the 1921 crop, still in hands of growers, has slackened up considerably this week, and only a few buyers are in the field.

The choicest crops have been pretty well cleaned up and very few are in original owners' hands.

There are possibly 3,000 to 4,000 acres of poor and nondescript tobacco still to be had, but buyers seem to give them a wide berth, preferring to buy nothing rather than taking a chance on poorly handled or poor burning tobacco.

It is surprising how nicely the tobacco comes from the bulk—it has a good finish, good cure, and above all, is sound.

Cigars made from the good crops of the 1921 tobacco burns perfectly, and even before it goes into the Summer sweat it smokes well, has a good flavor and is not near as strong as experts anticipate it would be.

The packers are elated with the quality of the tobacco, and cigar manufacturers will have a fine tobacco this Fall for blending purposes.

Paul Hirschorn, of Weil & Sons, was here this week looking after his packing and incidentally sold 200 cases of 1921 Wisconsin seconds to a York County jobber.

W. S. Brill & Son's warehouse is full from cellar to roof with 1921 tobacco in the bundle, and this enterprising firm will pack this year upward of 3,000 cases of the finest and "toppiest" tobacco they could find in the county.

Louis Kramer, of Bayuk Bros., Philadelphia, was here this week superintending the packing of their 1921 purchases and ordering shipped hundreds of cases of their old tobacco to their numerous factories throughout the state.

Bert Loewenthal, of S. Loewenthal & Sons, 123 Maiden Lane, New York, made a flying trip through Lancaster Thursday last. He was on a big deal in York County, and judging from the broad smile that radiated his countenance, he must have accomplished his purpose in visiting here.

### Speeding Up Production

Max Mendelsohn, of the Paramount Cigar Co., is here speeding up the production of his factory. Mr. Mendelsohn is putting on additional hands which augurs well for a good trade this Summer.

Sam Holzman, of Jos. Holzman & Sons, New York City, disposed of several lots of Florida and Sumatra tobacco in this section this week.

John Fraleigh, of Fraleigh Tobacco Co., Madison, Fla., has been in our vicinity for past two weeks "cleaning up" on Florida tobacco. He reports that he is doing a big business.

### Renewing Activity

The G. H. P. Cigar factory, which has been closed for several weeks, reopened this week with a force of approximately 100 men. The company will resume a schedule that will give work to about 200 men, on full time, as before.

During the past few days a great many farmers have turned their attention to the tobacco seed beds. In this connection a statement issued by Otto Olsen, the tobacco expert of the Government experimental station, on the proper preparation of tobacco seed beds, will be of interest.

### Steam Sterilization

Mr. Olsen says:

Steam sterilization of tobacco seed beds is now generally practiced by progressive tobacco growers, for the purpose of destroying weeds, insects and detrimental organisms in the soil.

This method was devised by A. D. Shamel, at that time in charge of investigation in the Department of Agriculture. and consists of applying steam to the beds by the method of an inverted pan. The pan is a shallow box, from 4 to 6 inches deep, and is made of galvanized iron supported by iron ribs. The pan is usually about 10 feet long and 6 feet wide, as larger sizes are difficult to move about. Steam tractor owners in Lancaster County usually carry two pans with them when sterilizing, and the farmer is required to furnish only coal and water.

Before the steaming is started the seed beds should be manured, dug and raked, just as if making it ready for the seeding, so that after the steaming is completed it is necessary only to rake the bed lightly before sowing the seed, which may be done the day following the steaming. If the seeds are sown immediately after the steaming, they will be killed by the heat.

When ready for steaming the pan is inverted over the section of bed to be sterilized and connections established with the boiler by means of steam pipe or hose. The steam is then turned on for at least a period of 30 minutes, with a steam pressure of not less than 100 lbs., preferably more. In the meantinme the second pan has been placed next to the first one, and at the expiration of the 30 minutes the steam is disconnected from the first pan and connected with the second. The first pan is allowed to lie undisturbed for 30 minutes or until the second pan has been thoroughly steamed. It is then moved on the other side of the second pan. In this way the beds are steamed practically an hour on each section, which is necessary to destroy living organisms in the soil.

The temperature in the upper two inches of soil should be 208 degrees Fahrenheit just after the pan is removed.

It is noticed the pressure should be at least 100 lbs, as high steam pressure has a greater penetrating power than low pressure.

It is also noted clay soils need more steaming than sandy soils, also that wet soil is much harder to steam than dry soil.

The surface soil on steamed beds is apt to be dry and crumbly, and for this reason steamed beds require much more water than others. It is important to remember this and to inspect the beds during bright, clear or windy weather.

For the first 10 days after steaming there is a temporary injurious action in the soil which retards the growth of the plants where sprouted seed has been sown.

If dry seed is sown this injurious effect has disappeared before the seed germinates and is followed by a decidedly stimulating action, causing plants on steambeds to be ready for transplanting much earlier than plants from beds not steamed.

This action is due to an increase of avoidable nitrogen caused by the action of the heat on the soil compounds.

The certain knowledge that wild fire and root rot are robbing our tobacco farmers of their legitimate profits renders it imperative that decided action be taken to stem the trouble, and steam sterilization of seed-beds is the first step to be taken in the campaign against these diseases. However, the steaming must be done thoroughly, and care taken that the muslin covers be steamed also. The boards used for cold frames should be sprayed with a formaldehyde solution mixed at the rate of one part formaldehyde to 50 parts of water.

Sterilization so improves the soil conditions that less fertilizer is required;


LIVE BRANDS
FOR LIVE JOBBERS
CLASS A, B AND C
*Write for Territory*
J. C. HECKERT & CO., ESTABLISHED 1883 Dallastown, Pa.

*Write Us* if you need
PENNSYLVANIA
*Correspondence Solicited*
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

THE MEADS TOBACCO CO.
*If It's* TOBACCO *We Have It*
RED LION, PA. U. S. A.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
*Samples cheerfully submitted upon request*

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

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5th INTERNATIONAL TOBACCO TRADE
EXHIBITION
To be held in
LONDON, ENGLAND
MAY 8, 9, 10, 11, 12 & 13, 1922
ORGANIZED BY
The Leading Organ of The British and Colonial Tobacco Trade
TOBACCO
(ESTABLISHED 1881)
Your opportunity to show and sell
MACHINERY (working exhibits)
NOVELTIES (Pipes, cigarette holders, leather goods, etc.)
TOBACCO LEAF, AND IMPORTED LINES OF ALL SORTS
Write now for full particulars to
TOBACCO
Monument Station Bldgs. LONDON, E. C. 4. ENGLAND

EL RISDAL
A Mild, Aromatic Cigar
MADE IN PORTO RICO
Thirteen Sizes
SPANISH HAND-MADE
*Correspondence Invited*
J. M. GONZALEZ & CO.
SANTURCE, P. R.

Herminio Madera
ALONSO RIERA & CO.
PACKERS OF
Porto Rico Leaf Tobacco
Importers and Exporters
*The Tobacco Palace*
SAN JUAN, PORTO RICO

caution should be exercised against reinfection of the soil after steaming by walking on it, using infected rakes, water from stagnant ponds, or manure applied after steaming. Root rot and wild fire have been found in steamed beds, but infection in these cases was caused by fertilizers applied after steaming, or by contamination from adjoining diseased soil, the steamed bed not having been kept covered.

Because steamed beds require a larger quantity of water, the tendency is to overwater.

Care should be taken in this, since there is danger of damping off under certain conditions. It is an advantage to keep the seed beds occupied after the tobacco plants are taken off, as steamed beds are especially adapted for growing late vegetable crops, which practice tends to keep the beds free from weeds.

### Old Tobacco Scarce

There have been no sales of old tobacco this week for the reason there is very little, if any, available.

New fillers are selling lively and there seems to be quite a demand for them. They are sold in the bales by the different packers.

Cigar business is certainly improving. The writer has visited a number of factories this week and he found them all saying, "it's picking up a little." A sure sign of normalcy before many months.—DICKIE.

## Newark Salesmen Meet

NEWARK, N. J., April 22.—The Tobacco Salesmen's Association of Newark held their monthly meeting at Kreuger's Auditorium, 25 Belmont avenue, on Friday evening, April 21.

The meeting was called to order by President Abe Brown and a goodly crowd of Newark Knights-of-the-Grip were in attendance.

Carl Avery Werner was the invited guest of the evening and he gave a lengthy discussion on unfair competition in so far as it concerned salesmen at large. His talk was very interesting and as he expressed it, he enjoyed the evening just as much as we did.

Tom Sullivan of the New York Branch was also a visitor. On introducing Mr. Sullivan, President Abe Brown gave a very interesting narrative regarding Mr. Sullivan. At the last dinner of the New York Association which was held at the Academy, Mr. Brown and Mr. Sullivan happened to be at the same table and on being introduced to the young lady with Mr. Sullivan, Mr. Brown did not get the name and naturally called her Mrs. Sullivan. All evening long Brown in talking, addressed her as Mrs. Sullivan. Finally Sullivan met Brown outside and said, "Say, old boy, she's not Mrs. Sullivan. She's Miss So-and-so." As Brown put it, "My name's Brown but I turned red." When Sullivan got up to speak at the meeting, he thanked President Brown for calling the lady Mrs. Sullivan, for he had tried in his arduous courtship to get her to say "Yes" and it was the night of the banquet that he got her to say "Yes," having been called Mrs. Sullivan.

So the Tobacco Salesmen's Association does good not only in seeking employment for their members and create a spirit of good will, but also it does good as Dan Cupid.

President Abe Brown gave a very interesting talk on salesmanship. Vice-president J. A. Martin eloquently eulogized Fred Wolf who had passed away ten days ago, having gone to his final resting place. All of us Tobacco Salesmen mourn the loss of Fred Wolf, he being one of the charter members of the Newark Branch and always ready and willing to be of service wherever he could.

The meeting adjourned at 11:30 P. M., everybody happy and all looking forward to the next meeting when some other prominent men in the trade will address us.—E. M. FREEMAN.

## Shows Steady Gain

E. Kleiner & Co., manufacturers of the Marie Antoinette cigar, 320 East 63rd street, say that each month's business is better than that of the preceding month. Mr. Kleiner seems optimistic as to the future of the industry.

Madera, Vigil & Co.
*Importers and Exporters of*
Leaf Tobacco
San Juan, Porto Rico

RAMON MORAN & CO.
*Growers, Packers & Exporters*
MANATI, PORTO RICO
*Correspondence invited.*
PORTO RICAN LEAF TOBACCO

HERMANN J. ROSE
Packer of
PORTO RICAN CIGAR LEAF TOBACCO
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
*Quality, Not Price*
Santurce, Porto Rico

WM. B. SHAW
Importer and Exporter
Porto Rico and San Domingo Tobaccos
136 Front St., New York
Packing Plants: Porto Rico Santo Domingo
Cable Address: Shawleaf, N. Y.

A. M. LEÓN
257 West 116th St. New York
Porto Rican Leaf Tobacco
Representing Salvador Gallart, Cayey, P. R.

FRED P. GASKELL CO.
Members N. Y. Produce Exchange and Steamship Freight Brokers' Association
SHIPPING and FORWARDING AGENTS
to all parts of the world
Lowest Rates and Best Service
Experience, Efficiency, Economy
NORFOLK, VA., Law Building
NEW YORK, N. Y., Produce Exchange

TURKISH and GREEK
TOBACCO
*Imported direct from Producers*
American Commercial Co.
109 Broad St., N. Y. City
Cable Address "Ocirema" Phone Broad 4620

Telephone Canal 1198 Cable Adverb New York
Yale Brevda & Son
LEAF TOBACCO DEALERS
We handle Turkish, Greek, Russian, Chinese, Virginia, Ohio and Burley Tobacco.
*IMPORT AND EXPORT*
135 Grand St., New York

## "A Friend in *Deed* to Those in *Need*"

# Salvation Army

## Annual Home Service Appeal for $500,000

### in Greater New York

## *May 1 to May 15*

The tobacco trade of New York City has set a record for generous co-operation with the Salvation Army in previous appeals. It will not lag behind in this one.

A special Tobacco Group is functioning with plans of organization to reach every person in the tobacco trade and enlist their generous support.

## WHAT THE SALVATION ARMY MEANT TO NEW YORK DURING 1921

| | |
|---|---|
| Jobs secured for idle men | 14,385 |
| Jobs secured in addition for ex-service men | 9,048 |
| Ex-service men assisted in various ways | 57,632 |
| Persons given temporary relief | 113,519 |
| Beds and meals furnished | 373,309 |
| Ice distributed (pounds) | 274,025 |
| Coal distributed (pounds) | 59,350 |
| Families visited by social workers | 2,847 |
| Children sheltered at nurseries (days) | 37,545 |
| Beds furnished roomless girls | 24,515 |
| Unfortunate girls cared for | 130 |
| Children in Infants Hospital (total days) | 54,020 |
| Homeless men accommodated, Bowery Hotel (total nights) | 223,380 |
| Meals at Bowery Hotel (30% free, 70% cost) | 127,750 |
| Missing persons (cases handled) | 1,227 |
| Christmas dinners | 43,592 |
| Christmas toys (number of children) | 4,664 |
| Cadets graduated from Salvation Army College | 149 |
| Open Air meetings held | 3,544 |
| Open Air meetings, attendance | 653,615 |
| Indoor meetings held | 5,999 |
| Indoor meetings, attendance | 430,357 |
| Summer Outings for mothers (total days) | 1,111 |
| Summer Outings for children (total days) | 15,220 |

**Every penny of the $500,000 sought in this year's appeal will be spent in New York for the continuance of this work.**

## Tobacco Committee

ASA LEMLEIN, Chairman

Harry Daniels
Charles Dushkind
S. J. Freeman
Albert Freeman
Harry Blum
S. Ruth
H. H. Hunter
V. J. Farley
Carl A. Werner
J. H. Mellon
E. Tunis
E. Kleiner
R. E. Lane
E. A. Kline
Emil Klein
B. Rosenwald
J. H. Duys
Geo. S. Macdonald
V. Planco
Louis Fresco
E. H. Davis
H. Prochaska
G. C. Sherman

ONE CAUSE YOU CAN'T OVERLOOK

## YOUR CONTRIBUTION

ASA LEMLEIN
Chairman, Tobacco Committee
16 Hudson Street
New York City

I inclose the sum of.....

It is my contribution to the cause of the thousands of disabled veterans, destitute children, and unfortunate down-and-outers for whom the Salvation Army makes its appeal.

Name .....

Address .....

1000 to 1200 Pounds Net Strips Per Day of 8 Hours!

ON OUR

Tobacco Stemming Machine

Cigarette Tobacco — Smoking Tobacco — Plug — Cigar Filler

100 MACHINES IN ONE FACTORY

*Write for Full Particulars*

TOBACCO STEMMING MACHINE COMPANY, Inc.
LYNCHBURG, VA.

Dibrell Brothers, Inc.

*Leaf Tobacco Dealers*

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

E. B. Ficklen, President — Cable "FICKLEN" — E. B. Ferguson, Sec. and Treas.
E. B. FICKLEN TOBACCO CO., Inc.
Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample for Redrying by Steam or Natural Season
Samples Furnished — Correspondence Solicited

GEO. A. LEA & CO. Leaf Tobacco Dealers
DANVILLE, VIRGINIA, U. S. A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
Correspondence invited. Cable address: "Lea," Danville, Va.

E. V. WEBB & CO. Cable "IRVINE," Kinston, N. C.
Leaf, Strips, Scraps and Stems
ORDER OR CONTRACT — COMPLETE FACILITIES
CORRESPONDENCE SOLICITED — SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

H. G. Whitehead — W. P. Anderson — S. H. Anderson
WHITEHEAD & ANDERSON
LEAF TOBACCOS
Commission Merchants and Exporters
If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.
WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*
Cable Address: "Dorothy" Codes: A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: "CLARK" — Code: "ARNOLDS NO. 5"
*Largest Loose Leaf Tobacco Market in the World* — W. T. CLARK & COMPANY — *Dealers in All Grades Bright Leaf, Strips, Stems and Scraps*
Established 1887
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

Cable "Wright" — Codes: Western Union; A. B. C. 5th Ed.
WRIGHT-HUGHES TOBACCO CO.
INCORPORATED
LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

## Strongly Opposed to Co-Operative Marketing

KINSTON, N. C., April 22.—Herewith is a copy of letter written by W. Early Bass of this city, in which he asks for a little information in regard to the claims made by Mr. Stone. Mr. Bass wrote as follows:

"In an issue under date of April 11 there was a statement in the *News & Observer* made by J. C. Stone, President of the Burley Co-operative Marketing Association of Kentucky, in which he says the Association has handled more than one hundred million pounds of tobacco the past season at a total cost to the farmer of 40 cents per hundred.

"The growers and tobacco men generally throughout North Carolina are desirous of knowing just what items of expense are included in this total cost of 40 cents per hundred. Does Mr. Stone mean that this figure includes interest on six million dollars' worth of warehouse property the Association has agreed to buy or lease? Does he include shrinkage and redrying cost of the thirty-five million pounds, the Association has advertised for sale in the various tobacco journals throughout the country? Has he included the salaries of: President, Vice-president, Secretary, Treasurer, Directors, Graders, Managers, and their assistants? Has he included the corps of office force, such as bookkeepers, stenographers, calculators and other office help that is required to keep track of an enormous amount of detail? Has he included the printing, advertising, stationery, postage, office equipment, and rent? Has he included the salary of an expert Press Agent and his assistants? Has he included the weekly pay roll of a hundred or more receiving plants which the Association has under operation? Has he included license, taxes, insurance, lights, etc? Last but not least we want to know if he overlooked the fees or salary of Aaron Sapiro the world famous co-operative marketing expert, who claims to have guided the Association to such wonderful success in Kentucky?

"No, the majority of the tobacco growers and tobacco people in North Carolina have had too much business experience to drink in such a statement. He argues to the growers and the public that this enormous expense is absorbed in the price the manufacturers pay the Association for their tobacco. Yet has he been able to prove this to the members of the Association? The people of North Carolina haven't been furnished with official figures proving that the Association members received more for their tobacco than the non-pooled farmer received over the Auction floor in Kentucky, in fact, there is no way to determine what the Association member has received for his entire crop until all of the 1921 crop of pooled tobacco is sold.

"In defense of why a majority of our growers and tobacco men generally in North Carolina oppose the co-operative marketing plan of selling our tobacco: We believe the Auction system best for all parties concerned because it has proven its merits over a period of 50 years or more. The growers have prospered under this system from year to year with the exception of a year now and then in which all industries suffered. Tobacco is the greatest industry of our State. There is more money paid the grower for tobacco than any other crop he produces. Our State ranks among the first in the manufacture of tobacco. Revenue paid to the Government from the tobacco industry in this State runs into the millions yearly. The industry gives employment to thousands of our good citizens from year to year. We are proud of our position in the tobacco world and we are going to try and hold the rank we have justly created under the Auction system.

"We believe the Manufacturers and Buyers of our tobacco prefer the Auction system, not because they will buy their tobacco cheaper but because of required equipment already constructed to the conformed present Auction system, and because they are probably not willing to leave the grading of their tobacco in the hands of people in the great majority of cases who are not familiar with their standard requirements in tobacco stocks.

"Why is it necessary to tear down a system that has paid millions to perfect? A system that has paid our farmers generously for their tobacco whenever possible? And advocate unnatural forces which we believe could only bring disappointment to the people of our prosperous State?

"We are inclined to look upon the manufacturer as our friend and customer, instead of a thief who robs us of our tobacco and especially do we appreciate the foreign manufacturer, who comes to our very door step and buys more than 50 per cent of our production of tobacco. It would be a sad day for us should we awake and find these concerns seeking their requirements elsewhere. Yet could we expect more if we offended them? Is there any law prohibiting a concern seeking another market? We do not believe that the majority of growers and tobacco men generally in Eastern North Carolina are sleepy enough to believe that the manufacturer is compelled to come here for his raw material in bright tobacco. We are aware of the vast territory throughout the Southern States with practically the same soil and climate, that could in a few years produce tobacco equally as good as ours. We want a profitable price for our tobacco and usually get it, except in the years we get a little anxious and overproduce, because whenever the demand justifies it the buyers always show a liberal spirit.

"We have no monopoly of territory in growing tobacco, like the California section that grows raisins, prunes and various adaptable fruits. It doesn't take four years with a great outlay of capital to grow a crop of tobacco like it does a bearing vineyard or orchard in the fruit growing country, and then they have a practically finished product ready to be distributed throughout the country to the consumers in every walk of life, from the street urchin to the millionaire, while our tobacco has to undergo various processes of redrying, aging and manufacturers' formulas before the consumer is reached.

"With all these facts confronting us, we believe a majority of the tobacco growers of North Carolina are going to show their disapproval of the co-operative marketing plan by staying out of the Association. We have no criticism for those who honestly see it differently. We have no obection to the State of Kentucky pooling their burley tobacco. Their type is entirely different from ours and will not conflict in grade at all. Our position in regard to production is the reverse of theirs. They claim to have a monopoly of limestone soil which is essential to growing burley tobacco—yet time alone will prove that fact. In the meantime, let us consider and think for ourselves a while before we disrupt and tear down a proven system that has forged our State to the front along the lines of commerce and agriculture as statistics will show.

"We have read and heard with patience the rasping, stinging criticism dealt us by the silver tongued orators, lawyers and officers of the Kentucky Association because we refuse to surrender our property, our business, our life work and our convictions. They say we are stumbling blocks in the path of our State's prosperity and that humiliation and bankruptcy will soon lay us low. That threat might frighten a few into their ranks but thank God there are scores of others who are standing up for their rights and their honest convictions as to what they believe is right and best for the greatest industry of their State. Therefore, the loyal supporters of the good old Auction system are going to stand pat and afford the growers of North Carolina who don't think it best to join the Co-operative Marketing Association, ample facilities to sell their crop over the loose leaf Auction floors as they have in past years.

"We are going to try and forget the years of 1917-1918 and 1919 when inflations brought about by a world hellish war, disrupted our industries, upset our commercial centers, forced valuations and created a burning flame of discontent and unrest in the peoples of the world. We are going to study the natural law of supply and demand a little closer, produce our hog and hominy at home and live happily at peace with the world."

## Danville Warehousemen Announce Plans

DANVILLE, Va., April 24.—All of the Danville warehousemen—operating the independent houses as well as those controlled by the Danville Warehouse Corporation—have signed a prominently displayed advertisement appearing in the local press in which they make a bid for continued patronage of the auction sale method. In the advertisement it is pointed out that, "the present method of marketing has been recognized for many years as being both sound and economical" and that it has been "perfected by years of constant and untiring effort on the part of men of lifetime experience in marketing tobacco." After pointing out that the auction sales will continue in Danville next season and that the quadruple sale plan will become effective, it is pointed out that, "we have no quarrel with the Co-operative Marketing Association or any of the farmers who have joined this movement." Continuing, the advertisement says, "Years of practical experience in the tobacco business has demonstrated the fact that we can give the farmers of this section better service and better prices for their tobacco than any system or movement which has yet undertaken the marketing of tobacco."

The Co-operative Association is reported to be negotiating for the purchase of the old Weyman-Bruton plant on Loyal street, this to be used as a storage warehouse. The real estate agent who is said to be interested in making the deal declines to make any statement, but in other quarters it is well understood that the deal will be closed before the end of this week. Should this happen the Co-operative Association will have secured its first foothold in Danville. The co-operative sales question continues to be of paramount interest here with a general awakening to the fact that the community as a whole will be greatly affected by its success.—TETLEY.

## Future of Tobacco Growing in South Georgia

TIFTON, Ga., April 22.—"I firmly believe that, within a few years, South Georgia will be producing fifty million pounds of tobacco a year," said E. L. Ring, an experienced tobacco man from North Carolina who has made his home in South Georgia, and is making money growing the weed.

"We can grow a variety of tobacco here that always brings a high price and finds a ready sale," Mr. Ring continued. "We can grow it at a better profit here than they can grow tobacco in North Carolina, because we can grow so many other things. In some of the largest tobacco-growing counties of that State, they do not allow a tenant to keep a hog. They buy white side meat with their tobacco money. Here you can raise stock and that makes your lands rich; diversified crops give you a wide range to choose from, and your lands are cheap enough for a man to own his own farm. There the lands are $100 an acre and over.

"We had the same trouble starting tobacco growing in some parts of North Carolina that you have had here, when it was a new crop there. That is always the case with any new crop, in any country. But once you get it to going, and production will increase every year. Your people have an idea that tobacco buyers are hunting new sections to buy from. That is not the case. We had to use some effort to get them to come here. It would suit them better if all the tobacco was grown in one territory. It is due to the men who are developing tobacco growing in South Georgia that the buyers come. And you can produce a grade of tobacco here that will bring them in increasing numbers as production increases, and it will bring a top price. When this section begins to grow tobacco as a regular crop, and gains the experience necessary to grow it at a profit, with your cotton production, live stock raising, and side crops like sweet potatoes, sugar-cane, etc., you will have the richest agricultural country in the world."

Couple what Mr. Ring says with a statement attributed to the late E. S. Carlton, of the Imperial Tobacco Company—who showed his faith by his works, in investing largely in the tobacco plant at Tifton—that manufacturers were impressed with indications from samples of the crops grown here that the soil and climate of South Georgia would produce a variety of light leaf tobacco that no other section of the world had produced, and which has properties of peculiar value. Put these together and we can catch a vision of the future of tobacco growing in this section, adds the Tifton *Gazette* by way of comment. Mr. Ring has proved his faith in the tobacco business in this section by making his home therein, and he came here from North Carolina to grow tobacco. With these facts before us, we can understand why it is worth while to persist under difficulties and despite discouragements, toward the time when tobacco growing is no longer a strange industry here, but its cultivation and curing will be as familiar as the handling of cotton. Tifton has invested heavily in the tobacco industry and is still investing in it. This investment is unselfish and made with the hope of getting the industry firmly established in South Georgia.

## Watson's British Quotations and Review

LIVERPOOL, Eng., April 5.—The subjoined quotations and brief review are culled from the regular monthly tobacco report issued by Frank Watson & Co., Limited:

### Quotations

WESTERN LEAF

| | |
|---|---|
| Dry Filler | 9d. to 14d. |
| Medium to Good | 15d. to 20d. |
| Good to Fine | 21d. to 24d. |
| Burley | — to — |

VIRGINIA LEAF

| | |
|---|---|
| *Dark.*— | |
| Dry Filler | — to — |
| Wrapper | — to — |
| *Bright.*— | |
| Semi | 15d. to 24d. |
| Medium | 25d. to 36d. |
| Good | 37d. to 39d. |
| Fine | 40d. to 42d. |
| Fancy | 43d. to 48d. |

WESTERN STRIPS

| | |
|---|---|
| Common to Good Filler | 11d. to 15d. |
| Short Medium | 16d. to 21d. |
| Medium | 22d. to 26d. |
| Good to fine | 27d. to 28d. |
| Burley | — to — |

VIRGINIA STRIPS

| | |
|---|---|
| *Dark.*— | |
| Common to Good Filler | — to — |
| Medium to Good and Fine | — to — |
| *Bright.*— | |
| Semi to Good Semi | 18d. to 30d. |
| Medium | 31d. to 43d. |
| Good to Fine | 43d. to 52d. |

### Remarks

Business during March was below the average, doubtless on account of uncertainty about the Budget proposals regarding Tobacco.

Markets continue strong and active in the United States, under pressure of fears of higher prices, induced by the certainty of the 1922 crops in all Sections being pooled.

Stocks on hand of desirable grades here and in the United States are becoming depleted.

Considerable demand was experienced for Nyassaland, both for Home and Export.


**To Manufacturers of Scrap and Fine Cut Tobacco**

To protect your goods, you ought to pack it in our paraffine lined, weather proof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Established 1898 — Cable Address: Randolph

**RANDOLPH MEADE & COMPANY**
INCORPORATED
*Leaf Tobacco Dealers*

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and Treas.

**Cobb-Gwynn Tobacco Company, Inc.**
RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

**THORPE & RICKS**

Codes—Arnolds Nos. 5 & 15 A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE T. R. MARK REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

ANDREW JAMISON, President — Established 1885; Incorporated 1910

**W. A. ADAMS COMPANY**
—BUYERS AND EXPORTERS OF—
*ALL GRADES OF OLD BELT*
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

**WILSON TOBACCO COMPANY**
*Dealers in* LEAF TOBACCO

Strips, Scraps and Stems — Samples submitted on request
WILSON, N. C., U. S. A.

**PINETOPS TOBACCO COMPANY**
PINETOPS, NORTH CAROLINA, U. S. A.

We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.

Cable Address: PITCO, Pinetops, N .C.

C. O. DIXON, President — A. H. BUCHAN, Treasurer
Cable DIBUCO, Mullins, S. C.

**DIXON-BUCHAN TOBACCO COMPANY**
Dealers and Exporters
VIRGINIA-CAROLINA TOBACCOS
Mullins, South Carolina

**TOBACCO SEED**
**Slate Seed Company**
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

We buy on order, or contract, all grades of

BURLEY
AIR CURED
FIRED DARK
GREEN RIVER
VIRGINIA
CAROLINAS
MARYLAND
SEED LEAF

Steam or Air Drying; also handle in Continental Order.

***Samples sent on request.***

# HAIL & COTTON

**Dealers, Packers and Brokers**

# LEAF TOBACCO

**LOUISVILLE, KY.**

**209-215 South 8th Street**

Cable Address
Cotton-Louisville
Sumatra-Brussels

Codes { A. B. C. 5th Edition Imp.
Arnolds 5th & 15th

Operating on Principal Markets

Kentucky Tennessee
Virginia Maryland
North Carolina South Carolina
Pennsylvania Connecticut
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EUROPEAN CONNECTION

**Van Leer & Hartog**

**146 Rue du Midi**

**Brussels, Belgium**

Cable Address: "HODGE, HENDERSON"

# Hodge Tobacco Co.

**of KENTUCKY, Inc.**

**Packers of**

**Leaf, Strips, Scraps and Stems**

**Natural or Artificial Seasons**

**Head Office: HENDERSON, KENTUCKY**

**Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.**
**Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.**
**Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.**

**BUYERS ON ALL WESTERN MARKETS**

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"

# R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

**Buyers and Dealers in Burley Leaf Tobacco**

We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

# Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

**LEAF TOBACCO AND STEMS**

***Main Office and Sample Rooms***

CLARKSVILLE, TENNESSEE

OPERATING IN

**Clarksville, Tennessee, and Springfield, Tennessee, Districts**
**Western Kentucky Districts,**
**Upper Cumberland and Air-Cured Districts**

**Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.**

***Correspondence Solicited.***

# Louisville Tobacco Market Reports

LOUISVILLE, Ky., April 25.—The hogshead leaf tobacco sales on this market are reported by the Louisville Tobacco Board of Trade as follows:

### Tobacco Sales for the Week and Year to April 21

| Warehouses | Week: Auction sales | Week: Private sales | Week: Total for week | Year, Jan. 1 to date |
|---|---|---|---|---|
| Turner | 54 | ... | 54 | 2,450 |
| Kentucky | 185 | 25 | 210 | 7,580 |
| Main Street | 21 | ... | 21 | 3,549 |
| Planters-Farmers | 97 | 95 | 192 | 9,214 |
| New Tenth Street | 74 | 11 | 85 | 5,148 |
| Louisville | 136 | 35 | 171 | 6,092 |
| | 567 | 166 | 733 | 34,033 |
| Year 1921 | | | 1,116 | 32,427 |
| Year 1920 | | | 589 | 29,814 |
| Year 1919 | | | 385 | 33,049 |

### Classifications of This Week's Sales

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 638 | 36 | 674 |
| Dark | 53 | 6 | 59 |
| | 691 | 42 | 733 |

### Classifications of Sales Jan. 1 to Date

| | Old Crops | 1921 Crop | Total |
|---|---|---|---|
| Burley | 21,825 | 10,859 | 32,684 |
| Dark | 1,072 | 277 | 1,349 |
| | 22,897 | 11,136 | 34,033 |

### Classification of Sales to Same Date in

| | 1921 | 1920 | 1919 |
|---|---|---|---|
| Burley | 30,527 | 28,733 | 30,365 |
| Dark | 1,900 | 1,081 | 2,684 |
| | 32,427 | 29,814 | 33,049 |

### Comparisons with Previous Years

| | 1922 | 1921 | 1920 |
|---|---|---|---|
| Sales— | | | |
| Total sales of new crop to date | 14,542 | 27,568 | 27,409 |
| Sales of new crop to date. Original inspection | 12,073 | 22,887 | 22,641 |
| Rejections— | | | |
| Rejections this week: | | | |
| Burley | 153 | .... | .... |
| Dark | 2 | .... | .... |
| Total | 155 | 274 | 185 |
| Percentage of rejections to auction sales: | | | |
| Burley | 29 | .... | .... |
| Dark | 5 | .... | .... |
| Total | 27 | 28 | 31 |
| Rejections, Jan. 1 to date: | | | |
| Burley | 7,191 | .... | .... |
| Dark | 228 | .... | .... |
| Total | 7,419 | 6,497 | 7,486 |
| Receipts— | | | |
| Receipts this week | 380 | 777 | 1,258 |
| Receipts, Jan. 1 to date | 22,045 | 25,136 | 21,919 |

### Tests Tobacco

Operated by electricity, a machine has been invented in England that literally smokes pipes at various speed to test the burning qualities of tobacco.

### Official Quotations at Louisville, April 21

| | Burley, Old: Dark Red | Bright Red | Colory | Manufacturing |
|---|---|---|---|---|
| Trash, (green or mix.) | 5 to 6 | to 7 | 7 to 8 | to 4 |
| Trash, (sound) | 7 to 8 | 8 to 9 | 8 to 10 | 4 to 5 |
| Common Lugs | 8 to 10 | 10 to 12 | 12 to 15 | 4½ to 5 |
| Medium Lugs | 10 to 14 | 14 to 17 | 15 to 18 | 5 to 6 |
| Good Lugs | 14 to 15 | 18 to 20 | 20 to 24 | 6 to 8 |
| Common Leaf, (short) | 10 to 12 | 12 to 16 | 20 to 22 | 8 to 9 |
| Common Leaf | 12 to 14 | 16 to 18 | 22 to 26 | 9 to 11 |
| Medium Leaf | 17 to 22 | 18 to 22 | 28 to 35 | 12 to 16 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 | 18 to 20 |
| Fine and Selections | 30 to 35 | 35 to 40 | 50 to 55 | 22 to 25 |

| | Burley, 1921-Crop: Dark Red | Bright Red | Colory |
|---|---|---|---|
| Trash, (green or mix.) | 5 to 6 | 5 to 6 | 8 to 10 |
| Trash, (sound) | 6 to 8 | 8 to 10 | 12 to 14 |
| Common Lugs | 8 to 10 | 10 to 14 | 16 to 20 |
| Medium Lugs | 10 to 14 | 14 to 18 | 20 to 25 |
| Good Lugs | 14 to 18 | 18 to 22 | 25 to 30 |
| Common Leaf, (short) | 10 to 14 | 14 to 16 | 20 to 25 |
| Common Leaf | 14 to 16 | 16 to 20 | 25 to 28 |
| Medium Leaf | 16 to 23 | 20 to 25 | 28 to 35 |
| Good Leaf | 25 to 30 | 25 to 30 | 40 to 45 |
| Fine and Selections | 30 to 35 | 30 to 35 | 50 to 59 |

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—HELM GLOVER, Secretary.

## Clarksville Average, $13.68

CLARKSVILLE, Tenn., April 21.—J. F. Smith, supervisor of the Clarksville Loose Leaf Tobacco Market, reports as follows:

Sales for week, 741,335 pounds, sales for season, 10,744,420 pounds; sales last season, 7,947,595 pounds, average for this week, $13.68. Average for this season, $16.34; average for last season, $14.10.

### Quotations

Trash, 2¾ to 3c.; common lugs, 3 to 5c.; medium lugs, 5 to 7c.; good lugs, 7 to 9c.; low leaf, 8 to 10c.; common leaf, 10 to 16c.; medium leaf, 16 to 24c.; good leaf, 24 to 30c.; fine leaf, 30 to 36½c.

CABLE ADDRESS: "OBRIENCO." } LOUISVILLE BALTIMORE

We Use Arnold's Codes No. 5 and 15, Also Improved A. B. C. Fifth Edition.

EDWARD J. O'BRIEN & CO.

LEAF TOBACCO BROKERS

815-817 West Main St., LOUISVILLE, KY. 18-20 E. Pratt St., BALTIMORE, MD.

— WE ARE BUYERS OF —

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos.

On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

## Mayfield Market Report

MAYFIELD, Ky., April 21.—Wright Smith & Co., leaf tobacco dealers and exporters, make report as follows:

Of the 1921 crop, this market has received to date only 14,250,000 pounds with approximately 250,000 or 350,000 pounds outstanding, which will make our total receipts for this season at about 14½ million pounds, which is about 1½ million less than the trade estimated at the opening of the market. This compares with 17½ million of the 1920 crop and approximately 31 million of the 1919 crop.

On account of the favorable weather for farm work, coupled with the fact that practically the entire crop has been delivered, receipts at the present time have almost ceased. However, we report as follows auction sales since our last report under date of the 7th inst.:

| | No. Loads | Leaf Avrg. | Gen. Avrg. |
|---|---|---|---|
| Reported | 7282 | | |
| April 8..... | 9 | $9.25 | $7.81 |
| April 10..... | 15 | 9.85 | 8.11 |
| April 11..... | 12 | 11.85 | 9.98 |
| April 12..... | 32 | 10.45 | 8.77 |
| April 13..... | 24 | 11.02 | 9.22 |
| April 14..... | 29 | 11.35 | 9.44 |
| April 15..... | 7 | 10.42 | 8.73 |
| April 17..... | 17 | 11.27 | 9.41 |
| April 18..... | 25 | 11.50 | 9.61 |
| April 19..... | 15 | 9.21 | 7.77 |
| April 20..... | 17 | 9.40 | 7.92 |
| April 21..... | 7 | 11.45 | 9.56 |
| | 7,491 | | |

Hopkinsville average for the week, $13.05 on 368,770 pounds; for the season, $14.75.

Clarksville average for the week, $13.68 on 741,335 pounds; for the season, $16.34.

## Light Offerings at Paducah

PADUCAH, Ky., April 21.—Offerings during the past week have been very light due to the cool dry weather and the scarcity of stocks, but with more favorable handling weather offerings would have been very much heavier. Prices have stiffened somewhat on the common and low grades and the medium and good have continued firm. The greater part of the offerings were low grade leaf selling at 10 to 15 cents, and the proportion of better grades was light.

There has been more activity in the country buying than there has been for some weeks. Several of our larger buying interests have been riding and they report the unsold part of the crop as being very scarce and scattering. The greater part of the unsold tobacco is of the commoner grade that has been held at higher prices than buyers would pay, but farmers are beginning to realize that their views are too high and no doubt the remainder of the crop will be disposed of in the next few weeks.

No sales have been reported of old tobacco in hogsheads.

The continued wet weather has hindered farmers very greatly and very little preparation has been made for planting this year's crop. Less land has been broken for all crops than for many years at this time of year, and when weather does get dry farmers are going to be much rushed to get their corn and tobacco land prepared in time for planting. No doubt the unfavorable weather conditions will have some effect on this year's tobacco acreage. Another thing, insects are destroying plants in some sections, but we think there will be an ample supply of plants for the crop and with favorable weather conditions we still think a large crop will be planted.—W. B. KENNEDY.

## Springfield Average, $17.83

SPRINGFIELD, Tenn., April 22.—Total sales for the week, 291,955 pounds; average price per 100 pounds, $17.83. Sold to date of 1921 crop, 7,019,520 pounds; average price per 100 pounds, $19.64.

### Quotations

Common lugs, 2 to 3 cents; medium lugs, 3 to 5 cents; good lugs, 5 to 8 cents; fine lugs, 8 to 12 cents.

Leaf: Common, 8 to 15 cents; medium, 15 to 23 cents; good, 23 to 30 cents; good to fine, 30 to 40 cents.—J. A. Crosswy, Secretary Tobacco Board of Trade.

## Hopkinsville Sales Decrease

HOPKINSVILLE, Ky., April 22.—Loose tobacco sales showed a heavy decrease on this market for the week, but the average price was higher than last week by 28 cents. The decrease is not unexpected as the rush of selling is now over and the market will probably continue to dwindle for the few remaining weeks that it will stay open. The tobacco now coming in is the remnants of crops, and is mostly of low grade. Most of the buyers have about completed their purchases and do not show the interest and keenness that they did earlier.

For the season to date total sales are 18,961,825 pounds, on which the average price is $14.75. At the same time last year total sales were 17,250,015 pounds and the average was $10.30.

According to grade prices ranged during the week: Trash, $2.50 to $3; Lugs, common, $3 to $5; medium, $5 to $8; good, $8 to $12; fine, $12 to $15. Leaf—low, $8 to $10; common, $10 to $18; medium, $18 to $25; No fine offered.—M. E. BACON.

## Irv. Cobb Cigar Factory

PADUCAH, Ky., April 22.—Expansion of the plant of the Irvin S. Cobb Cigar Co. is being considered, according to an announcement of directors of the company. Guy Jones, of Bowling Green, has been elected vice-president and general manager of the company, and is in charge of the plant. Mr. Jones is a former tobacco dealer at Bowling Green, and

Clown Cigarettes and Old Hill Side Smoking

Manufactured by Axton-Fisher Tobacco Co. Incorporated Louisville, Kentucky, U. S. A.

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
OFFICE AND FACTORY:
NINTH & FINDLAY STS., PADUCAH, KY.

J. W. HANCOCK & CO.

Dealers and Brokers in Leaf Tobacco

We correspond in English and German
Hopkinsville, Kentucky, U. S. A.
Cable Address: Hanfall Correspondence solicited

Wm. L. Burford & Co.

LEAF TOBACCO BROKERS

Headquarters 1000 W. Main St. LOUISVILLE, KY.
Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.
Orders and Correspondence Respectfully Solicited

BARLOW-MOORE TOBACCO COMPANY, Inc.

Manufacturers of
TWIST, PLUG AND SMOKING TOBACCOS
FOR DOMESTIC AND EXPORT TRADE
Orders and Correspondence Solicited
GLASGOW, KENTUCKY

O. H. ELLIS & CO.

Leaf Tobacco Brokers and Dealers

Export types, spinners, wrappers, binders, fillers, cutters, and Italian Manufacturing types
SPRINGFIELD, TENNESSEE
The Market Which Furnishes the Finest Grades of Dark Fired Tobaccos

Cable: Kennedy Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY

PADUCAH, KY., U. S. A.
Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders or Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield, Ky., and Martin, Tenn.

FRIEDBERG BROS., Inc. LEAF TOBACCO

Dealers in All Kinds of

BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

CABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky. / ENGLAND—Invade, Liverpool.

**ROSS TOBACCO COMPANY (Incorporated)**
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS, REDRYERS OF
**LEAF TOBACCO and STRIPS ON ORDER**
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
FACTORIES — OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

**G. F. VAUGHAN TOBACCO CO.**
BUYERS, REHANDLERS AND REDRYERS OF
**Leaf, Strips, Stems and Scraps**
FOR HOME AND EXPORT TRADE
*Samples Submitted. Contracts Solicited.*
Represented on All Hogsheads and Loose Markets. Latest Improved Machinery.
LEXINGTON, KY.

Cable address: "Phelon"
**J. S. PHELON**
***Leaf Tobacco Broker***
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam-Drying Plant
Ninth & Wing Avenue
OWENSBORO. KY.

Cable: Austin, Greeneville
CODES: { Arnold's No. 5 / A B C 5th Ed. Improved
BURLEY BRIGHTS STRIPS SCRAP
**LEAF TOBACCO**
**THE AUSTIN CO., Inc.**
GREENEVILLE, TENN.
*Latest Proctor System*

**THE TRANSCONTINENTAL TOBACCO CO.**
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*Packers and Exporters*
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**TANSY TOBACCO CORPORATION**
*Leaf Tobacco Dealers and Brokers*
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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*We Are Manufacturers*
Special Soft Wire Quick Shipments
**W. F. Robertson Steel & Iron Co.**
Cincinnati, Ohio

**W. O. SMITH & CO.**
Cable Address: "Lowbell"
Established 1865
**Freight Brokers and Forwarding Agents**
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
Main Office: 47 Washington St., New York City
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**THE STANDARDS OF AMERICA**
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
**GEORGE W. HELME COMPANY**
111 FIFTH AVENUE NEW YORK

announcement is made that a new cigar, the First National, will be put on the market by the company soon. It will retail for five cents.

## Burley Tobacco Growers Still Increasing

LEXINGTON, Ky., April 22.—President James C. Stone, of the Burley Tobacco Growers' Co-operative Association, announced today that the re-dried tobacco of the association was ready for sale and that a schedule of prices had been fixed and the trade notified. Samples of this tobacco, Mr. Stone said, can be seen at the offices of the association.

### Ten More Warehouses

Director of Warehouses Ralph M. Barker, who has been in the Western part of the burley district, returned today. He reported the taking over of ten warehouses by the association, without the necessity of expense of resorting to arbitration as to value. Two of these plants are at Glasgow and one each at Vine Grove, Elizabethtown, Hodgenville, Horse Cave, Munfordville, Burkesville, Campbellsville and Lebanon.

Director Barker said that in every county he had visited on his trip, which required almost the entire week, he found the growers not only satisfied and happy over the results this year but encouraged and confident of the future success of the co-operative marketing plan. The director has closed all the warehouses in the district for the season, but belated growers may deliver their crops by making arrangements by telephone, should there be any tobacco left undelivered, but Director Barker does not believe that there are many, if any, such growers, and thinks that the crop pledged to the association has been practically all delivered.

### New Members in Association

Ninety-seven growers of burley tobacco joined the Burley Tobacco Growers' Co-operative Association the past week, according to reports made to Assistant Chief of the Field Service Division William Collins. These contracts represent about 240,000 pounds of tobacco.

Twenty-one of the 97 contracts were sent in by Matt Winn from Rockcastle County, and 34 by Albert T. Day from Boone, Kenton and Grant counties. There were 16 from Green County, signed voluntarily by growers who remained out of the association last year.

Since the re-opening of the books on March 6, the records show, 1,009 contracts have been signed by as many growers, pledging their tobacco for the next five years to the association, representing slightly more than 2,400,000 pounds of tobacco.

### Reports from West Virginia

Clifton Rodes, of the Kentucky Agricultural Council, who went to Huntington, West Virginia, early the past week to resume the campaign in that state and in the adjoining counties of Lawrence and Gallia, reported to President Stone that the situation was highly favorable for a considerable addition to the association from that section of the burley district.

### In the "Black Patch"

The campaign for signatures to contracts in the "black patch," the dark tobacco district of Kentucky and Tennessee, is being pushed by Organization Manager Joseph Passonneau, who has been conducting a preliminary campaign in the dark district since March 4. The actual work of signing contracts starts with the coming week and the association has until October 1 to sign up two-thirds of the crop, or until November 1 if the organization committee extends the date to that time.

## Hopkinsville Average, $13.05

HOPKINSVILLE, Ky., April 21.—Total sales for the week, 368,770 pounds; average price per 100 pounds, $13.05. Sold to date of 1921 crop, 18,961,825 pounds; average price per 100 pounds, $14.75. Sold to same time last year, 17,250,015 pounds; average price per 100 pounds, $10.30.—J. W. HANCOCK, Chairman Sales Committee.

## Fear Overproduction in Dark District

HOPKINSVILLE, Ky., April 22.—The fear that the tobacco growers of the dark district of Kentucky and Tennessee will plant a large acreage this year and will bring about a heavy overproduction that will depress demand and prices next Winter when the market opens, is gaining ground with those who are in touch with the situation.

Tobacco is the money crop of this region and with corn, hay, oats, cattle, hogs, sheep, wheat and nearly everything produced on the farm selling at ruinously low prices except tobacco, it is only natural that in planning for the coming crop period the farmer should look with favor upon a large acreage of tobacco. And all too often he plans such an extensive crop that he cannot give it proper attention and cultivation to made the quality what it should be, and thus there is not only an overproduction but a crop of inferior quality.

This has occurred many times in the past, and always the decreased prices is the result. Yet the farmers seemingly cannot learn the lesson and periodically repeat the offense.

### Sounds Warning Note

Right along this line T. O. Turner, of Trigg County, a tobacco grower and man who keeps posted, sounds a warning in a card published last week in the Cadiz *Record*. Mr. Turner says in part:

"It should be perfectly clear to everyone now that common tobacco will not be profitable next season. Then why raise low grades?

"I don't think any kind of an association can make a good market for low grades. Then why not make it at least fairly good, or not at all.

"Better grades are the result of better efforts, planting only ground that will make it, cultivating properly and early enough to mature; cut ripe, house and fire it well or your crop will be a disappointment this season."

Dealers agree with Mr. Turner in his view of the situation. The effort to organize the dark tobacco growers under the Sapiro plan such as was adopted in the Burley district, is now getting under headway. But already the danger of overproduction this year is seen by the leaders in the movement and they have begun to preach at every public speaking and through the literature sent out, that the farmers should plant this year and should cultivate, for quality and not quantity. As Mr. Turner says, no form of association can operate very successfully with a large overproduction and with low grade tobacco.

### Transplanting Not Yet Started

As yet no tobacco has been set out. The plants in the beds are growing

(*Continued on Page* 31)

**EDGEWORTH**

Ready Rubbed
**EDGEWORTH and EDGEWORTH**
Plug-Slice
**TWO STANDARDS for dealers**
Send us a trial order. We guarantee satisfaction.
**LARUS & BRO. CO.**
Richmond, Va.

All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

**H. FENDRICH (Incorporated)**

**Evansville, Ind.** **Established 1850**

# Cleveland Business Shows Slight Improvement

## Embers of Cut Price Battle Fires Seem to Be Cooling Off—Cut-Throat War Shows No Signs of Spreading to More Intelligent Sectors—Trade Needs Helpful Influences.

CLEVELAND, Ohio, April 22.—Again there passed a week of almost no excitement or anything "tobaccoically" sensational, so to speak. Business continues fair with slight improvements manifest in many quarters. The embers of the battle along the Prospect avenue have been somewhat drenched and the battle shows no signs of spreading to other regions. Still with popular brands selling at so low a price as 12 cents, other dealers cannot but be affected to some degree at least. Dealers have felt that this radical cutting and cut-throat competition have given a black eye to the cigarette trade and to the public as a whole. Even though this so-called Anti-cigarette League is more or less of a joke at present, the trade needs all of its good behavior to sustain its present position of virtue towards the public.

Cleveland proved itself again the "city of conventions," when the American Building Trades announced their exposition here next week. Thousands of visitors will be here and many of the downtown stores, especially, will note a big increase in business.

### Buys Colonial Hotel Stand

Frank Tabor, who runs the cigar department of the Federal Drug Co., has bought the cigar stand at the Colonial Hotel. The change of office will take place the first of the month. Mr. Tabor has a real "find" in this location, one which has built for itself, through service and quality, a reputation of the highest sort.

### Feature Black and Whites

The Marshall Drug Co. is this week featuring in all its stores the Black and White cigar. The Club House, the two for fifteen size, is especially popular with Cleveland smokers and many of this size have been sold this week.

### Returns from West

Oscar R. Thompson has at last checked in from a Western business trip he was on. O. R. says that business is never dull for the one that has a real cigar to sell. This is the reason that business is always good with Thompson; Juan de Fucas are "real" cigars.

### A Good Location

With the baseball season in full blast, the fact is brought closer to home than ever, that Ginsert & McDermott have a very decidedly good location at their store across from Dunn Field. On playing days an army of clerks is always ready to give quick and courteous attention to everyone, a trait that has always distinguished this store.

### Miss Mendelsohn to Wed

Mr. and Mrs. Max Mendelsohn have announced the engagement of their daughter, Miss Beatrice, to Mr. Lloyd Toplitz, Ansonia Hotel, New York. Mr. Toplitz is a grandson of the late Rev. Dr. Raphael Lasker of Boston. Miss Mendelsohn's father is the well known cigar manufacturer of this city, manufacturer of Paramount, Decision, and other brands. Both of the young people are well known socially and their many friends are constantly sending in their congratulations to the pair who are, at present, in Gotham.

### A Busy Place

It surely is remarkable the way some stores can pile up business day in and day out with "nary" an exception. Three such stores are those of the Eastern Cigar and Tobacco Co., of Akron. Especially is this true of the new store, the one at 278 South Main street. The fixtures and decorations are among the most beautiful I have ever seen. Levin & Cohen have in this environment, procured clerks who know their business and no customer ever leaves without feeling perfectly satisfied, a fact which is, undoubtedly, the cause of this remarkable business.

### Bob Ellis Comes to Town

Bob Ellis of the Bernard Schwartz Cigar Corp., was a visitor in town this week. Bob says that business is just great. From every indication as to Cleveland sales of the R. G. Dun cigar, Bob is entirely correct.

### Rose-O-Cubas Going Good

The P. G. Vincent Co., local distributors of the Rose-O-Cuba cigar, reports big increases in sales of this brand since the new $58 per thousand list price went into effect. This brand, selling now at two for fifteen cents, is one of Cleveland's popular smokers and the P. G. Vincent Co. has a real "thing," in this product of the Fleck Cigar Co. of Reading, Pa.

### Stops Off Here

Cleveland cigar men got a glimpse of C. J. Duddelston, prominent cigar man, when he stopped here for a few days last week en route to Philadelphia.

### He Knows How

Jimmy Walsh was here this week in the interests of Melachrinos. Due to Jimmy's efforts Melachrinos are going better than ever in this section and hardly a counter in town is complete without a carton of Melachrino on it.

### Gets Back

Val Keough, with the Preferred Havana Tobacco Co., of New York and Tampa, got back from a Western trip this week. Val was more than surprised with the way smokers are taking more and more to Henry the Fourth cigars.

### "Anti-cigaret Weak" Now

The latest "week" to hit Cleveland is National Anti-cigaret Week, April 23 to 30. The local Anti-cigaret League, of which Inez Ashby is president, will have headquarters at the Hollenden, where a series of meetings will be held. An invitation has been extended to Miss Lucy Page Gaston, leading anti-cigaret crusader, to lead the drive here. Mrs. Eleanor Gordon, secretary of the league

(*Continued on page* 30)

**EL VERSO**
**HAVANA CIGARS**

**Seven Sizes**
**to Please the Most Discriminating**

**The Deisel-Wemmer Co.**
*Makers*
**LIMA, OHIO**

Oh yes, there are some mighty good dealers who do not carry the Paramount

But we hope they will as soon as they know all about it. In many states Paramount is favorably known and is selling rapidly. Soon it will be a favorite with the nation.

***As we say, there's still open territory, but we want more than just "a representative"***

**THE MENDELSOHN COMPANY, INC.**
**2700 WOODLAND AVENUE, CLEVELAND, OHIO**

**PARAMOUNT**

**ABOVE ALL**

Read Tobacco and Keep Up to Date

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**A. N. SHEPARD & SON**
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# Connecticut Tobacco Buying Continues Slowly

## A Few Crops Picked Up and Deliveries Made During Week—Prices Still in Elusive Class—Few Warehouses Operating—Co-operative Association Plans Taking Form.

HARTFORD, April 22.—In tobacco circles there is some buying still on; a few crops were picked up during the week and deliveries made. The prices reported are like an elastic band, as it is impossible to learn exactly the price paid; every report is different from the others. However, some of the buyers still think that they will invest more and are out to secure a few more crops.

Some of the growers still refuse to entertain the prices offered, and are casing their crops. They maintain that better prices will prevail later. In some sections of the broadleaf belt there has been a pretty general clean up, and in other sections considerable tobacco is still laying in the bundle awaiting for buyers.

Most of the warehouses have closed down for the season, and very little is being done towards assorting, except in two or three warehouses. A few are still open, running with packing gangs on assorted crops. Nussbaum, Newfield & Co., are still open with a full house assorting, and will be for some time to come. They have already put up a large packing of broadleaf, and in the packing are many of the choicest crops grown in East Hartford and Glastonbury. They have sampled part of the packing; it is coming out fine and they will be ready soon to show samples of some of the finest broadleaf grown in 1921.

### Sowing Seed Beds

During the past week growers turned their attetion to the sowing of beds for the 1922 crop, and the majority have taken precautionary measures against "wildfire" by sterilizing, and outfits were run day and night.

Fertilizers are beginning to move, as farmers are going to try another crop, even though they did not make any money during the past year.

Now with the new hopes engendered by the co-operative association, soon to be formed, they are going to endeavor to keep the Connecticut Valley tobacco industry in fashion, as they believe that the new association will make good. The promoters of the association are working out their plans and soon a form of contract will be ready to be signed up. It is generally understood that the contract will be for a term of five years, and will be ironclad so that the grower who signs it, will be in for five years and cannot break away from the association and the selling of his crop will be entirely with the association who will sell it at a high price, and thus the grower will realize a reasonable profit on his expenditures.

### Willing to Be Convinced

However, some of the growers are "still on the fence," and are waiting to see what the contract is to be, and whether it be a "death warrant" or not. Many of the buyers think that the association will be a good thing, for then they will not have to buy tobacco in the green state nor go to the expense of assorting and packing, then running the risk of damaged goods. They say they can cut down their overhead expenses in running warehouses, and holding their customers tobacco for orders, but can go on the "brokerage" basis and buy as they want it and buy the goods sweated and ready for the manufacturer, and thus work on a smaller capital basis.

The growers feel that now is the time to put their business on a paying basis, or quit entirely, and have investigated the plan as being worked in the Burley section, which shows a material increase in the prices received by the growers within a year's time.

### Select Delegates to Convention

The Connecticut Leaf Tobacco Association at their business meeting this week elected delegates and alternates to the convention of the National Cigar Leaf Tobacco Association at Atlantic City in June. The delegates are, Benjamin L. Haas, William M. Cahn and G. W. Stewart; the alternates are, William S. Fuller, Maurice Hartman and William S. Hunting.

Work on the plantations has gotten under way; plants are doing well; some have them as big as a "quarter."

### Long "On the Job"

The firm of Olds & Whipple is probably the oldest firm with the original members of the firm both still actively engaged in the business. Every day they are on their job, and have been close followers of their business for the past forty-five years. Their business has been furnishing the tobacco growers with necessary supplies. They have not only a large seed business, but an agricultural tool business; they manufacture sheet metal articles, and are largely interested in the growing and packing of tobacco, and have several large farms in different sections of the Valley, and are growing a fine quality of shade tobacco. In addition to this business, they are heavily interested in the manufacture of fertilizers, and two years ago erected a large modern fertilizer factory in East Hartford with a capacity of 25,000 tons a year. This plant is electrically equipped with all the latest labor saving devices and even have a machine for piling bags.

Many of the best crops of tobacco grown in the Valley have been grown on "Olds & Whipple's tobacco specials," and have brought the highest prices. Their reputation has been of such a high order that the fertilizer pool formed in East Hartford a few weeks ago placed its entire order with them against many competitors who submitted bids for the entire pool.

Growers are now getting ready to put their land into shape for the new crop, but this morning, with the thermometer registering 24 degrees, will not make tobacco plants grow very fast.

There will be an increase in shade acreage this year, and the estimated acreage is placed at about 7,000.

It is expected that setting of shade will begin about May 20, and be rushed right along until finished.

## Considering Tobacco Loans

HARTFORD, Conn., April 24.—Bankers are following with keen interest and close attention the effort by tobacco growers to organize a co-operative marketing association on the lines of that in the Burley area and a number of them say that while there are problems in regard to the banking and loan details it should be possible for local banks to help materially toward a solution of these. The matter has not been taken up with them directly as yet on a working basis, probably because there is plenty of time. First consultations have been held by some growers interested with officers of several of the banks and are likely to be continued.

Growers say that while help might be given by the Finance Corporation, it is

(*Continued on page* 31)

**W. S. PINNEY & CO.**
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

## St. Louis Business Shows Improvement

St. Louis, Mo., April 24.—Somewhat of a betterment in business is reported by both the jobbers and retailers in the cigar and tobacco industry. This is particularly true as to the downtown retail stores.

A "friendly suit" to construe a hazy paragraph in the will of Charles P. Stanley, wealthy cigar manufacturer, was filed last week by his widow, Mrs. Rose E. Stanley, against their three children, Ralph L., Gerald T. and Mrs. Mary S. Bracken, and the executors of the estate, the Mercantile Trust Co.

In his will Mr. Stanley, who died May 12, last, left 70 per cent of the income of his trust estate to his widow and 10 per cent to each child.

In one paragraph of the will it is specified that Mrs. Stanley is to receive each year four quarterly payments of $500, to be paid on the second day of January, April, July and October. The succeeding sentence says that "the $500 a month, which is to be paid Mrs. Stanley, on the first day of each month, shall be adjudged a part of the 70 per cent of the income."

Mrs. Stanley thinks that this paragraph means that she is to receive $500 monthly or $6,000 annually, in addition to the trust income. She asks the court to decide.

According to the attorney for Mrs. Stanley, the only point at issue is whether Mrs. Stanley is to receive $500 a month from the date of the death of Mr. Stanley or from the time the executor took charge, several months later.

C. M. Dearmont, of Mound City, M who has charge of shelling corn cob pipecorn in that section, says cobs are paid for at the rate of $12 to $15 an acre in addition to the value of the corn. Eighty-seven sacks of cobs taken from 10 acres near Mound City, brought $1.40 to $1.50 a sack. Some yields netted the grower $16 an acre for cobs alone.

### Fire Damages Stanley Home

The home of Mrs. Charles P. Stanley was damaged by fire one morning last week. The loss was $500. Gerald Stanley, who occupied a room on the second floor was awakened by the smell of smoke. He attempted to extinguish the flames, and when the blaze became uncontrollable, the fire department was called.

### R. B. McGinnis Cigar Co.

R. B. McGinnis, formerly in the cigar jobbing business in North Oklahoma City, Okla., has come to St. Louis to reside and has opened a retail cigar store in the Victoria building, on the northwest corner of 8th and Locust streets. The name of his firm is the R. B. McGinnis Cigar Co. He will carry all the leading brands of cigars, cigarettes and pipes.

B. E. d'Arcambal, who travels in southeast Missouri for the General Cigar Co., making his headquarters at Charleston, Mo., had a second stroke of apoplexy recently and is in a serious condition.

A. B. Adair, general manager of the General Cigar Co., middle west branches, was a recent visitor.

C. L. Hutchins has joined the selling staff of the Mid-West Cigar Co., and his territory will be East St. Louis and Southern Illinois. Mr. Hutchins formerly represented Arnold Tietig & Sons in this territory for a long time.

### Knights of the Grip

Many cigar representatives have been here recently. Among them were Hi Hammer of Correl, Wodiska & Co.; B. M. Torrence and Frank Jones of Tobacco Products Co.; Frank D. Patton of Gonzalez & Sanchez and George A. Kohler & Co.; Jack Planco of Ruy Suarez & Co.; T. C. Gail of Henry Clay and Bosh & Co.; A. J. Mitchell of Julius Klorfein and F. W. H. Clark, of the Mi Lola Cigar Co.

The following representatives making St. Louis their headquarters have been in for a day or two and then left for their respective territories: W. W. Haynie, of the Haynie System and Frank Wingfield of the I. Lewis Cigar Mfg. Co.

Recent window displays have been: El Verso by Stickney-Hoelscher Cigar Co.; Chancellor and Tungsten by the William A. Stickney Cigar Co.; Monte Cristo by Dengler & Hatz; Emanelo by Mass & Lowenhaupt; Reginella by Charles P. Stanley Cigar Co., and the Alluro by Rauh-Milius Cigar Co.

## Key West Key Notes

Key West, Fla., April 22.—That the cigar business continues to move steadily along was the gist of the information received this week from the managers of the factories called upon. The E. H. Gato Cigar Co., announces the conditions as last week.

Thompson & Co. reported conditions as usual. Their regular number of workers are employed, and their production is about the maximum.

Mi Favorita also announced conditions as usual. This was also the information received from the Cortez management.

The A. Losa Cigar factory, which has only been in operation a few weeks, is receiving orders daily, and the manager, A. Losa, states that he is well pleased with the success of the new enterprise. The Watkins & Kemp Cigar Co. is receiving steady and good orders for this season of the year.

The Locoval is another new factory which is meeting with public approval to judge from the orders being received by the management of this factory.

### John Wardlow Cigar Co.

John Wardlow, the well known cigar manufacturer, who recently returned from a business and pleasure trip to New York, stated this week that he has leased a part of the Ruy Lopez & Co.'s building and will open a factory which will operate under the name of the John Wardlow Cigar Co.

This announcement coming from one so well versed in the tobacco industry means another successful cigar factory for Key West.

Mr. Wardlow used every effort to have the Ruy Lopez Co. reopen its factory which was closed several months ago, but without any success. Seeing his failure to have the company reopen the factory in this city, Mr. Wardlow decided to open a factory under his own name, and while in New York recently completed arrangements whereby he is in a position to state that the factory will open for business within the next ten days.

Work will begin on a small scale. Mr. Wardlow contemplates engaging about one hundred workers for the present, or until orders warrant an increase in the force.

F. F. Fonseca, well known cigar manufacturer of New York and Havana, was an arrival in this city this week en route to Cuba.

Eduardo H. Gato, Jr., accompanied by his daughters, Misses Anita Edna and Mercedes, were arrivals from Cuba this week.

## A Pre-Nuptial Luncheon

A delightful social affair took place a few evenings ago in Brooklyn, when a luncheon was tendered to Miss Shirley Branerman, by a host of her friends, at which the engagement of Miss Branerman to Mr. Murray Caffee was announced. Miss Branerman is secretary to J. A. Voice, president of the Pasbach-Voice Lithographing Co., and is very popular with the large force of employees in the great lithographing establishment.

## Cigarette Strike in Berlin

Employees of all the Berlin cigarette manufacturers went on strike April 1. The union representatives broke off negotiations and ordered the men out. Employers, thereupon, declined to treat with the union as long as the men remained on strike. The employers demanded changes in the working agreement, which the union rejected.

Dealers CAN NOW GET DILL'S BEST THROUGH ANY REGULAR JOBBER

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Richmond, Va.

PERFECT LITHOGRAPHY
CIGAR LABELS BANDS
American Box Supply Co.
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Exclusive Selling Agents For
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RANCHO CIGARS
RICH IN SMOKING VALUE
Many Shapes Many Sizes
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Cigarette machines for sale or for rent.
Machine operators furnished by the day or week.
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*Write or phone for quick service.*
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HIGH GRADE CIGAR LABELS AND BANDS
170 WEST RANDOLPH ST., CHICAGO, ILL
723 BRYANT STREET, SAN FRANCISCO, CAL.

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HAVANA LEAF DEALERS
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**Havana Tobacco Stripping Co.**
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OF
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Escogedor de Tabaco En Rama
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CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS


# False Alarm Springtime Chills Up-State Smokers

## Sunshine May Bring Tidings o' Great Joy Again—Call for Auditor on Cigaret Costs—Remember Smokarols?—No Crime to Steal Cigarets!—See Fulder About Cigars.

NEW YORK STATE CAPITOL DISTRICT Cold-Wave-Week, 1922.

"Br-r-r-r-r, looks like winter, Sam!" shivered Jim Stubb, closing the front door o' Stubb & Ash, Inc., tobacconists to the Sweet Clover Committee o' the Hot Chair Club. "Thought we were going to get some Springshine! Instead, we land some more frost to chill the business!"

"Sure, this here trade ain't dull enough yet, y' unnerstan!" complained Sam Ash, wondering where all the smokers were who wanted cigarettes at cut-rates. "Only last week it was so warm, unnerstan me that them blue carp was biten' at the hooks of these here cheap cigarettes, an' now they ain't even buyin it matches!"

"Well, one good thing, it can't last!" cheered Jim Stubb, vigorously rubbing his hands together, to create another unit o' heat. "Now it's so blame near the first o' May, y' know, that after the changes of moving day, there's bound to be better weather and more movement in trade, Sam!"

### What Do Cigarets Cost, Anyway?

"Certainly, business is improving every day!" announced Bill Locke, the chap who runs the A. T. Co.'s Capitol District affairs from Kingston, the original Capital o' York State, as he mingled with the Committee on Ray o' Hope. "Except in the cigarette line."

"There you have a chaotic condition, surely. Everyone is in a big scramble on cigarettes. Jobbers get what they can. Retailers get what they can. No two prices alike, unless by coincidence. Cutting along the River towns is not so bad as it is right here in Albany and local territory.

"But all that my company asks is an even break. At a meeting in New York last week, the sales bosses merely requested the field man to endeavor to have the dealers ask the same price for our brands as they receive for competing goods, that's all.

"And there's really one brand on our list which is not being cut much. I refer to the One-Eleven. It is cheap enough as it is, and the business upon it in most of my district is growing very rapidly, indeed."

### Back Come Smokarols for a Dime

"Ditto on this Velvet Smokarols," insisted Webb Plass, chief cockalorum for the tobacco end o' the Liggett & Myers Tobacco Co., in the Up-State belt, also coming to a dead-stop in the Committee on Arrivals. "It's the same old Smokarol, to be sure, but now made to fit any pipe, 16 smokes for a dime.

"This is a popular price. And at the St. Louis convention last week, all our sales division men were requested to place the Smokarol only with the best stores in town, for a tryout. If it goes as we have every reason to anticipate, we will market the brand again quite generally, with the former advertising to support a big production."

### Where Was That Armored Car?

"Big production seems to be what these here thieves in Albany want, also-as-well," affirmed Sam Ash, almost selling a new customer that fly-blown meerschaum pipe which had been in stock since Adam put on long pants. "Why, I bet yer they should now already have robbed enough cigar an' cigarette men to start it a jobbing house, y' unnerstan!

"An' this week, just to show that there new police auto squad that they ain't afraid of nu machine guns, siege ar,-tillery, nor armored cars o' anney kind, unnerstan, they broke into the Dearstyne Brothers Tobacco Co. garage in Wendell Alley, took all them cigarettes on the floor, an' all the cigars in the gasoline buggy.

"To make the getaway, unnerstan me, them birds musta had another car-load. So Jimmy Dearstyne says when he got down to the garage an' saw the job, he had a good notion to call in either Petey Schifferdecker, that there Irish deteckatif, or Sherry Tuffs, the noted finger-print expert, to solve the crime."

### Try to Get Eleven Cents, Then!

"Shucks, it's no crime to steal anymore!" objected Jim Stubb, taking a match from Sam's pocket to light his Carborona Corona. "It's being done every day, in a perfectly respectable manner. Ask any smoker on the street. He'll tell you!

"For instance, how can the Branche Drug Co. sell Peter Schuyler cigars for nine cents, and make any money? Or how can the Warner Drug Co. sell 'em for nine or ten? Or Schulte at nine and one-half to ten-and-one-half? And the Bruce MacDonald Co. at eleven for a dollar, on their dollar-days?

"Other dealers get two-for-a-quarter. That is, they try. But the new price on Schuylers of $85 for Perfectos and Panatelas, announced in TOBACCO last week, has got the dealers and smokers all mixed up. They don't know what to do.

"Anyway, the dealer doesn't. For the G. W. Van Syke & Horton office in this city, has advised dealers to ask eleven cents, starting May 1st. While Schuyler Odd Moments, the package brand o' short smokes, comes down from 20 to 15 cents, at retail, y' know."

### And the Delawares Will Ride, Too

"Everything is coming down, I guess," reckoned Boss Bennett, he of J. M. Bennett & Son, Oneida, as he strolled into the sessions o' the Committee on Conversation. "And that's what makes it so difficult to do business.

"To overcome this disadvantage, we are now advertising our Delaware brand in the newspapers. All through the Syracuse-Rochester-Utica territory we are fairly strong with the smokers. But advertising helps a lot, too. And to help some more, I think we will soon distribute our goods by local sales delivery auto, bringing the brand right to the retailer's door-sill."


**HOYO de MONTERREY**
*The Aristocrat of*
**Imported Cigars**
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

**MANUEL A. SUAREZ & COMPANY**
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

### Why Not Make Shoestrings, Instead?

"That should be the dope on business today, I bet yer," nodded Sam Ash, actually making the sale of a 15 cent cigar to a smoker in an awful hurry to catch a car for the ball-grounds. "Have it the manufacturer sell from a car, an' deliver at once, y' unnerstan.

"But how should them there Oneida cigarmakers do that? For I hear it them goofs which has been outa work ever since Community Plate commenced to look like silver, is now gonna go in that there co-operative business, unnerstan me.

"More than 22 o' em is outa jobs, unnerstan, but that's the number which has agreed to raise it three hunnerd dollars apiece, or $6,600 altogether. An' that there Oneida Chamber o' Commerce has also signed up to raise a similar amount, to help out a infant industry.

"These are all unionmen, y' unnerstan. An' if they all work in the factory they oughta turn out at least 35,000 cigars every week. Five cent goods is to be the program, unnerstan, an' they ain't got it nu advertised brand, nu leaf, nu equipment for the shop, nu nothin'.

"Yet they got it the nerve of a decayed tooth, I bet yer! For who ever heard it of a shop startin' with 22 men to make cigars on a cash capital o' six hunnered dollars each! Why, at the very least, y' unnerstan, them birds will need it $1,200 to $1,500 per man, just to carry stock an' open accounts, let alone advertise an unknown brand without a sales force o' even salesmen which could sell it black shoestrings for these here white sport shoes with them brown heels!"

### Ask Irving Fulder—He Knows

"Yes, it takes capital to swing the cigar business these days," smiled Irving Fulder, all the way from the House o' Fulder, on Beaver street, which is in Albany, as he foregathered with the Hot Chair Club. "Accounts alone take a fortune! No one pays until you go after it—and not always then!

"Nowadays I am doing about all the traveling for our firm. My father, Sam, looks after the headquarters on stock, while Uncle Jake doesn't bother much with road business now. Trade is fair, but not good. Cigarettes have pried cigars loose from old moorings, and it will require some effort to re-establish friendly relations with the old time cigar smoking public, let alone the newer addition of young men who prefer a cigaret right now."

### Some Wholesale—But Cigars, Only

"Well, Jobber Ingerham o' Oneonta is out of the cigaret business!" remarked Jim Stubb, arising from his seat in the Hot Chair Club to stretch himself and prepare for the Boulevard Platter. "All his cigaret and tobacco jobbing stock was sold last week to Oneonta wholesale grocers.

"But Al retains his retail store. And he will continue to job cigars, too. You know he has the Cinco brand for some 16 counties in the Susquehanna Valley, and rounabout. Also, Al is in the automobile business, which takes a pile of his time.

"And he says he's so glad he retired from the cut-throat tobacco and cigaret trade as he would have been to get a certified voucher for his stock from Washington—not G. W., but D. C."—THE SMOKER.

## Baltimore Market

### Strong Demand Continues

BALTIMORE, M. D., April 20.—Geiske & Niemann, leaf tobacco merchants, make report as follows:

Maryland:—Offerings of new receipts continued small, being 86 hogsheads, besides which 15 hogsheads of old tobacco were reinspected. Sales totaled 103 hogsheads, with no change in prices, and the demand continuing strong for all cigarette grades.

Ohio:—No receipts, with 127 hogsheads reported as sold, but which were actually sold long ago.

### Crop Prospects

Maryland:—Under favorable Spring weather, plants have come up in the beds being about the size of ½ Dollar.

Plant beds are very numerous this year, indicating farmers' intentions to set out a very large crop of tobacco.

### Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending April 19:

#### Receipts

| | This week | Previously | Total | Net to date | Same 1921 |
|---|---|---|---|---|---|
| Maryland | 103 | 2,285 | 2,388 | 1,435 | 2,088 |
| Ohio | ... | 82 | 82 | 82 | 138 |
| Total | 103 | 2,367 | 2,470 | 1,517 | 2,226 |

Reinspections this week. Maryland, 15; to date, Maryland 953.

#### Deliveries

| | Maryland (Coastwise and Domestic) | Maryland For. | Maryland Total | Ohio | Total |
|---|---|---|---|---|---|
| This week | 290 | 50 | 340 | ... | 340 |
| Previously | 1,436 | 1,983 | 3,419 | 182 | 3,601 |
| | 1,726 | 2,033 | 3,759 | 182 | 3,941 |

#### Stock in Warehouses

| | Maryland | Ohio | Total |
|---|---|---|---|
| Stock Jan. 1 | 16,690 | 3,947 | 20,637 |
| Receipts since | 1,435 | 82 | 1,517 |
| | 18,125 | 4,029 | 22,154 |
| Delivered since | 3,759 | 182 | 3,941 |
| Stockc today | 14,366 | 3,847 | 18,213 |

#### Sales

| | Maryland | Ohio | Total |
|---|---|---|---|
| This week | 103 | 127 | 230 |
| Previously | 3,487 | 365 | 3,852 |
| | 3,590 | 492 | 4,082 |

Groundleaves to date, 661 hogsheads.

### Improvement Noted

At the office of H. Anton Bock & Co., cigar manufacturers, 1230 Second avenue, they say that business has picked up a little in the last month.


"The Perfect Cigar Gum"
WORKS RIGHT STICKS TIGHT LEAVES WRAPPER CLEAN
ALSO
GUM TRAGACANTH
*Special Grades for Cigar Manufacturers*
F. E. RICHARDSON & CO., 114 John Street, New York City

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE HAVANA, CUBA

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

Established 1870
Incorporated 1902
Phones Worth 9547 9548 9549
B. Wasserman Co., Inc.
Importers and Jobbers of
Cigars & Cigarettes
77 Chambers St., New York

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

CONSTANTINO JUNCO
GROWER, PACKER AND DEALER IN
All Kinds of Havana Leaf Tobacco
129 Lealtad St., cor. Dragones St. HAVANA, CUBA

HAVANA LEAF DEALERS

GODINEZ Y HNO
Amistad 97, Habana
Cable Dgodinez

PASTOR SANCHEZ
225 Monte St., Havana, Cuba
Cable "Pastorama"

TOMAS BENITEZ Y LEON
15 Monte St., Havana, Cuba
Cable "Tebenitez"

GONZALEZ HNO, & CA. S en C
39 Dragones St., Havana, Cuba
Cable "Goncelacio"

MANUEL LOZANO
Monte No. 180,
Havana, Cuba

SIERRA Y DIEZ S en C
Monte 3, Havana, Cuba,
Cable "Rama"

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

IGNACIO P. CASTAÑEDA
Dragones 110
Havana — Cuba

MANILA LEAF AND CIGARS

SIDNEY J. FREEMAN & SONS
Charles the Third Cigars, 10c. and upwards.
123 Liberty St., New York

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

# PARK & TILFORD

**are the**

# LARGEST IMPORTERS

**of Cigars from the Independent factories in Havana, and have the largest displays in their stores of these finest Cigars.**

*Wholesale Price List will be sent to any dealer*

**Our Wholesale Department, 529 to 549 West 42nd Street, invites your personal inspection**

**HAVANA CIGARS**

*The Leader in All the World's Markets*

# ROMEO y JULIETA

**U. S. REPRESENTATIVE**

**WM. T. TAYLOR, 50 E. 42nd St.**

*Sweet and Aromatic*

**INDEPENDENT CIGAR FACTORY**

**M. L. FERNANDEZ, Proprietor**

**Cable: "Belinda"**

**96-98 GERVASIO STREET HAVANA, CUBA**

**N. E. NICHOLS**

**United States Representative**

**8-10 WEST 45TH STREET - - - - - NEW YORK**

**Telephone: Murray Hill 8427**


# Imported Tobacco, Cigars, Cigarettes, Etc.

**Names of Steamships and Dates of Arrivals at Port of New York**

### Cigars from Cuba

*S. S. Pastores* —*April* 23

Walters & Co. (London via New York) .....2 Cases

*S. S. Orizaba* —*April* 25

| | Cases |
|---|---|
| Grosvenor Nicholas & Co. | 12 |
| B. Perkins Co. (Boston) | 2 |
| Hyneman Bros (Boston) | 1 |
| Joseph T. Snyder (Buffalo) | 2 |
| H. P. Brewster (Rochester) | 1 |
| Park & Tilford | 32 |
| G. S. Nicholas & Son, Ltd. | 8 |
| Reymer & Brothers, Inc. (Pittsburgh, Pa.) | 3 |
| Calixto Lopez Co. | 3 |
| British American Tobacco Co. (Australia) | 13 |
| Trinidad Shipping & Trading Co. (Trinidad, B. W. I.) | 2 |
| Morris Michaels, Ltd. (Montreal, Can.) | 2 |
| Waken & McLaughlin (Chicago, Ill.) | 1 |
| Chauncey C. Ryder Co. | 1 |
| G. W. Faber, Inc. | 27 |
| United Cigar Stores Co. | 11 |
| Acker, Merrall & Condit Co. | 20 |
| Eastbrook & Eaton (Boston) | 3 |
| Charles & Co. | 2 |
| B. Wasserman & Co. | 19 |
| General Cigar Co., Inc. (Chicago, Ill.) | 4 |
| Robert E. Lane | 9 |
| N. Y. & Cuba Mail S. S. Co. | 110 |
| Arnold Schlart, (Saugatuck & Westport, Conn) | 1 |
| L. M. Savage (Bangor, Maine) | 1 |

### Cigars and Cigarettes from Cuba

*S. S. Orizaba* —*April* 25

| | Cases |
|---|---|
| United Cigar Stores Co. | 1 |
| N. Y. & Cuba Mail S. S. Co. | 5 |

### Cigars and Cut Tobacco from Cuba

*S. S. Orizaba* —*April* 25

| | Cases |
|---|---|
| Charles & Co. | 1 |
| G. W. Faber, Inc. | 1 |

### Cigarettes from Cuba

*S. S. Munargo* —*April* 24

Munson S. S. Line .....2 Cases

### Tobacco from Cuba

*S. S. Pastores* —*April* 23

E. Rosenwald & Bro. .....200 Bales

*S. S. Munargo* —*April* 24

Munson S. S. Line .....5 Cases

*S. S. Orizaba* —*April* 25

| | Bales |
|---|---|
| Maurice Winter & Co. | 15 |
| S. Ruppin, Inc. | 73 |
| E. Rosenwald & Bro. | 50 |
| S. Wemberg (Phila., Pa.) | 15 |
| Cruz Bros. | 20 |
| S. Rossin & Sons | 226 |
| Stern-Mendelsohn Co., Inc. | 799 |
| A. Kraussman | 155 |
| A. Hussey Leaf Tobacco Co. (Chicago, Ill.) | 2 |
| Lewis Cantor | 214 |
| S. Ruppin, Inc. (Canada) | 26 |
| Leonardo Vina | 7 |
| J. Bernheim & Son | 400 |
| N. Y. & Cuba Mail S. S. Co. | 552 |
| | Barrels |
| Ernest Ellinger & Co. | 21 |
| New York & Tampa Cigar Co. | 11 |
| Milton Greenhall | 26 |
| S. Ruppin, Inc. | 162 |
| S. Rossin & Sons | 77 |
| Hinsdale Smith & Co. | 75 |
| Fernandez La Rosa Co. | 13 |
| Congress Cigar Co. | 14 |
| Congress Cigar Co. (Phila., Pa.) | 11 |
| H. Duys & Co., Inc. | 66 |
| American Cigar Co. | 47 |
| | Packs |
| Congress Cigar Co. (Phila., Pa.) | 56 |
| G. H. P. Cigar Co. (Phila., Pa.) | 149 |
| Waitt & Bond, (Newark, N. J.) | 139 |
| Yocum Bros. | 19 |
| J. Bernheim & Son | 55 |
| Jose Cosio (Chicago, Ill.) | 21 |
| Congress Cigar Co. | 109 |
| N. Y. & Cuba Mail S. S. Co. | 10 |
| Ernest Ellinger & Co. | 3 |
| Bayuk Bros., Inc. (Phila, Pa.) | 134 |
| Milton Greenhall | 5 |
| E. Rosenwald & Bros. | 5 |
| Cruz Bros. | 8 |
| M. A. Andre | 50 |
| | Cases |
| N. Y. & Cuba Mail S. S. Co. | 80 |

### Cigars from Porto Rico

*S. S. Edith* —*April* 23

Jose Pastrana & Co. .....2 Cases

*S. S. Zulia* —*April* 24

Infanzon & Rodriguez .....16 Cases

*S. S. Porto Rico* —*April* 24

| | Cases |
|---|---|
| Villar Lanza & Co. | 2 |
| G. W. Sheldon & Co. | 2 |
| Porto Rican American Tob. Co. | 235 |
| United Cigar Stores Co. | 84 |
| W. O. Smith & Co. | 2 |
| Jose Pastrana & Co. | 2 |

### Tobacco from Porto Rico

*S. S. Edith* —*April* 23

W. J. McDonald Co. .....100 Barrels

*S. S. Sagua* —*April* 23

| | Bales |
|---|---|
| Rosenstadt & Waller | 58 |
| I. Lewis Cigar Mfg. Co. | 134 |
| L. Schmidt & Co. | 15 |
| | Barrels |
| Nitrate Agencies Co. | 33 |
| L. Schmidt & Co. | 60 |
| Universal Leaf Tob. Co. | 47 |
| Durlach Bros., Inc. | 50 |
| Rosenstadt & Waller | 229 |

*S. S. Porto Rico* —*April* 24

| | Bales |
|---|---|
| American Cigar Co. | 1200 |
| J. Cohn & Co. | 22 |
| Julius Marqusee & Son, Inc. | 126 |
| Stern-Mendelsohn Co., Inc. | 181 |
| Hamburger Bros. & Co. | 22 |
| | Barrels |
| American Sumatra Tobacco Co. | 380 |
| Rosenstadt & Waller | 31 |
| Durlach Bros., Inc. | 167 |
| J. Cohn & Co. | 28 |
| Julius Marqusee & Son, Inc. | 111 |
| Porto Rican American Tob. Co. | 25 |
| Stern-Mendelsohn Co., Inc. | 85 |
| Hamburger Bros., & Co. | 226 |

### Cigars from Kingston

*S. S. Metapan* —*April* 20

British American Tob. Co. .....6 Cases

### Tobacco from Rotterdam

*S. S. Nieuw Amsterdam* —*April* 23

| | Bales |
|---|---|
| Geo. L. Blake | 26 |
| W. C. Smith & Co. | 10 |
| H. Duys & Co., Inc. (In bond to Canada) | 46 |
| H. Duys & Co., Inc. (Phila., Pa.) | 32 |
| H. Duys & Co., Inc. (Milwaukee, Wisc.) | 5 |
| H. Duys & Co., Inc. | 148 |
| Markland & Reed .....1 Box | |

### Tobacco from Southampton

*S. S. Mauretania* —*April* 21

Irving National Bank .....4 Cases

### Tobacco from Hamburg

*S. S. Cragness* —*April* 20

Equitable Trust Co. .....650 Bales

### Tobacco from London

*S. S. Olympic* —*April* 19

Irving National Bank .....1 Case

### Cigarettes from London

*S. S. Montauk* —*April* 24

C. B. Richard & Co. .....1 Case

### Tobacco from Havre

*S. S. Paris* —*April* 22

Freeman, Berthet & Co. .....23 Cases

### Tobacco from Manila

*S. S. Keemun* —*April* 22

| | Bales |
|---|---|
| International Tobacco Corp. | 100 |
| Bendheim & Hochreuther | 100 |
| Bowring & Co. | 60 |

(*Continued on page* 31)

# Tampa Tidings

TAMPA, Fla., April 22.—Express shipments amounting to two hundred thousand during the past 30 days is the record made by H. F. Diaz, superintendent of the Preferred Havana Tobacco Co.'s factories here. Orders are not big, but a constant stream is coming in by wire. Henry the Fourth and Francisco G. Bances are especially active.

### Joe Is Headed West

Joe Sanchez, son of Laureano Sanchez of Sanchez & Co., has packed his grip and is off for an extended trip. He has been holding down a desk at 222 Pearl street, New York. He goes to Philadelphia, Baltimore, Washington, then Westward, Ho! This is his initial visit to the out-of-town smokers of the famous Sanchez brands; and its predicted that the Tampa factory will soon be called upon to speed up.

### Little Carmelo

"Little Carmelo," the new little buddy of Henriquez Cigar Co.'s "Carmelo" is on the way to greet the big buddy on the Pacific Coast. Little Carmelo is destined to meet the demand for an up-to-now 5 cent smoke. Meyer Abraham, who presides over the destinies of the Carmelo west of the Rockies, concedes this addition to popular demand. And judging from the orders coming in from St. Louis, H. O. Bishop has not hid his light under a bushel. And so His Honor the Mayor's factory is one of the busiest shops in West Tampa.

Middleman & Weiss, jobbers of Baltimore, are actively moving Hoyo de Cuba and San Martin Y Leon. A. A. Locker is also very much in evidence in his field of activity.

### Don Julian Activities

While President Leo Gottsegen of Gradiaz, Annis & Co., is looking after the producing end at their Tampa factory, J. B. Annis of New York is out on a short trip among their customers, and has closed with Lilly, Dungan & Co., jobbers of Baltimore, who will handle their shade grown Don Julian line.

### In Full Swing Again

Since their disastrous fire of last December, Jose Diaz & Co. have been industry personified, and are now in full swing again in their new location at 11th Street and 8th avenue. Notwithstanding the time lost in reassembling themselves, their sales have again picked up until they are now shipping from ten to fifteen thousand daily into Texas alone, where Frank R. Thompson of Houston presides over the destinies of the justly popular José Diaz brand. Naturally, they are optimistic, and with daily increasing demands on their output, feel assured that 1922 is going to be a big year with them.

M. Scadron, jobber of 437 Canal street, New York, arrived in Tampa on the 19th, and will spend a week looking over the producing end of the lines in which he is interested as distributor.

## Healthy Indications

F. Lozano, Son & Co., Tampa cigar manufacturers of 437 Fifth avenue, New York, state that business is gradually improving, and that it is better in the Middle West than in the East. Mr. Leary, manager of the New York office, says that the firm has found that when there is a lull in cigar sales, the Middle West is the first section to recover. Considering the improved business shown there lately, he expects conditions in the East to show a material improvement in the near future. At present Eastern customers are buying more conservatively and their orders are frequent, though not as large as usual. This he considers a healthy condition, as the dealer's stock is on his shelves for only a short time and the goods are fresh. The firm's product, Mr. Leary says, is top notch merchandise, the tobacco in it being the best for years. Good cigars are in demand. The firm's business is keeping up in good shape.

## Kings County Organization to Dine and Dance

The Kings County Cigar and Stationery Corporation will hold, at the Willoughby Mansion, 665-669 Willoughby avenue, Brooklyn, their annual banquet and ball, on Sunday evening, May 14, at 8:30 P. M.

The function is for the members of the Corporation, and their friends, as in the past, these occasions have been delightful reunions of the members and their friends, so on this observance, the fourth annual banquet and ball, the corporation is making every effort to surpass all other events of the past.

The banquet menu will contain many relishes and special dishes and the music will be the most up-to-date and popular in every respect. Beautiful souvenirs will be given to the ladies present.

The annual souvenir booklet, which is gotten out each year will in this edition contain articles of a newsy and instructive character, and the journal will be worthy of the perusal of the members of the tobacco trade in general. The advertisements contained therein will be those of the trade's leading manufacturers who are supporters of the Kings County Cigar and Stationery Corporation, and the articles featured in the booklet will be those written by members of that corporation.

The capacity of the hall is 500, and it is expected that it will be filled as usual to capacity, so all who intend to go are asked to be sure to come at 8:30 P. M. promptly.

On the list of speakers, at the banquet, will be men who are well versed in trade conditions, and it will be worth a member of the association's while to cooperate in making the fourth annual banquet and ball of the Kings County Cigar and Stationery Corporation memorable in the minds of the trade.

### Arrangements Committee

Samuel Rothbart, Elias Mur, Sol. Siskind, A. Kwartowitz, M. Fein, A. Siegel, M. Plotkin, M. Shapiro, Henry H. Hunter, Sol. Kaufman, J. Hoffman, R. L. Gordon, and Samuel Goldstein.

### Reception Committee

Sol. Kaufman, L. Block, H. Futterman, S. Cretchmer, and J. B. Pomerantz.

### Floor Committee

Henry H. Hunter, Edward Brenner, and May Margolis.


Established 1867 Original Factory No. 1

The Standard
Clear Havana
Cigar Factory

Manufacturers of

La Flor
de
Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St.,
Tampa, Fla.

Distributors for
Greater New York
B. WASSERMAN CO.
77 Chambers St.,
New York City

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF:
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

OSCAR PASBACH, Pres. J. A. VOICE, Sec'y and Gen. Mgr.
PASBACH-VOICE
LITHOGRAPHING CO. INC.
ART LITHOGRAPHERS
GRAND STREET AND MORGAN AVENU
BROOKLYN, N. Y.
CIGAR -LABELS—CIGAR BANDS

PERFECTO GARCIA
& BROS.
Manufacturers of
*World's Finest Havana Cigars*
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

*We Are Here*

# LAFAYETTE

## Mild Havana Cigars

***Connecticut Shade Grown Wrapper***

**Sizes and Prices**

**Perfecto Extra**
***15c Straight***

**Queens**
***15c Straight***

**Club House**
***2 for 25c***

**Blunts**
***10c Straight***

**Blunts (can)**
***10c Straight***

**Benito Rovira Company**
INCORPORATED
**311-321 East 62nd Street**
**New York**

# *Old King Cole CIGARS*

Made in Bond

Choicest Havana Tobacco

Spanish Hand Work

***Retailing from 2 for 25c to 30c. Jobbers write.***

**OLD KING COLE CIGAR & TOB. CO.**

Factory
FORT MEYERS
FLORIDA

MAIN OFFICE
140 W. 42nd St.
NEW YORK CITY

Warehouse
MONTE 72
HAVANA, CUBA

## Cleveland

(*Continued from page 23*)

said that the campaign will be conducted by street corner talks mostly.

### Features Paramounts

The Auditorium Drug Co. in its new store opposite the new Cleveland Auditorium, recently finished, is rapidly building up a very impressive business for its cigar department. All the standard brands of quality are featured by this store with Paramounts being the featured headliner for the week.

### Buys Haas Store

Louis Rosenblum has bought the cigar store of Adolph Haas at 1031 East 10th street. This is a very good location with a well established trade and with Mr. Rosenblum at its helm is bound to make good.

### Expected in Town

Jose Diaz, of the Preferred Havana Tobacco Co., is expected here any time now. That his visit will be one of supreme joy can be seen by traversing any section, seeing the number of Henry the Fourths that are displayed, and the greater number that are sold.

### The Recall

The Amster Co., local jobbing concern, is devoting a considerable part of its time to the Recall cigar. This is a five cent cigar, a product of the Bobrow Bros., a brand which is already popular with Cleveland smokers.

### "Hangs Around"

John Vant, of Park & Tilford, is still working here. That his efforts have been more than fruitful, can be seen in every store. Tilfords are noticeable everywhere and sales have been increasing every day. Mr. Vant is specializing on the Tilford, P. & T.'s newest contribution to lovers of good cigars.

### Feature Websters

Wells & Unger's store at Superior avenue West, is featuring the Webster cigar. Websters are going great now and every store in town reports a great demand for them. This brand is distributed here by the A. D. Goodman Co.

### Departs After Success

S. R. Oberfelder spent a few days here in the interests of the Acker, Merrall & Condit Co. Mr. Oberfeld left for Montreal after his sojourn here. While here, the A-M-C brands were placed with every cigar store of note, by Mr. Oberfelder.

### From Philadelphia

Leo Weiss, with Antonio Roig & Langsdorf, was a caller last week. Business on the Girard cigar is ever a source of pleasure to Mr. Weiss, especially in this city. The P. G. Vincent Co. distributes the Girard cigar here.

### Installs Cigar Department

Jacob Kahler, proprietor of one of the most popular eating houses in the city, has installed a fine cigar department in his restaurant at Euclid avenue near East Sixth street. Standard brands will be featured all the time.

### After Dinner Smokes

"Heinie" Haupt, Case chemist, found he was smoking six cigars a day and decided to cut down on them by only smoking after dinner. He was asked how many cigars he smokes after dinner. "Six," he said, "my plan isn't working very well."

### To Operate Luna Park Stand

Mr. Rosengarten is to operate the cigar stand at Luna Park this year. Luna Park opens May 11, and expects a record crowd this year. This amusement center is the biggest of its kind in Ohio and the crowds that are always present are enough to make any booth or stand operator smile with delight.

### Three of 'Em

Tom Thurbley, A. Fields, and M. Schutz, all joined the list of trade visitors here this week. All three are men well known in local tobacco circles.—HERB.

## Dublin Tobaco Prices

DUBLIN, Ireland, April 1.—In their Monthly Tobacco Circular, Michl. Macnamara & Son, quote the following at close of month:

### Prices

| | 1922 | | | 1921 | | |
|---|---|---|---|---|---|---|
| | D. | | D. | D. | | D. |
| **VIRGINIA LEAF** | | | | | | |
| Dark ..... | 11 | @ | 22 | 15 | @ | 22 |
| Bright ..... | 18 | " | 40 | 20 | " | 50 |
| **WESTERN LEAF** | | | | | | |
| Fillers ..... | 8½ | @ | 12 | 10 | @ | 13 |
| Wrappers .. | 17 | " | 24 | 17 | " | 22 |
| Burley ..... | 17 | " | 23 | 17 | " | 23 |
| **VIRGINIA STRIPS** | | | | | | |
| Dark ..... | 15 | @ | 28 | 18 | @ | 28 |
| Bright ..... | 20 | " | 50 | 20 | " | 50 |
| **WESTERN STRIPS** | | | | | | |
| Fillers ..... | 10 | @ | 14 | 14 | @ | 19 |
| Wrappers .. | 21 | " | 26 | 21 | " | 26 |
| Burley ..... | 22 | " | 27 | 22 | " | 27 |

The Market was less active than usual, particularly towards the latter part of the month, due no doubt to the near approach of the Budget.

## Sweden's New Tariff

The Swedish Parliament has passed the Government's tobacco tax bill. The new law discriminates against foreign goods by putting a higher tax on them. Foreign cigarettes, for instance, have to pay 10 crowns per 1,000, while domestic cigarettes pay only 4 crowns. Foreign cut tobacco pays 4 crowns per kilogram and domestic cut only 1.50. On imported cigars there is a tax of 40 crowns per 1,000, on cigarillos one of 25 crowns.

## Business Spotty

Carl Upmann, cigar manufacturer of 406 East 59th street, reports a slight increase in business—in spots.

***Jobbers! Attention!***

# ITALIAN CIGARS

We offer you a splendid opportunity to handle the high grade

**WELL SEASONED**

**CAVOUR**

**The REAL ITALIAN CIGAR**

Get in touch with us

**Cavour Cigar Co., Inc.**

Phone Canal 8242

**428 Washington St., New York City**

## Directory *of* TRADE ASSOCIATIONS

**Tobacco Merchants' Association of the United States**

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, secretary.

## Imports

(*Continued from page* 28)

**Tobacco from Pasajes**

*S. S. Ohio* —*April* 21
A. Schaap .....7,909 Boxes

**Tobacco from Copenhagen**

*S. S. Hellig Olav* —*April* 20
International Planter's Corp.....1 Box

**Cigarettes from Alexandria**

*S. S. Hog Island* —*April* 19
American Tobacco Co.....1 Case

## Federal Crop Report

WASHINGTON, D. C., April 25.—The Bureau of Markets and Crop Estimates has the following to say regarding the toacco crop:

"Florida: Transplanting about complete.

"Georgia: Many farmers going to try out tobacco as a money crop outside the former commercial district.

"Kentucky: Plants growing fast, but many beds were sown very late due to rains. Plowing badly delayed. Prospects for considerable increase in acreage due to optimism over pooling in co-operative association and to efforts of non-poolers to take advantage of expected better prices.

"Massachusetts and Connecticut: Acreage likely to be curtailed, especially the Broadleaf which has gotten out of balance with demand causing growers to have difficulty in moving their crops. Shade grown acreage is likely to be increased from 8 to 10 per cent.

"North Carolina: Larger acreage probable, as last year showed tremendous reduction.

"South Carolina: Plants plentiful and some transplanting has been done.

"Tennessee: Still some of last year's crop on farms. Prices drooping. Plant beds, generally, doing well, though some complaint of bugs destroying plants. Indications are for a considerable increase in acreage.

"Virginia: Plant beds are looking well. Practically all of the 1921 crop, except the Sun-cured Pool has left growers' hands. Total sales for season are 95,334,000 lbs., compared with 179,580,000 lbs. last year.

"West Virginia: Burley section, which constitutes practically all state's crop, has had very favorable weather for growing plants and they are generally doing well, but wet weather delayed sowing plant beds to some extent 'though not seriously. Plowing rather late."—LAMM.

## Considering Tobacco Loans

(*Continued from page* 24)

believed that the loans on the tobacco as security may be made by local banks A vice-president of a large trust company says that it is his view that if loans aggregating an extraordinary amount are desired the money can be advanced by a syndicate of local banks with one of them acting as a trustee for the syndicate.

The suggestion is made by workers that, if desired, loans may be obtained of large banks in New York City.

## Fear Over Production in Dark District

(*Continued from page* 22)

rapidly and in a few more days will be ready for transplanting. The farmers are worrying over the situation for the long continued wet weather has prevented them from getting their fields broken up and ready to receive the plants. The past week has offered them the first real opportunity for plowing and they have taken full advantage of it and yet, they are far behind with this work. Not only are they "up against it" in preparing their tobacco land, but corn planting too is pushing them. As yet only a very little corn has been planted and very probably the farmers are going to find themselves with corn planting and tobacco setting both on hand at the same time. One is enough to keep any farmer and all his help on the jump from daylight until dark, but both together are a nightmare.

In a discussion here a few days ago right along this line, the question was asked which crop would the farmer turn his attention to if the conflict made the abandonment of one necessary. An old and experienced farmer spoke up without hesitation and said: "All of them would plant tobacco." This is taken as another indication of the danger of an overplanting of tobacco this season.

### Plenty of Labor Obtainable

The prospect of a large crop this year would be lugubrious indeed were it not for the improvement in the labor situation. To be grown at all successfully, that is, to produce quality, almost constant cultivation of tobacco is necessary. During the war period the scarcity and high price of labor brought a heavy reduction in the acreage devoted to tobacco. This in turn produced a shortage and sent prices sky high, and also produced the condition where the demand was so great that low grades sold more than the best grades ordinarily brought. Naturally this got the farmers in the habit of growing for pounds rather than texture and finish. But to use the words of a comic running in the newspapers, "Them days is gone forever," and the farmer who does not realize it must pay the price. This year labor promises to be plentiful and at practically pre-war wages. This will, it is feared, encourage the farmer who has been shorthanded and who saw rich profits slip through his fingers because he could not plant all the tobacco he wanted to while it was selling so high, to plant a big crop this year.

All possible forces are being brought to bear to prevent this if possible, but it remains to be seen whether these are successful or not.—M. E. BACON.

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**FOR SALE—Cigar Factory. Executors of the Estate of Joseph Kraus will sell large stock of cigars, leaf tobacco, scraps, labels and machinery. Inspection daily between 10 and 3 o'clock at factory, 353 East 78th Street, New York City.**

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The COMBATE TOBACCO CORPORATION was incorporated in Porto Rico on December 28, 1921, and is taking charge of the greater part of the leaf and manufactured tobacco business of its President, Mr. Javier Alonso Riera. Although its name is new its personnel averages over 30 years' experience in the tobacco business.

Before doing any business in tobacco either in Porto Rico or in Santo Domingo ask for the references of the Directors of "COMBATE" and write to the main office at 14 Tetuan St., San Juan, Porto Rico; or see Mr. J. A. Riera at the Hotel McAlpin some time this month.

**FOR SALE—One M. D. & P. No. 3 BB Bunching Machine, latest model. Maximo Grahn & Son, 409 West Fortune St., Tampa, Fla.**

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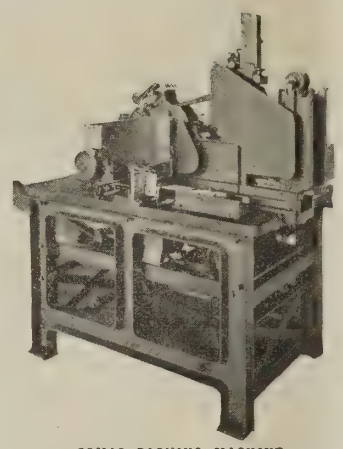

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ESTABLISHED 1886

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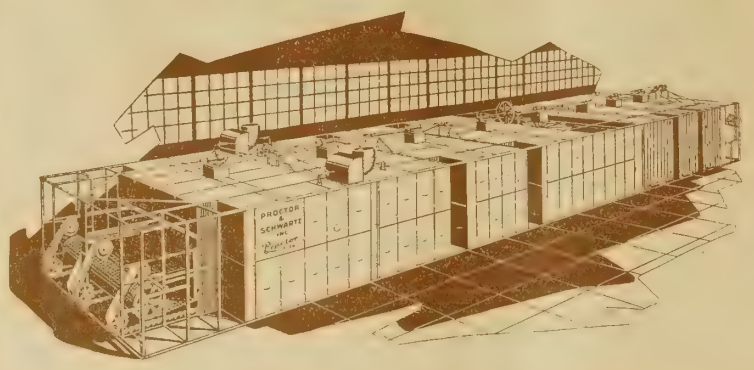

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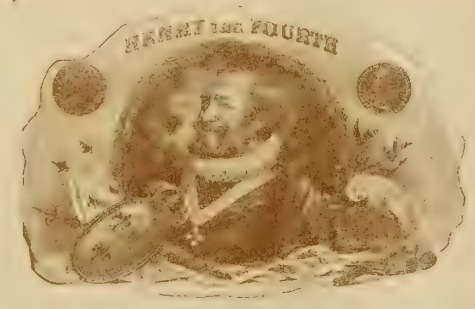


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